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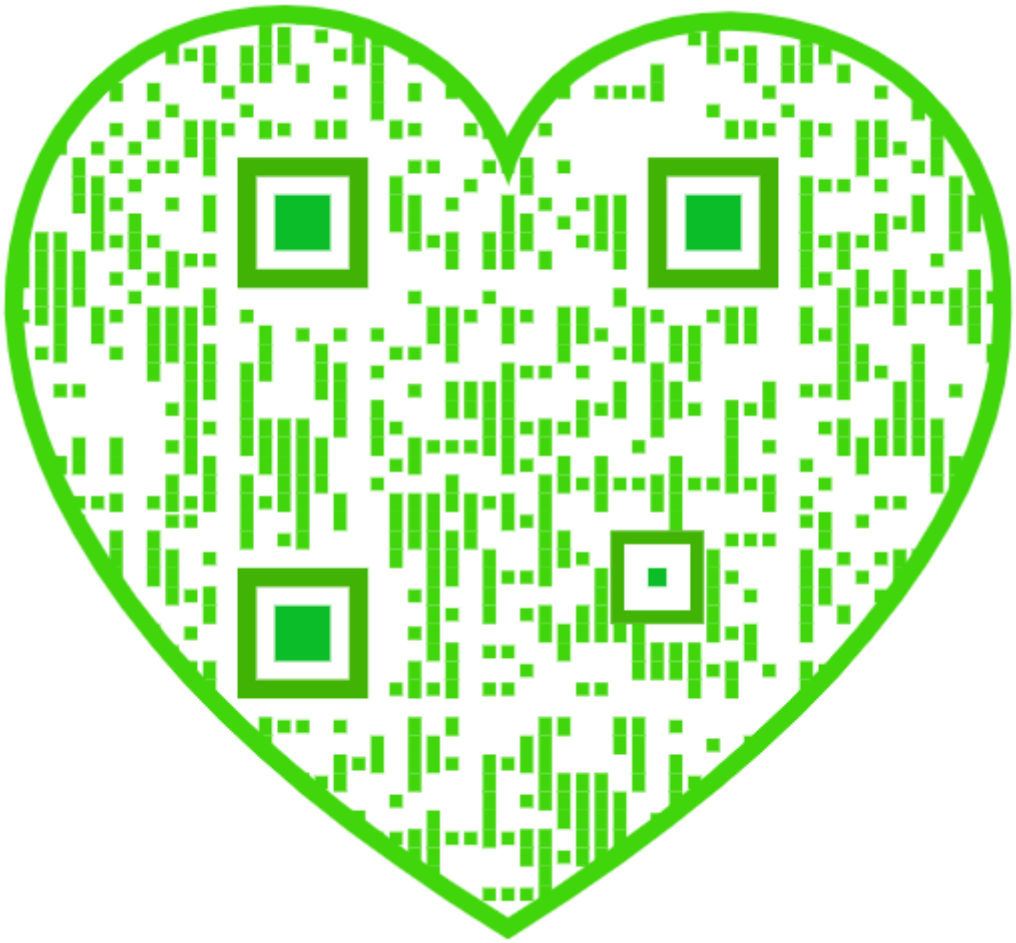

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PSt SNPaAg172

CONTENTS OF REEL 172

1) The Tobacco world, v. 33, 1913
MNS# PSt SNPaAg172.1

Title: The Tobacco world, v. 33

Place of Publication: Philadelphia, Pa.

Copyright Date: 1913

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090 20 Microfilm D344 reel 153.1-190.5 $cmc+(service copy, print master, archival master) $s+U22V1X1902-U22V20X1902+U22V22X1902-U22V33X1902+U22V35X1902-U22V51X1902+U22V53X1902-U24V42X1904+V24V44X1904-U25V44X1905+U25V46X1905-U26V42X1906+U26V44X1906-U26V48X1906+U26V50X1906+U27V1X1907-U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
590 Archival master stored at National Agricultural Library, Beltsville, MD : print master stored at remote facility
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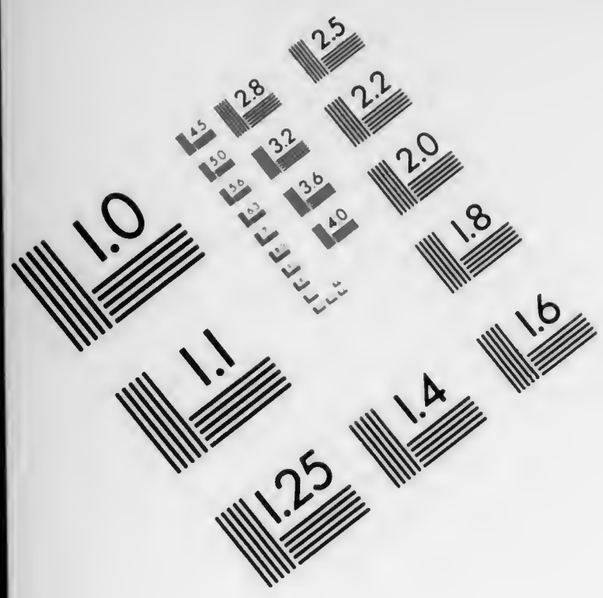

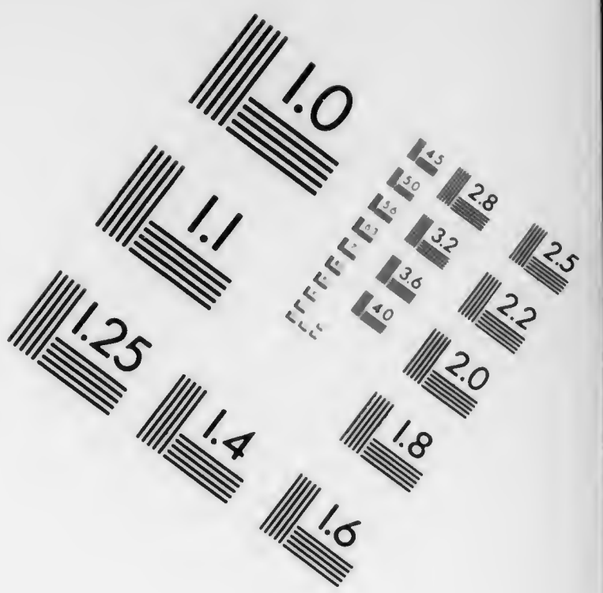

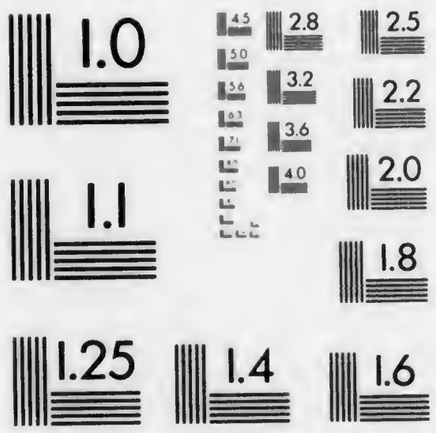

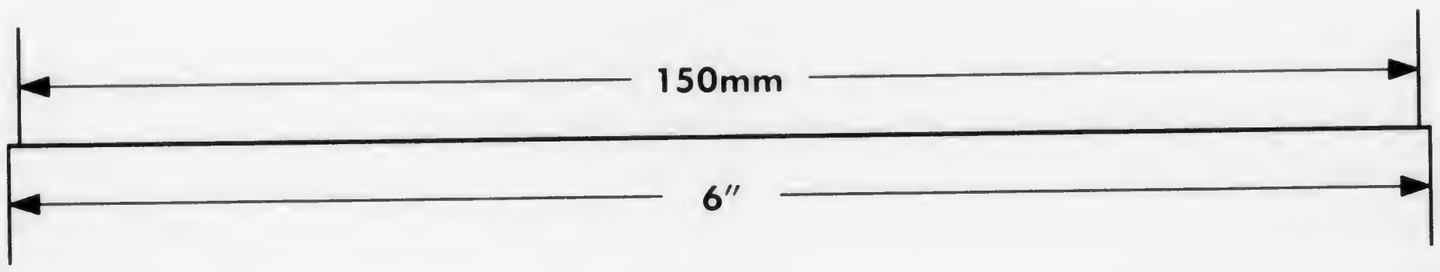

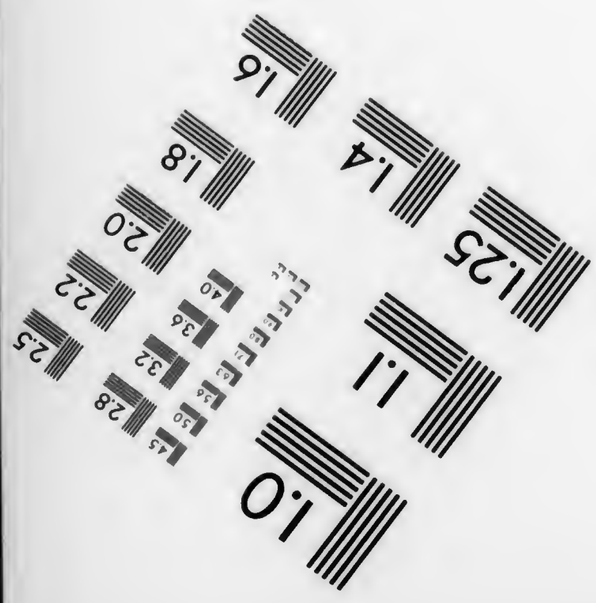

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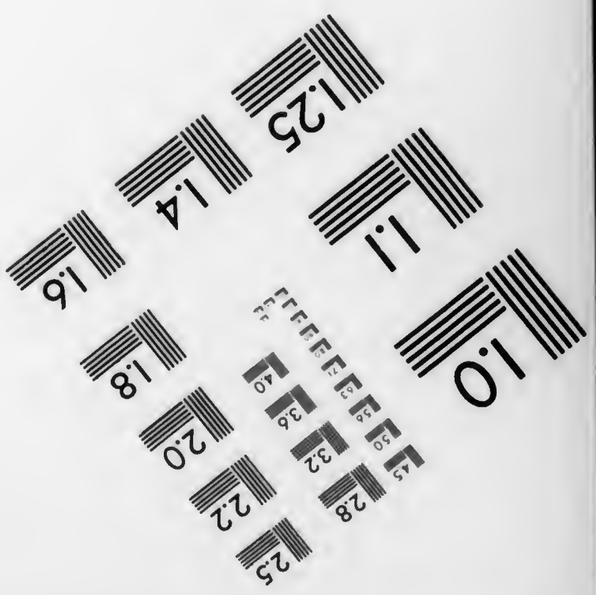

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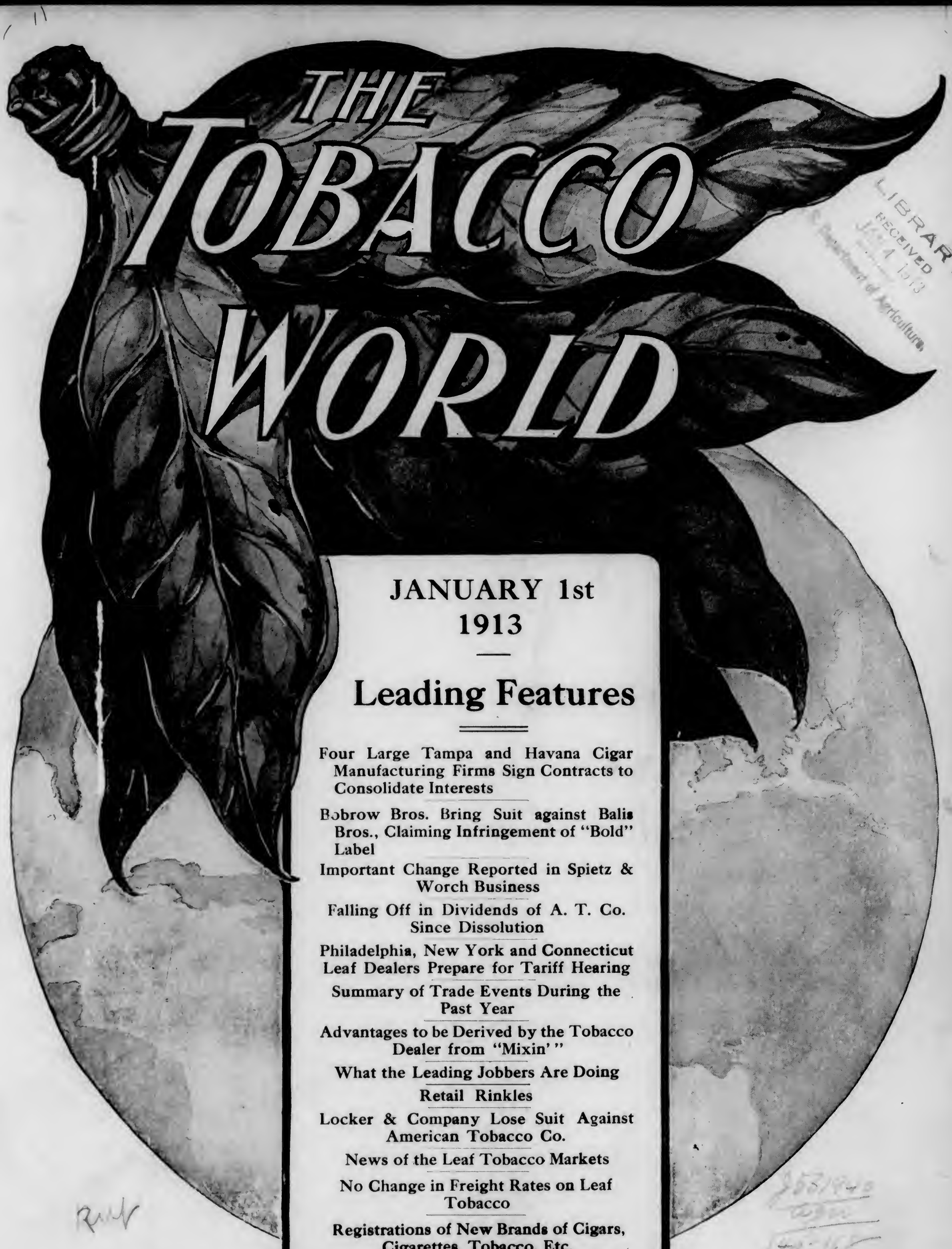
1913



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Falling Off in Dividends of A. T. Co. Since Dissolution

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Summary of Trade Events During the Past Year

Advantages to be Derived by the Tobacco Dealer from "Mixin'"

What the Leading Jobbers Are Doing

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News of the Leaf Tobacco Markets

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Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXIII No. 1

PUBLICATION OFFICES: { 102 South 12th St., Philadelphia
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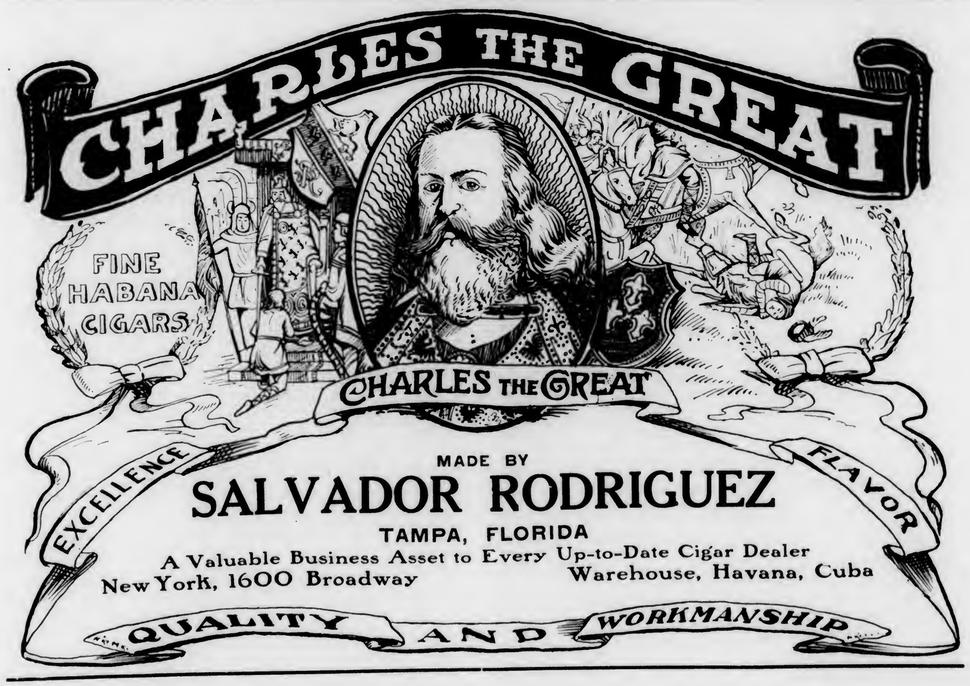
You are cordially invited to inspect our new quarters

Telephone, 5900 Greely



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HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Two New PORTUONDO Brands—

SINTOMA

A worthy ten-cent cigar tribute to the Founder of the house and a solid quality offering to the trade.

ALL ALIKE

Our nickel brand with a new attractive label. It forcefully emphasizes our forty years standard of uniform cigar excellence.

Effective Window Display Cards Furnished for Both Brands.

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Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

San Felice CIGARS

The Deisel-Wemmer Company
LIMA, O.

Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

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RICHMOND, VA.

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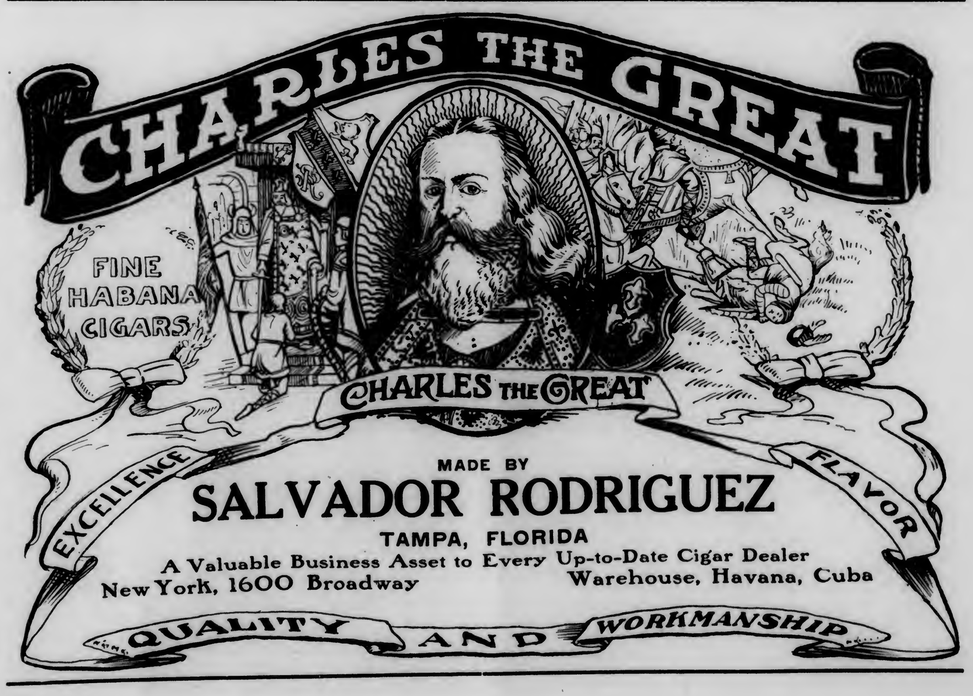

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EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

You Buy Two Kinds of Cigars

Those that sell and the *other* kind

That's why we can say with the assurance of its 50 years of Sales Satisfaction to bear us out

Buy CRESSMAN'S COUNSELLOR 5¢ CIGAR Big

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How can I suit the Imported Cigar Smoker and give him a mild cigar?

HEARTSEASE SOLVES THE PROBLEM

Ranging in price from $55 to $70. Choicest imported Vuelta Filler, wrapped in shadegrown.

Its blend is perfection—A sure repeater

T. H. HART CO., Manufacturers

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Dealers like FATIMAS-because

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They return the maximum profit. There is no doubling up on them. No one asks or expects to get two packages for a quarter. They are standard at 15c a package.

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More Fatima Cigarettes are sold than any other brand in this country.

"Distinctively Individual"

The **New** **5c Cigarette**

A Silk Novelty in each package

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

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Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

Cigars of Distinction Our Motto "Quality"

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Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

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They Lead the Leaders

26 SIZES

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Vuelta Abajo "Castaneda"

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Oldest Independent Factory in Cuba
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The Cigar of QUALITY & RENOWN

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"ELITE" F. Ry Ca HABANA

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London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded, 2 for 5c. and a full line of 3 for 5c. stogies. Correspondence from jobbers and brokers olicited.

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Lorillard's Snuff, : Est. 1760
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ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

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THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

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JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
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Finest Workmanship — Under Sanitary Conditions

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Smokes to Suit All Tastes

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Our Tampa Clear Havana Leader
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The **King's Club** is our leader, and it has made good wherever introduced. It lends class and distinction to the stock of every dealer who handles it. If you have not got the **King's Club** on sale, stock a few sizes and then watch results.

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Manila Cigars have been steadily coming to the front in the trade throughout the United States during the past few years, and after a careful investigation of the merits of the different manufacturers in the Philippines, we have secured the exclusive control of the product of Las Primas Factory. We carry these goods, retailing from five cents straight to three for a quarter.

We have the goods that win and hold the high-class trade

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A Splendid New Year's Resolution

Resolve to carry none but the best brands. Strengthen your nickel cigar line by taking on the "Liar." Insure a prosperous 1913.

HERE'S THE LABEL

This sterling nickel cigar, has decisively proven its worth. It contains one-quarter selected Havana filler, and has the finest Sumatra wrapper procurable.

START 1913 RIGHT

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We guarantee Copenhagen Snuff is now and always has been absolutely pure.

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Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

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THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

ROCKY FORD AND BEECHWOOD 5c. CIGAR

Made at our **NEWARK, N. J., FACTORIES**
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We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh factories. **Highest Quality Always.** Write for quotations to

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After every conceivable contrivances for hinging glass lids to cigar boxes have been tried

The Becker Steel Wire Clamp Hinge

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We make 25 different styles of constructions to meet every requirement to suit in price, quality and design.

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Established 1891

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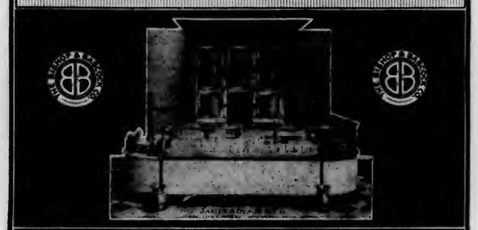

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The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

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DUPLICATORS! THAT'S WHAT YOU WANT AND THAT'S WHAT YOU GET

When YOU SELL BAUM-JAFFE CO.'S CIGARS. JOBBERS AND RETAILERS ALL SAY THEY ARE THE GREATEST DUPLICATORS EVER.

"EL JAFFE"

The Finest 10c. Cigar

MADE FROM FINE HAVANA, BROADLEAF-WRAPPED. WILL BOOST YOUR BUSINESS. WRITE FOR SAMPLES.

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115-117 NO. THIRD ST., PHILADELPHIA

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AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

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Sole Owners and Manufacturers
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THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

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Independent Manufacturers — Detroit, Mich.

NEW HOME OF SIG. C. MAYER & CO., 306-08 CHERRY STREET, PHILADELPHIA

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BOCK & Co

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine HAVANA CIGARS

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The steel ball on the inside cannot get lost. This article goes on the counters where the consumers must see it. Very reasonable. Write

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Wheeling's Famous PET BIG HAVANA

2 for 5c.

¶ Made by the most skillful and highest paid stogie makers in the world. Exclusive territory open. Write to-day.

LITTLE PET STOGIE CO.
Factories: 1427 16th Street, 1110 Market Street
WHEELING, W. VA.
Manufacturers of Wheeling's Famous Stogies

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill.

What Makes BOLD AND DISCRIMINATOR Sell?

There is something in their goodness,
Something that is irresistible.

There is something in their aroma,
Something that is so tempting.

There is something in their workmanship,
Something that is so appealing.

That something coupled with quality makes **Bold & Discriminator** sell.

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World Famous Gold Medal Brands

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None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

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MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made man airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs

46 Miller Street, Pittsburgh

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

1912

We beg to extend to our friends and customers
our appreciation for their support and
patronage during the past year,
enabling us to make 1912
the banner year in
the history of
our business.
And for

1913

We wish to the entire trade
a most prosperous
New Year

H. Duys & Company

AND THEIR REPRESENTATIVES

Howard L. Kinney
Harry R. Kinney
Fred L. Menge
Mark A. Levine
Ralph Levine
B. Stranders
Wm. L. Uhler

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

BARON DeKALB SEGAR

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

John W. Merriam & Co.

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

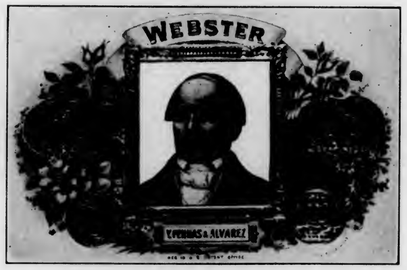
Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX
The largest handlers of scrap tobacco in the world.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. **HAVANA CUBA**

BARGAIN DAY at The Smoke Shop in 1915

Summary of Trade Events During the Past Year

JANUARY.

Tampa manufacturers plan to strengthen the efficency of their guarantee stamp—Theobald & Oppenheimer, of Philadelphia, merge with the United Cigar Manufacturers' Company—Seattle cigar dealers form state association.

Cummin's Bill under fire in Congress—New York independent dealers discuss coupon war.

FEBRUARY.

Percival S. Hill succeeds James B. Duke as president of the American Tobacco Company, Mr. Hill having been vice-president under Mr. Duke for a number of years.

United Cigar Manufacturers' Company buy Lancaster factory of the Union American Company—Tobacco Trade Association formed in Boston by the wholesale cigar and tobacco dealers.

MARCH.

Reports from Havana prove that new Cuban crop is close to being a record breaker—Two well known New York cigar manufacturing firms, Heyman Brothers & Loewenstein and T. J. Dunn & Company, consolidated—Report of the American Tobacco Company shows increase in the net earnings—Liggett & Myers adopt bonus plan in which officers share in increased profits—R. A. Patterson Tobacco Co., removes part of its business from Richmond to Louisville—Abraham Oppenheimer, member of the Philadelphia cigar manufacturing firm of Sulzberger & Oppenheimer, Limited, dies in that city—Samuel Kaufmann, of the lithographic firm of Kaufmann, Pasbach & Voice, dies at his home in New York City.

Justice Seubert, Incorporated, open factory in New York City—Stores in New York engage in cut price war on imported cigars—Prices rule high at third inscription at Amsterdam—Theobald & Oppenheimer Company, of Philadelphia, purchase Sulzberger-Oppenheimer Company, Limited.

APRIL.

Baum-Jaffe Company formed in Philadelphia, where they prepare to manufacture high-grade cigars—Henry Meyer, pioneer Ohio leaf tobacco dealer killed in auto accident—Solomon Monday dies at his home in Brooklyn—R. A. Patterson, founder of R. A. Patterson Tobacco Company, passes away at his home near Richmond.

Michael J. Dalton, head of M. J. Dalton & Company, of Philadelphia, and W. Frederick Worthington, manager of one of the Dalton stores, die within four days of each other—Announcement made of the forming of an organization to be known as the United Retail Realty Company, which will buy locations for cigar stores—R. J. Reynolds Tobacco Company loses three and one-half million pounds of tobacco in fire in Winston-Salem, N. C., entailing loss of about $425,000.

MAY.

At the annual meeting of National Leaf Tobacco Association, in New York City, delegates condemn Taft administration and wire endorsement to Colonel Roosevelt; also defeat resolution to lower wrapper duty—The Clear Havana Cigar Manufacturers Association, of Tampa, forms an agreement with its employees, in which system of inspection is adopted—George E. Spotz, formerly with the Theobald & Oppenheimer Company, of Philadelphia, dies in Atlantic City—Charles H. Gore and Henry W. Wagner, two Chicago jobbers, declared insolvent.

Brooklyn retailers form organization—Storm damages Connecticut tobacco crops—Edgar J. Stachelberg retires from Tampa firm of M. Stachelberg & Company—Announcement made of forming of new cigar manufacturing firm in Tampa, to be known as Quiros, Villazon & Company—Sharp competition at Amsterdam inscriptions.

Continued on page 15

Advantages to be Derived by the Tobacconist From "Mixin'"

Written for The Tobacco World by James Fordyce

A group of college presidents, well known in the East, were in the habit of going on an annual camping trip. They had gone one summer to the mountains of South Carolina. One evening they gathered around the fireplace in an old mountaineer's cabin for a conference.

Before the discussion began, the old man said: "I reckon you'uns know a lot that we'uns don't know nothin' about."

The college presidents allowed that that "might" be true. The old man then remarked: "Perhaps we'uns know a lot that you'uns know nothin' about."

The educators allowed that that "was" true.

"Well, then," the old mountaineer observed, "this mixin' will learn us all a bit of knowledge."

THE foregoing brings to mind the necessity of mixin' by business people. While there has been more or less of this done among the members of the tobacco trade, the percentage of mixers is still lamentably small. It seems that it requires a pretty urgent case before they waken up. They only get together after their rights have been trampled upon. Had they been prepared for any unfavorable action against them, by having co-operative associations, the possibility is that they would not have been compelled to be exercised over the wrongs they now claim threaten their existence.

The forming of associations of retail and wholesale tobacconists throughout the country within the past year shows pretty clearly that dealers are beginning to see the advantage of mixing. The results accruing from these meetings lies with the members entirely. It depends upon what object they have in joining and their attitude toward the other members. In some localities efforts have been made to form clubs of business men. The idea was to get together, to exchange opinions, and to boost the town. Many of those approached hailed the scheme as the identical thing needed to get the business interests to working together for a greater city. Here, as in almost every other town of that size, several men insisted upon running things. They all wanted to be the "main squeeze." Their actions so antagonized other dealers that the scheme was a dead one before it was started.

Had the disgruntled absentees come to the first meeting and let the majority rule, which would probably have been the better element, the association would be prospering to this day. Why any right-minded business man permits the actions of another man to keep him away from such a meeting is beyond me. Those fellows should have taken the stand that no one, not even the crowd which was trying to start the plan, could keep them away. If they so desired, after the association was well under way, and was not being operated for the good of all concerned, they had the privilege of dropping out.

In a neighboring city the same idea was carried out to a successful conclusion. This body naturally had its troubles at first, but the get-together spirit was there. Through their efforts these business men have brought a number of enterprises to the city, establishments which have increased the population and ultimately materially increased the business of all these men.

There are, at this writing, a number of retail tobacco dealers' associations in the country. In some instances they were formed years ago. They prospered for a time, then when the members attended no longer, they died a natural death. Within a comparatively recent period they have been revived and are again prospering. In other cases efforts were made several times before the members could be made to realize the advantages of getting together. Whether they are now here to stay is for the members themselves to decide.

When approached a short time ago and asked why there was no body of this kind in his city, a prominent tobacconist in one of the larger cities remarked, "What is the advantage of having such an association as that? What good would it accomplish? Every fellow in this 'burg' is jealous of the other, and the man who gets them together must 'go some.' I believe such an organization could be formed by a disinterested party, one not a tobacco man, but if any of the larger dealers suggested such a thing here there would be about a dozen of his competitors who would knife the scheme as soon as they got the chance. They are all jealous of each other."

This fellow knew pretty well what he was talking about. Yet he was like all the others. He was as willing to use the knife on any scheme as well as the next one. He pointed out the reasons why no association had as yet been formed, but was not even willing to inquire and find out the advantages of such a body.

As an illustration of what latent power lies with the retailers of this country, let me give an instance which came to my notice recently.

The dealers in a certain line of business in one of our large cities had been fighting each other for a number of years. Conditions had reached such a stage where something had to be done. Fortunately many of these dealers realized this fact and they formed an association. This accomplished all, and more, than they had ever planned in their wildest dreams. But they did not stop when they had gotten together and were prospering. Many of them were branching out and finally became large jobbing houses.

They were in such a position before long where they could dictate to the manufacturer entering that market, as well as to the small retailer who did not belong to the organization. They had begun to taste their power and used it so freely in dictating just what the small retailer had to do, and what the manufacturer had to do to get his wares in that market, that their activities were called to the attention of the authorities at Washington and prosecutions began under the Sherman Law.

So when a dealer tells me that the business men in his line cannot be brought together to discuss their needs and swap experiences, thus benefiting all concerned, I am inclined to believe that the fault lies largely with the dealer. If he will not overlook any differences, business or otherwise, he may have with his competitor across the street, in order to build up his trade and work for the good of all concerned, he has no one to blame but himself if he fails to keep his head above water.

Why Do They Fail?

SOMETIMES men fail because they are rascals, but more often because of one or more of these reasons: Oversmartness; unwillingness to labor and wait; acting from policy instead of principle; too much haste to get rich; want of punctuality; wrong views of the great end and aim of life; idleness; shrinking hard work; giving too much attention to affairs outside of the regular business; lack of enterprise; living beyond one's means; going into business too young; fast living—bodily, mentally and spiritually; dishonesty in little things as well as great; lack of attention to details; having no definite object; disposition to float down stream rather than row up; too many irons in the fire; lack of judgment in giving credit; unwillingness to begin at the bottom and climb.

Summary of Trade Events

Continued from page 13

JUNE.

Tampa manufacturers finally sign agreement with employees—Receiver appointed for Valloft & Dreux, of New Orleans, and their chain of stores—Continued rainfall closes Tampa factories for a short time—Prices high at eighth Amsterdam inscription—Speed Goodloe Cigar Company, new wholesale firm in Philadelphia—Ehrman Brothers, of San Francisco, take over business of J. Bamberger & Company.

A. L. Sylvester elected president of American Cigar Company, succeeding Percival S. Hill—Gustav Jacoby, New York cigar manufacturer, dies.

JULY.

Death takes Marcus Schwarz, pioneer cigar manufacturer of New York—Jersey City, N. J., tobacco men organize as Hudson County Retail Tobacconists' Association.

United Cigar Stores Company elects officers, George J. Whelan, being again president—La Fonds enter wholesale cigar field in Detroit—Cigar dealers, of Minneapolis, organize—Peter's "free smoke" bill introduced in Congress, passes house—United Cigar Stores Company reorganizes and plans stock distribution.

AUGUST.

Report of Internal Revenue Commissioner Cabell for fiscal year ending June 30th shows enormous increase in cigarette production, it being more than twenty per cent. over previous year—Arnold Tietig, Cincinnati cigar manufacturer, dies in that city—The United Cigar Stores Company takes over five of the former Valloft & Dreux stores in New Orleans.

Schedules issued by Director of the Census Durand to be used in making first report under the Cantrill Law not understood by cigar manufacturers and leaf dealers—Number of revenue districts merged in New Jersey, North and South Carolina, Oklahoma and Kansas, and in Wisconsin; four abolished under ruling—Connecticut tobacco badly damaged by hailstorms.

Following the passage of a bill, Speaker Clark, of the House of Representatives, appoints committee to consider the methods said to be used by foreign governments in keeping down the prices of American tobacco—Valloft & Dreux Company, of New Orleans, reorganized with increased capital, with L. E. Valloft as president.

SEPTEMBER.

Leonard H. Neudecker, Baltimore tobacco manufacturer dies in that city—Delegates for the first convention of the Cigarmakers' International Union, to be held in sixteen years, meets in Baltimore—Thaddeus Graves, New England tobacco grower, dies in Hatfield, Mass.—New leaf tobacco law explained by Director of the Census Durand.

Widespread strike of Manila cigarmakers threatens entire industry—Tobacco Products Corporation reported to be forming in New York—William C. Schultz, St. Louis tobacco dealer, dies in that city.

OCTOBER.

Tobacco Trades Alliance formed in New York for the maintenance of an efficient system of credit protection—Manila cigarmakers' strike settled—E. P. Cordero & Company, of New York, reorganize, with J. Fred Wilcox, new associate—Melachrinos incorporate under New York laws—Plans well under way for issuing new Cuban guarantee stamps.

War raging in the Balkans reported to be affecting the price of cigarettes—Bill to be introduced in Congress to tax tobacco products, proceeds to be used in building new military road across the country—Baltimore concern, The Cigar Machine Corporation, puts machine on the market which makes cigars entirely by machine—Internal Revenue Commissioner Cabell issues ruling which allows revenue stamps to be cancelled by perforation as well as by destroying them—Eugene Vallens re-enters cigar field in New York with others, forming the Gene-Vall Cigar Company—Daniel Reid, railroad magnate, elected head of new Tobacco Products Corporation—British American Cigar Stores Company formed in New York; will be cigar store chain—Government issues report of tobacco beetle investigation.

NOVEMBER.

George L. Storm severs connection with the United Cigar Manufacturers' Company and becomes a director and vice-president of newly organized Tobacco Products Corporation—W. W. St. John named as head of British-American Cigar Stores Company.

A. B. Smith & Company, of Boston, Mass., file bankruptcy petition showing heavy liabilities—Tobacco bug-killing machine leads to big suit for damages—Edgar J. Stachelberg joins Sanchez & Haya, of Tampa—Tobacco Trades Alliance elects permanent officers—George H. Valentine, well-known member of Philadelphia cigar manufacturing firm dies at his home in Womelsdorf, Pa.—First report under the Cantrill Law shows there were 1,047,404,560 pounds of leaf tobacco in the hands of leaf dealers and manufacturers on October 1st—President Hill, of the American Tobacco Company issues statement showing how the dissolution decree has been complied with.

DECEMBER.

Commissioner of Internal Revenue Cabell issues ruling to collectors providing that after January 1, 1913, all inserts packed in cigars, cigarettes, tobacco and snuff must be of equal value—Hornstein & Breman new cigar manufacturing firm in Philadelphia—Trial of E. Locker & Company, tobacco jobbers, of Brooklyn, against the American Tobacco Company, and some of its former subsidiaries, started in the United States District Court in New York—Tobacco tariff hearing before the Ways and Means Committee set for January 17, 1913—Committee for the investigation of the foreign leaf tobacco trade meets in Washington.

Took Advice of Late King Edward

More than fifty years ago a man, who made Turkish cigarettes in a little garret in Picadilly, London, received a call from a stranger, who had heard of his cigarettes from a club friend. They had a chat, and the stranger, as he was about to leave, said: "Very good cigarettes, but why don't you take a shop? Take a shop! Take a shop!" "I have no money to take a shop," said the man, who was only making a small living at his trade which was new in London.

"Oh, that don't matter, "said the stranger, cheerfully, "Here's my card, and you go and take a shop." Then he turned around and walked out.

The poor cigarette maker shook his head and smiled at the stranger's advice. Then glancing at the card in his hand, he saw that his visitor had been the Prince of Wales. He, however, went around London, with no money, but with the Prince of Wales' card as a reference, and soon had his shop and everything necessary to start in business. Up until the time of his death King Edward of England is said to have remained one of his customers. During the course of his business carreer, the cigarette maker sold his goods to many of the crowned heads of Europe, and to this day caters to only the most discriminating smokers.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Businesses

If your show window is large enough, why not try a cigarmaking demonstration? There have probably been a number of them in your city at other times. Perhaps you have had one before? This is something that always attracts the people on the street and is always good advertising. I was standing in a store in Philadelphia a few days before Christmas, where the proprietor had three cigarmakers in the window, making his five-cent cigars. All the men had on white duck suits, and the cards in the window laid great stress upon the sanitary conditions under which these cigars were being made. It was surprising the number of men who stopped there and looked on for a while. Many of them were smoking, but came in anyway and bought a few cigars, and stuck them in their pockets, evidently intending to make sure of having some when they wanted to smoke again.

The Cigar Making Display Always Attracts People

It is a sure guess that very few of these men would have stopped at an ordinary store, since they were smoking at the time. But the store "out of the ordinary" called to them and they responded. Women, evidently on the lookout for Christmas cigars, stopped, were evidently impressed with the cleanliness of the manufacturing operations, and came in, buying the cigars by the box. They would probably have stopped at another store, but this display jogged their memories, and they bought on the spot.

Don't forget, Mr. Retailer, that your show window is one of your best salesmen. What the traveling man is to the manufacturer, the show window is to the retailer. And since the salesmen with the best line of talk and the best selling points are the ones doing the best trade, just so is the window with the best display and selling arguments the only paying one to have.

Inject Personality In Your Business

When you write those window cards, try to put a little personality in them, as though you were talking directly to that fellow looking in the window who is wondering whether those pipes you are showing are good ones. By using that chatty line of talk, he will feel more inclined to come in and look them over. Instead of a general statement of their quality, he feels that there is a fellow inside who stands back of those pipes, not simply an ordinary cigar store, of which there are hundreds. Inject your personality in the cards and all advertising matter you use. Some time ago the writer bought a small can of tobacco in a store. Upon opening it he found that the top of the contents of the can were musty. He took it back and after the proprietor had been called by the clerk, he carefully explained that the musty tobacco was due to the weather we had been having and that I should come back at any time my purchase didn't come up to the usual standard. I found out that the proprietor always took care of these complaints and the tactful way he handled them proved that he realized the importance of attending to these people himself. He didn't delegate the task to a clerk. That made a mighty good impression on me. I always associated that man with the store after that. His personality made a friend for the business.

I had a different experience later in another city while traveling. I bought smoking tobacco, with the same result. I took it back. The clerk took it, looked at me suspiciously, and went to the back of the store, where he evidently showed it to the proprietor. After a time he brought it back and gave me another can. But I could tell by the way the whole thing had been handled that they didn't like the idea of giving another can. At least the reluctant manner it had been done gave that impression. The can should have been given without any hesitation. That was a good chance for the owner of the store to prove to the customer that he was on the square and wanted nothing but the best goods to leave the place.

Walk about any city or town during shopping hours and you will see a group of people standing before some free show or novelty window attraction—something probably in motion, but something that is unusual, a thing that will attract either by its motion, its neatness, or its originality. That crowd is taken before that display out of Human Curiosity.

Use Current Events in Window Displays

Do you as a merchant, or does the man you are working for, appreciate that crowd? Are you using any plan to utilize that curiosity, and profit by it? Do you realize the possibilitiess of the crowd that passes your place every day? Are you going to get them inside your store or to attract their attention?

Current events suggest the majority of good educational window displays. My advice to the window trimmer is to allow the people of your locality to learn that something new can be found at Jones' store. You can get them in the habit of looking in your window every time they pass. Take for instance the war in the Balkans. As far as I could see, in a number of the larger cities of the country little attempt was made to use the events, like pictures of Turkish soldiers or the country, to show the passers by where most of the tobacco they use in their cigarettes came from. Neither was any Turkish tobacco displayed. Perhaps a man may say: "I don't try for the cigarette trade." Possibly he does not, but it interests the cigar smoker just as well. It focuses his attention on the store.

The H. Sutliff Pipe Shop, of San Francisco, as its name implies, confines its business pretty closely to pipes, which are almost exclusively used in the display work. Mr. Sutliff took advantage of the holiday opportunities by making a large and varied display of high-class goods, supplemented by Indian jars of his special "Pipe Shop" mixture. The central background was occupied by a large window card, red with white lettering, calling attention to pipes as "The Home Gift." He also showed a number of "Sutliff Pipe Shop" merchandise orders, many of which are purchased by those who do not feel themselves competent to make a selection. Mr. Sutliff makes a strong bid for repair work, and one of his window displays, which recently drew a lot of attention, included an expert pipe repairer at work.

Pipe Dealers Sells Xmas Merchandise Orders

Did you ever use any catchy schemes to attract the attention of that smoker who passes your door every day, Mr. Tobacco Dealer? If you have let us hear from you.

The Tobacco World

Vol. XXXIII. PHILADELPHIA AND NEW YORK, JANUARY 1, 1913. No. 1.

Four Large Tampa and Havana Cigar Manufacturing Firms Sign Contracts to Consolidate Interests

Bustillo Bros. and Diaz, Calixto, Lopez & Co., Lopez, Hermanos & Co., and V. Verplanck & Co. in the Merger—Combined Output of Factory About 4,000,000 Cigars

STEPS were taken, last Thursday, looking toward the consolidation of four of the largest independent manufacturers of high-grade Havana cigars in Tampa and Havana. The contract was signed, and the papers of incorporation will be filed at Wilmington, Delaware, within a week. The corporation, which will be a merger of Bustillo Brothers and Diaz, Calixto, Lopez & Company, Lopez, Hermanos & Company and P. Verplanck & Company, will have a capitalization of $2,000,000. Part of the stock is to be offered for subscription.

The combined output of these factories is close to the 4,000,000-mark, and comprises several of the best known of the higher grade Havana cigars. Among the brands are "Henry the Fourth," made by Bustillo Brothers and Diaz in Tampa, "Eden," by Calixto, Lopez & Company, in Havana, and "Los Reyes de Espana," the product of Lopez, Hermanos & Company, of Tampa.

The four factories now operated will be continued by the new organization. The largest of the four, the factory of Bustillo Brothers & Diaz, at Tampa, will be the manufacturing headquarters, and its shipping and other facilities will be enlarged to combine with its present work, the duties of the same departments of P. Verplanck & Company and Lopez, Hermanos & Company. This will reduce overhead charges, while continuing the operation of the three plants along the lines they have been conducted. It will also avoid interference with the methods of selection, manufacture and factory operation which in the past have contributed to the individuality of each concern. Calixto, Lopez & Company's control of Bances & Lopez, of Havana, also will pass to the new combine.

A New York headquarters has not been selected, but will be secured shortly. Overhead charges in New York will be lowered by the consolidation of the different distributing departments and the establishment of but one executive and administration department in place of the four now necessarily maintained. The establishment of Calixto, Lopez & Company, at 180 Water Street, where the New York office of Lopez, Hermanos & Company also is located, will be discontinued as will the offices of Bustillo Brothers & Diaz, at No. 58 Warren Street.

All of the brands owned by the consolidating concerns will pass to the new organization. There is no intention, as far as is known, of dropping the manufacture of any of them or of making any one of them a "leader." With competition among themselves removed and manufacturing and distributing costs lessened it is intended to push their brands aggressively.

The John K. Lynch Cigar Company, with a capital of $15,000, has been organized in Chicago, to do a general cigar and tobacco business. The incorporators are L. R. Boudreaux, Samuel M. Sullivan and Jacob Fairman.

Bobrow Bros. Bring Suit Against Balis Bros., Claiming Infringement on Label of "Bold" Cigar

Philadelphia Cigar Manufacturing Firm Brings Injunction Against Makers of "Balo" Brand, in United States District Court—Assert That Defendants Traded on Reputation Made by Them on Their Brand

SUIT has been brought in the United States District Court in Philadelphia by Bobrow Brothers, cigar manufacturers, against Balis Brothers, cigar manufacturers of that city, claiming infringement of the label and copying the design of the "Bold" cigar so as to create the impression that the dealer was purchasing that brand.

It is contended by the complainants that a nickel cigar put on the market within the past year by Balis Brothers, was done deliberately, with the intention of trading on the reputation the manufacturers of the "Bold" had made on their product. It is asserted that in using the word "Balo" for the defendant's cigar they approached the name "Bold" as closely as possible. They also contend that the design was copied, and is an exact replica of that used on "Bold" boxes with the exception of a slight change in the color of the background of the label.

The bill of complaint was filed on December 23 in the United States District Court by Hector T. Fenton, attorney for Bobrow Brothers. The court granted an order on the defendants to appear before him on December 30 to answer motion for an injunction. This was done and the injunction filed, which prohibits the defendants from using the design or name "Balo" for their cigar in the future.

Important Change Reported in Spietz & Worch Business

DETROIT, MICH., December 28.

It is persistently reported in trade circles here that Messrs. Spietz and Worch, of the Spietz-Worch branch of the United Cigar Manufacturers Company, are about to withdraw from the company and open another factory in this city. It is understood that they have secured an option and purchased the property formerly occupied by the Catholic Seminary, located at Forrest Avenue and Staubin Street, which they will occupy as their new factory some time in January.

Your correspondent has been unable to confirm this report personally, but the source of information comes from very reliable parties. Whether the newly-organized Tobacco Products Corporation has an interest behind this proposed move, is not known as yet. Some definite announcement is expected within the next few days.

U. M. C. Co., to Have New Factory in Seven Valleys, Pa.

The United Cigar Manufacturers' Company has acquired a plot of ground at Seven Valleys, York County, Pennsylvania, upon which they will shortly erect a factory. The plant at that place has become too small and the present move is made so as to increase the force of cigarmakers, eventually employing several hundred hands.

Philadelphia, New York and Connecticut Leaf Men Plan For Tariff Hearing

That the leaf tobacco interests of the East are going to take advantage of the opportunity afforded them on January 17, was clearly shown by the meetings held in New York and Philadelphia the past two weeks. The proceedings at these meetings are given below.

Philadelphia Leaf Dealers' to Attend Tariff Hearing

THAT the Philadelphia Leaf Tobacco Board of Trade will leave no stone unturned in their efforts to have the duty on imported tobacco reduced was conclusively proven in a meeting held in the Harris Club, 308 New Street, on December 20. The meeting was called by Julius Vetterlein, president of the board, who presided. There were representatives present from all the larger leaf tobacco houses of the city.

Soon after the meeting was called to order, resolutions were introduced by E. A. Calves and John R. Young. The resolutions were substantially the same, with the exception of an amendment Mr. Young had added to his. After much discussion the resolutions were passed. They ask for a reduction of the duty on wrapper tobacco to one dollar. The resolutions are to be printed and sent to the Boards of Trade throughout the country, and to cigar manufacturers of Pennsylvania, Tampa and Key West.

Although a number of cigar manufacturers had been requested to take part in the proceedings, there were only a few present. This was said to be due more to the fact that the time selected was inopportune for them, than to any disinclination to attend.

John R. Young, in a short address, presented some arguments, which should go far toward laying the true facts of the imported tobacco situation before the proper legislators at Washington. He asserted that the imported wrapper duty as it was now constituted was an injustice to the majority of the interests in the trade, and also to the majority of the manufacturers. He claimed that the acreage of the Connecticut growers was only two and five-eighths per cent. of the acreage of the country and that the majority were suffering from the protection this small percentage was receiving. He also showed by statistics that the production from this district was but thirty per cent. of the entire wrapper and filler crops. These facts will be embodied in the arguments the committee of eight will present before the Ways and Means Committee on January 17.

This committee is to be composed of four leaf tobacco men and four cigar manufacturers. The committee, which Julius Vetterlein, president of the Board, was empowered to appoint, is to date, as follows: John R. Young, Harry Bremer, Charles Hipple, E. A. Calves, leaf tobacco representatives and A. B. Pent, Joseph Vetterlein, William H. Dohan, cigar manufacturers' representatives. Mr. Vetterlein is an ex-officio member of the committee.

The resolution asks for a duty of one dollar per pound on wrapper tobacco and twenty cents a pound on filler. If a bale contains more than twenty-five per cent. of wrappers, it is to be classed with wrapper tobacco. If the bale contains less than twenty-five per cent. of wrappers, the tobacco is to be classed as fillers.

A committee, which is to lay the matter before the Ways and Means Committee of the House of Representatives, was appointed and included the following: Messrs. Charles Fox, H. Anton Bock, Charles Vogt, and J. W. Merriam, of New York; Matt Wengler of Chicago, and E. A. Calves, of Philadelphia.

Havana Importers' Association Wants $1 Wrapper Duty

AT a meeting of the Havana Tobacco Importers' Association, of New York, on December 19, in the rooms of the Leaf Tobacco Board of Trade, Maiden Lane, the members took up the subject of a reduction of the duty on tobacco. After much discussion a resolution was passed to be presented at the hearing of the tobacco men in Washington, January 17. The figures finally agreed upon were a compromise among the differing members.

New England Growers to Send Delegation

HARTFORD, CONN., Dec. 24.

AT a meeting of the New England Tobacco Growers' Association, held in the Capitol yesterday morning, it was decided to send a delegation to Washington to represent the association on January 17, when, there is a hearing before the committee on Ways and Means in relation to the duty on tobacco. Congressman-elect Augustine Lonergan said that he would be glad to accompany the members of the association on the trip and introduce them to the congressional committee.

Assurance was given the directors that the duty on tobacco would remain unchanged through a pre-election statement by Congressman O. W. Underwood that the duty on tobacco and whisky would not be disturbed. This statement came to Senator Joseph W. Alsop, of the tobacco growers from Mr. Lonergan who had in turn heard the remark direct from Congressman Underwood.

The delegation to go to Washington will be appointed by the executive committee of the organization. The work of the delegation will be to remind Congressman Underwood of his promise as to the tobacco duty. It was pointed out that it would be advisable that the delegation be representative of the growers and not the dealers.

A committee to prepare suitable resolutions on the death of Thaddeus Graves, of Hatfield, Massachusetts, a former president of the association, was appointed as follows: George Mitchelson, of Bloomfield; Owen E. Case, of Barkhamsted, and Nathaniel Jones, of South Windsor.

Martin Cigar Company Opens Fourth Store

George Martin, of the Martin Cigar Company, Davenport, Iowa, is celebrating the birth of the New Year by the opening of his fourth cigar store. The store, which is on Main Street, is located in the business district of Davenport, and is up to date in every detail. The interior is fitted up with woodwork of solid mahogany and the showcases are of heavy plate glass, with a new composition known as Cararra glass around the bottom, said to surpass marble in its beauty. An electric sign will be an attractive feature of the exterior of the new store. It is the intention of Mr. Martin, who is a progressive, to make this store one of the finest in the city. All the best brands of cigars, cigarettes, etc., will be carried, and if former prosperity is a criterion, then the success of the new venture is assured.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Tampa, the Queen City of Cigardom

Tampa's progress as a cigar manufacturing centre is set forth strikingly by the latest statistics, which show that the production has leaped from 90,408,000 in 1897 to 310,000,000 for 1912. The year just closing shows a gain of nearly 17,000,000 over the year previous.

At first glance, these figures cannot be comprehended. One used to thinking in hundreds or thousands finds it difficult to gauge millions. But every one connected with the cigar trade will gather from them that Tampa's supremacy as a clear Havana cigar producer can no longer be challenged.

Every year since 1897, with the exception of 1910, which was marred by the great strike, has seen an increase in Tampa's output, until today the production is valued in round figures at $26,350,000. So it will be seen that this busy Florida city's rise has not been of the mushroom type, but a steady, consistent and virile development.

There are many reasons for Tampa's leadership. The climate is ideal for the handling and preservation of tobaccos; its proximity to Cuba facilitates the shipment of supplies from the parent isle of cigardom; the workmen are chiefly expert Cubans or their descendants, who know the art of rolling and blending better than any other class; the city lends itself admirably to factory sites and provides good homes to its workers; but climate or location, workmen or facilities would be naught were it not for the spirit of the Tampa manufacturers. To their unflagging progressiveness, their aggressive salesmanship and enterprise, not only in making the best cigars, but in placing them in the world's best markets, is due more than to these natural advantages, the magnificent progress that this city has achieved.

May Tampa continue to thrive and make 1913 its very best record-breaking year.

Price Cutting—The Trade's Worst Enemy

One of the most forceful statements made by President Percival S. Hill in his recent review of the conditions since the dissolution of the American Tobacco Company, and one which every wholesaler and retailer should take to heart, was his comment on price-cutting. He said:

"The history of the tobacco business proves that price-cutting is not a desirable weapon to use against competitors. About the only effect of price-cutting is to remove the product from one class and put it into another, even with the result of destroying its value. Thus, persistent price-cutting, even by retailers on various well known five cent cigars, has driven them out of the five cent class and into the three cent class. Just as soon as they reached the three cent class, the five cent smoker abandoned them and they died."

Anyone in the trade who has followed the trend of demand among cigar smokers knows that price-cutting is one of the ways to kill a brand. It not only robs the dealer of his profits, but it robs the smoker of his confidence in the brand. Cigars on which prices are uniformly maintained acquire a prestige and a reputation that goes far towards explaining their success.

One of the most notable examples of a consistent policy of price maintenance is the "Cinco" cigar, manufactured by Otto Eisenlohr & Brothers, of Philadelphia, who have a uniform and irrevocable scale of prices to jobbers and retailers, and who, probably more than any other individual cigar manufacturing firm in this country, have minimized the cutting of the retail price.

Numerous other examples of cigars succeeding through the same policy could be quoted, and all would tend to prove the facts which President Hill so potently emphasizes.

New Year Resolutions for 1913

BY THE RETAILER—

—I promise to dress my windows with fresh goods every week, and to keep my showcases glistening, featuring only good goods and cutting out price-cutting. I will make my store a business place, not a loafing place.

BY THE WHOLESALER—

—I will refrain from warring against my competitors by price-cutting methods. I will not allow myself to be loaded up nor in turn load up any retailer with an over-supply of goods. I will make every effort to sell him just as much as he needs and as often as he needs it. By devoting my attention to fewer brands, I will give the manufacturer a square deal and will not be over-greedy in demanding expensive missionary work.

BY THE MANUFACTURER—

—I will encourage my salesmen this year by paving the way for them into live wholesale and retail stores, through advertising my brands in THE TOBACCO WORLD, and allow them expense accounts that will enable them to live on the road as I do at home.

BY "THE TOBACCO WORLD"—

—The editors and owners hereby pledge themselves not only to maintain the high standard set for this publication at its birth, but by hard work, brains and an intelligent expenditure of capital, to make this publication the foremost in the trade, unbiased and unpurchasable.

From The Tobacco World Bureau, 910 Hartford Building, New York

"Pandora" a New High-Class Cigarette

Being Put on the Market by the Oriental Tobacconist's Association

New to the trade in this country is the "Pandora," hand-made Egyptian cigarette for women, manufactured by the Oriental Tobacconists' Association, 29 Lafayette Street, New York.

The cigarette above referred to, is manufactured solely for women, but can be thoroughly enjoyed by the most fastidious and discriminating smoker. It contains without doubt, the greatest luxury procurable in a cigarette, packed in attractive boxes of tens and hundreds. The cigarette should meet the demand for a ladies' cigarette of this caliber.

The cigarette is manufactured solely with a twenty-two-carat gold embossed mouth-piece. It appears more than likely that it will meet the favor of the American public, as it has throughout foreign cities.

New Plant in New York for Liggett & Myers

The cigarette factories which the Liggett & Myers Tobacco Company now have in full operation at Richmond, Va., Durham, N. C., New Orleans, La., and San Francisco, Cal., have been pushed so hard within the past few months that the company has been compelled to open an additional establishment in New York City, located on the corner of Seventh Avenue and Sixteenth Street.

The entire second floor of this factory will be utilized for the offices. The concern moved to the new plant on December 23. It has been said that the enormous sales that the "Fatima" and "Piedmont" cigarettes have been enjoying the past year, by reason of the heavy advertising campaign Liggett & Myers have given them, are the main cause of the opening of the new plant.

Dave Eschmendia to Continue As Agent for "Casteneda"

The agency of the well-known popular Casteneda cigars, which was reported to have passed into the hands of other representatives, is emphatically denied. Dave Eschmendia will continue as the United States representative of the cigars which he has made extraordinarily popular throughout the country. While this report was in the air it caused great consternation, although it was not taken seriously. The name of Casteneda will for some time to come mean Dave-Eschmendia, "that's all."

For the past few months, Mr. Eschmendia has had the pleasure of entertaining his mother in the city, and while it had been her intention to depart long before the holidays, she willingly agreed to remain in New York City for Christmas with her son, which, needless to say, affords great pleasure to all. It was with reluctance and regret to Dave that Mrs. Eschmendia departed for Havana yesterday.

H. Duys & Company's New Year Prospects

Well satisfied with the volume of their year's business, which exceeded 6300 bales of Sumatra and Java tobaccos, H. Duys & Company, the New York Sumatra specialty house, are turning over a new leaf to 1913 in a very optimistic frame of mind.

Their connections both abroad and in this country have proved quite effective in placing before the cigar manufacturers a high-class lot of leaf which has universally given satisfaction.

For the coming year, the house of Duys will be represented on the road by a very able staff of salesmen, including the following, many of whom have been with the house for many years: Howard L. and Harry R. Kinney, who will cover the Western market; A. Levine, Reading, New York State and Canada; Ralph Levine, Philadelphia and Baltimore; Fred L. Menge, in the East; William L. Uhler, Pennsylvania, and B. Stranders, Greater New York.

The "La Mega" Big Seller in Clubs and Cafes

Roman Dobler, the representative of V. Guerra, Diaz & Company, of Tampa, Florida, with offices at 54 Broad Street, has just closed one of the best seasons he ever experienced on the cigars of this firm. Sales on the "La Mega" have been especially gratifying, particularly so in the high-class hotels, clubs and cafes. The Tampa factory is one of the best known in that hustling cigar city and in the year just closed has made a new record for production.

Pronounced Success on "Columbus" Cigar

Macy & Jenkins, importers of fine wines and Havana cigars, 67 Liberty Street, New York, are very enthusiastic over the results of last year's output of their "Columbus" imported Havana cigars, which met with far greater success than they anticipated in so short a time. Manufactured in nineteen sizes, this cigar has met with the approval of retailers and consumers throughout the country, and there is no doubt that it will still continue to prove a wonderful asset to the many imported brands controlled by Macy & Jenkins.

Large January Output for Melachrino's

While it is generally understood among the trade that stock-taking does not take place until the first of the year, it is surprising to note the orders throughout the country that are pouring in the Melachrino office, at the present time, which follows the prediction that the January output, even estimated at this early date, will be one of the best in the history of this house.

Tobacco Dividends Fall Since Dissolution Decree

Decrease of Nearly $1,000,000 Noted— Companies Trying to Increase Their Surplus.

NEW YORK, December 27.

COMPARISON of the dividends, declared in the past few days by the companies which have been formed since the disintegration of the American Tobacco Company with the sums distributed by the parent company before its holdings were broken up, shows that the new dividends fall far below the previous ones.

Taking all the dividends declared by the former subsidiaries, it was found that less than $10,000,000 will be distributed of the 1912 earnings, compared with $16,072,960 in 1910, when the rate of dividend was 40 per cent. However, in making these calculations, it must be taken into consideration that many of the companies resulting from the disintegration were really not under way until the last half of this year, and some began even later. The prospect is that the earnings for 1913 will be increased rather than diminished.

The tobacco dissolution did not go into effect until February 28th of this year, and some companies did not begin dividends for several months. Three made distributions in March, four in April, four in June, nine in July, four in September, seven in October, and twelve in December. The Corporation of United Cigar Stores paid dividends in the first three quarters, and then suspended them because of the reorganization, since which it has paid only on the new preferred stock. The Cigar Stores Company, too, is bent on accumulating a larger capital.

The following table shows the par value of the stocks held by the American Tobacco Company and distributed to its shareholders, the total dividends declared, and the aggregate distributions on the stocks formerly held by the trust. These amount to $6,732,655. To them must be added the $3,013,680 distributed by the American itself, making a total of $9,746,335.

Company.	Par Value of Stocks Distributed.	Rate.	Distribution.
Am. Snuff Com.	$7,590,800	14½	$1,100,666
Am. Snuff Pref.	2,376,400	6	142,584
G. W. Helme Com.	2,760,200	7½	207,015
Weyman-Brut. Com.	2,760,200	7½	207,015
MacA. & F. Com.	2,112,900	10	211,290
J. S. Young Com.	704,300	10	70,430
Conley Foil	495,000	20	99,000
Johnston T. F. & M.	180,000	12	21,600
R. J. Reynolds	5,000,000	10	500,000
United Cigar Stores	6,000,000	6	360,000
Porto Rican-Am.	1,323,600	16	211,776
British-American	11,080,858	32½	3,601,279
Total Dividends on Dist. Stocks			$6,732,655
American Tobacco Common, Dividends			3,013,680
Total			$9,746,335

Besides these the Porto Rico-American Tobacco Company has paid a scrip dividend of 20 per cent., which bears interest at 6 per cent., and is payable in three years in cash or stock, at the option of the company. Its present cash value is, therefore, indeterminable.

The P. Lorillard Company has paid dividends of 10 per cent., amounting to $1,515,560, on its common stock. Liggett & Myers common has paid this month a dividend of 3 per cent., or $644,892. These are not included in the table, for the reason that the stock of these two companies was not distributed to the American shareholders, but was paid for by them in cash at par at an expense of $36,651,925.

As against this the American Tobacco Company made a special distribution of cash in September at the rate of 20 per cent. on its stock. This amounted to $8,048,480. This cannot be included among the dividends because it represented a distribution of property, just as the distribution of stock did.

The American Tobacco Company also distributed in September, not under the decree, but voluntarily, the 12,000 shares of the American Machine and Foundry Company.

Taking the dividends as given in the table and adding 2 per cent. for four months' interest on the cash distribution of $8,048,480 gives a total of $9,907,305, which may fairly be compared with dividends of the American in past years.

These dividends ran as follows: 1905, 20 per cent.; 1906, 22½ per cent.; 1907, 25 per cent.; 1908, 32½ per cent.; 1909, 35 per cent.; 1910, 40 per cent., and 1911, 20 per cent. The last was for six months, after which dividends were suspended because of the disintegration process. The 1910 dividends, therefore, amounted to $16,072,960, as against less than $10,000,000 for all the property this year.

Fernando Rodriguez Leaves for Tampa

Mr. Fernando Rodriguez, of the firm of Salvador Rodriguez, manufacturers of the "Charles the Great" cigar, Tampa, Florida, departed for that city, on December 25, on his annual trip, to remain a week or ten days at the beginning of the new year.

It is learned that the early trip this season was essential by reason of the increased business during the past year, especially in the East and particularly in New York City, where the demand for this cigar has been most phenomenal. It is difficult to predict the results for the ensuing year, as to the output of the "Charles the Great" factory, but judging from the increase in this past year's output, there will be tall hustling in Tampa, to meet the demand of the trade for the cigar.

"Allie" Sylvester Gives Dinner to Department Heads

A dinner, out of the ordinary, has been planned in the Waldorf-Astoria on Monday evening, December 30, by "Allie" Sylvester, the well-known president of the American Cigar Company, for the heads of the departments of the concern. From all reports the banquet will be one to be talked about for some time. Vaudeville talent has been engaged for the occasion and that the diners will have one fine time goes without saying. The preparations that have already been made prophesy great things.

Trade Receives Gifts From H. Upmann

H. Upmann, manufacturers of the celebrated "H. Upmann" Havana cigars, through their New York agent, Charles Landau, are distributing throughout their trade in New York City, a beautiful and appropriate gift of a gold pencil. This is not an advertising medium for obtaining new business, but simply an expression of the thoughtfulness of this house.

Frank P. Lewis, Cigar Manufacturer, Dies in Peoria, Ill.

Frank P. Lewis, a well-known cigar manufacturer of Peoria, Illinois, died at his residence, in that city, on December 24, after a short illness. He is survived by a widow and three children.

Mr. Lewis was one of the best known of the Middle West cigar manufacturers. He was located at 326 Main Street, Peoria, and in the last year is reported to have had an output of over ten million cigars, employing several hundred hands. He has many other business interests, being a director and stockholder in several banks.

PHILADELPHIA.

New Representative for T. & O. in Chicago

William Simpson Succeeds Walter H. Clark—Traveling Men Home for Holidays

WILLIAM SIMPSON, for thirty years with the United Cigar Manufacturers' Company, has been appointed to represent the Theobald & Oppenheimer Company in Chicago and part of the Middle West, formerly covered by Walter H. Clark, recently resigned. Mr. Simpson is well known throughout the Middle West and will prove a valuable acquisition to the selling force.

Mr. Clark, who has represented Theobald & Oppenheimer for five years in Chicago, will become associated with the H. D. Lee Mercantile Company, of Salina, Kansas, becoming the manager of the cigar department. The firm is a large drug and cigar jobbing concern.

Preparations have been made for the annual banquet of the travelers of the Theobald & Oppenheimer Company, which will be held in the Hotel Majestic, on January 1. Among the representatives who have arrived at local headquarters within the past week were: Joseph M. Langfield, from the South; W. E. Gumpert, Southeastern representative; and Charles H. Knubel, who covers the Pacific Coast.

"Havana Ribbon" Boosters Report at Headquarters

BAYUK BROTHERS COMPANY report closing their most successful year on "Havana Ribbons," the figures at the present time being largely in excess of the expected increase. All of the out-of-town representatives are at the Philadelphia headquarters and will remain guests of the firm until they start for their respective territories after January 1.

Lack of sufficient production to meet the increased business has been the most unpleasant feature of 1912, but the necessary arrangements are being concluded to increase the output starting January 1. The firm, however, guarantees their distributors that all orders on "Havana Ribbons" will be shipped with a fair degree of promptness.

Baum-Jaffe to Increase Their Sales Force

The Baum-Jaffe Company, who have at present a sales force of ten live men representing them in Philadelphia and out-of-town territory, expect to put three additional salesmen on early in January, to extend the sale of their "A. J. Cassatt" and "Coiner" brands, throughout the country. The success which has marked their efforts in the Philadelphia market, has encouraged them to introduce this brand on a national basis.

Quaker City Trade Outlook

THE Christmas holiday week finds the cigar and tobacco dealers congratulating themselves on a most prosperous season. Stocks are pretty well depleted. The imported cigars more than held their own this Christmas, a number of the dealers stating that the last few days before the holiday kept many of them wrapping special shippings. Saturday was the best day, the sales on Monday and Tuesday being smaller in volume.

The wholesale trade was all that could be desired. Orders on some of the better known cigars came in thick and fast, the last minute hurry calls necessitating working overtime. On several highly-advertised cigars, dealers around town said they were unable to get all they wished.

The leaf market is at a standstill. Sales are going on in a fashion, but manufacturers show no inclination to do any purchasing until after stock-taking, which is going along merrily at a number of the factories. The travelers for these firms are now at headquarters, preparing for the new year. Dinners will be tendered them at hotels and cafes before they again migrate for new fields to conquer.

Klauber-Wangenheim Company to Push "Portuondo" Cigars

The Portuondo factory is now preparing for the new year. The old established house did an excellent holiday trade, the "Portuondo" cigar lending itself well as a fine Christmas gift. This brand will be carried in Southern California by the Klauber-Wangenheim Company, where it has a big sale. This wholesale firm has been one of the large houses in that state since 1869, at which time it was founded. They have a first-class force of salesmen and should materially increase the sales of the "Juan Portuondo" among Western smokers.

Duff Brothers Secure New Building

Duff Brothers, manufacturers of the "Vesper" cigar, at 435 Market Street, are making preparations to move to a new location in the near future. A building at 40 South Third Street has been selected, and will be occupied after the necessary alterations have been made.

B. E. Merwin, manager of the cigar department of John H. Fitch Company, Youngstown, Ohio, was in Philadelphia during Christmas week, conferring with some of the prominent cigar manufacturers.

Sig. C. Mayer & Company Take Another Step Forward

Progressive Manufacturing Concern Moving Into Larger Quarters to Increase Their Capacity

ANOTHER step forward, in unison with the spirit of progress that has been marked from the foundation of the firm, will be taken this week by Sig. C. Mayer & Company, when they will remove into their handsome new factory building at 306-308 Cherry Street, Philadelphia.

This new factory will be the main home of the "El Wadora" and "Rey Oma" cigars and will provide facilities that are unsurpassed in Philadelphia. Work of removing from the old factory at 515-521 Lombard Street, is now in progress and the firm hope to be comfortably settled in their new home by the middle of this month.

The new quarters are located in a modern four-story brick building, which provides twenty-eight thousand square feet of floor space—an increase of twelve thousand over their former quarters. The building is well lighted and ventilated and in every respect ideal for the manufacture of high-class goods.

The first floor will be fitted up as offices and shipping department. In the offices will be installed new quartered oak furniture and fixtures, and the shipping department will be so arranged as to provide quick handling of all shipments. An alleyway leading in from Cherry Street will provide easy egress for teams hauling freight.

The second floor will be used for the stripping and drying of leaf tobacco and the third floor, which is especially well lighted and arranged, will provide seating room for three hundred and fifty cigarmakers. The fourth floor will be devoted to the packing and banding of cigars. A huge brick humidor equipped with humidity regulators manufactured by the Humidity Regulation Company, of Traverse City, Michigan, will keep the cigars in perfect condition as well as giving them an opportunity of seasoning well before shipment.

The basement, which has a cement floor, will be used for the storage of leaf tobacco and for the curing and sweating of it.

The building is equipped with two speedy elevators, a passenger elevator being in front and one for freight in the rear.

In their new quarters, the firm will have a factory that is modern in every particular and laid out according to the advanced ideas of experts.

The firm of Sig. C. Mayer was founded in 1905 and their first factory was at 417 Locust Street. Within three years their business had grown to such an extent that they were compelled to remove to larger quarters at 515-521 Lombard Street, which up to the present time has been the main factory, although they have factories in a number of other nearby towns, adjoining Philadelphia.

The officers of the firm are Sig. C. Mayer, president; George I. Watson, treasurer, and Henry Doerr, secretary. Mr. Mayer, personally, is well known to the cigar trade throughout the country, having been on the road for many years, representing other factories prior to starting in business for himself. It was due largely to his personal efforts that the "El Wadora" has achieved such remarkable success. He is a natural salesman of persuasive personality and aggressiveness which have opened the doors of many stores to him. He has a very able lieutenant in Mr. Watson, who looks after the details of the office management.

Country's Cigarette Output Increases 259,887,576

Increases in Every Line With Exception of Little Cigars, Which Declined 1,108,800 Over November of 1911

THE production of cigars, cigarettes, snuff and tobacco of the country for the month of November, as compiled from the Internal Revenue receipts, show gains in all lines over the same period last year, with the exception of little cigars. They have shown a consistent decline. The increases are most noticeable on cigarettes and manufactured tobacco. The figures follow:

	Nov., 1911.	Nov., 1912.	Increase.
Cigars	662,679,236	673,301,883	10,622,647
Little Cigars	83,476,000	82,367,200	*1,108,800
Cigarettes at $3.60	1,416,858	1,487,350	70,492
Cigarettes	908,306,664	1,168,194,240	259,887,576
Snuff, lbs.,	2,195,500	2,520,810	325,310
Tobacco, manufactured, lbs.	31,369,275	38,368,348	6,999,073

The total output for the first eleven months of the year, as compared with the same period in 1911, shows increases in everything but little cigars. They are as follows:

	1911.	1912.
Cigars	6,728,636,216	6,762,119,441
Little Cigars	1,169,350,745	983,932,786
Cigarettes at $3.60	17,455,741	17,735,816
Cigarettes	9,062,057,978	12,207,375,026
Manufactured Tobacco, lbs.	361,020,159	404,349,579

Quaker City Items

The T. H. Hart Company report the year just closed as having been the best by far that they have ever experienced. Sales on the "Five of Harts" and "Heartsease" had been increasing all year and although preparations had been made for a good holiday trade the orders on these brands kept the makers working to the limit.

Colonel Robinson, manager of the cigar department of Thomas Martindale & Company, was most enthusiastic when asked about sales for the past week. The "Regensberg" cigars were among his big sellers. "Cuesta-Reys" increased also, the box trade on these brands being excellent.

"Jack" Fowler, the aggressive representative of the United States Tobacco Company, Richmond, Virginia, with headquarters in Philadelphia, has been ill at his home in Philadelphia during the past ten days, suffering from an attack of grippe. He expects to be "on the job" again this week, boosting Hugh Campbell's "Shag."

The "Counsellor," one of the sterling nickel cigars coming out of this market, and made by Allen R. Cressman's Sons, will be pushed harder than ever during the following year. The increase in sales over those of 1911 were excellent, showing a steady growth. When questioned as to any new plans, they stated that the same methods as had been used heretofore in popularizing this brand would prevail in 1913, the utmost value consistent with the price.

Godfrey S. Mahn, Philadelphia and New York importer and retailer, distributed among his friends in the trade an attractive leather cigar case gotten up in the form of an envelope, bearing the name and address of the recipient written in ink across the face. The cases were made of the best grade of leather and the recipients will find that they will last out the year.

all that's new with JOBBERS and DISTRIBUTORS

W. A. Hall Secures Desirable Location

W. A. HALL, the well-known cigar and tobacco wholesaler, of Washington, D. C., has leased a building at Pennsylvania Avenue and Seventh Street, that city, where he will shortly move his jobbing business. Mr. Hall is distributer for the "Hall Star" cigar, a brand made for him by the C. H. Plitt Cigar Company, of York, Pennsylvania. Mr. Hall has made this brand his five-cent leader, and does an enormous trade on it.

The new location he has secured is considered one of the best in Washington, it being at the intersection of three streets, the building itself having windows on three streets. The retail stand of Mr. Hall at 601 Pennsylvania Avenue, will be continued.

Mr. Hall is also distributer in Washington for the "Twentieth Century" cigar, a small Havana filled, Sumatra wrapped, nickel brand, made by the C. H. Plitt Cigar Company.

Midway Tobacco Company, of Shenandoah, Pa., Fails

THE Midway Tobacco Company of Shenandoah, Pennsylvania, one of the best known cigar and tobacco jobbing houses in that section of the state, has been reported to be in financial difficulties. The proprietor of the concern is Louis Friedberg. It is not yet known what the liabilities are, but it has been stated by one of the largest creditors, a cigar manufacturing firm of Philadelphia, that they will possibly be $25,000.

The creditors of the firm include some of the largest cigar manufacturers of Philadelphia, the latest reports including about six of them. In addition to the manufacturers, the larger jobbing houses of Philadelphia will lose by the failure.

Myer Bloom, New York Jobber, Fails

Myer Bloom, a New York cigar and tobacco wholesaler, filed a petition in bankruptcy recently. His liabilities were placed at $13,000, with assets of $3500. Upon an inventory of the assets, it was ascertained by creditors that they would probably amount to $6000. After a meeting of the creditors, it was found that he would probably be able to pay thirty cents on the dollar.

Pushing "44" in New Jersey

The Morristown Tobacco Company, of Morristown, New Jersey, a well-known wholesale house in that part of the state, reports having done an enormous business the past year on the "44" cigar, made by the 44 Cigar Company, of Philadelphia. They are the sole distributers of this brand, and have been pushing it hard, with the assistance of J. P. Linn, the representative of the factory.

Alfred Ehrman, of the San Francisco wholesale house of Ehrman Brothers & Company, sailed a short time ago for Manila, where he will inspect a number of cigar and cigarette factories. Ehrman Brothers & Company are now jobbing the "Alejandria" Manila cigar.

San Francisco Jobbers Plan For 1913

Indications Point to Record Holiday Trade— Supply of Manila Cigars Fairly Plentiful

SAN FRANCISCO, December 20.

WHOLESALE business for the year is now practically at an end, except with city dealers, who can get anything they need at short notice, and a few orders rushed in by country dealers for lines on which they are short. Most of the large houses have called in their traveling men for the holidays, and for the next two weeks most of the real work done by the wholesalers will be along the line of plans for next year's campaign. Retail business has been fairly rushing this week, and while there is still plenty of holiday stock left in most lines, the dealers expect to be pretty well cleaned out by Christmas. The box trade is of course a very strong feature at present, and at the same time the demand for pipes, cigar lighters, etc., has grown to large proportions. It is possible that some of this stock may be left over, as the displays made all over town indicate that a very large number of dealers have bought quite largely in these lines, but great reliance is placed in the increased popularity of pipe smoking. Country dealers have been feeling a little dubious over the outlook, owing to lack of rain, but a good shower the first of the week relieved the situation in the farming districts.

Supplies of Manila cigars are again fairly plentiful and, in fact, the local dealers in these goods have suffered comparatively little shortage. A large lot arrived recently on the steamer "Tenyo Maru," and it is expected that another heavy shipment will come on the "Siberia" about the end of the month.

Marx & Newman Take Over Louis S. Cohn Company

With a company capitalized at $200,000, Lee Marx and Jesse Newman, of Spokane, Wash., have taken over the business of Louis S. Cohn Company, which has a chain of wholesale and retail cigar stores in the principal cities of Montana. Marx and Newman, the principals in the concern, have been identified with trade in Spokane. Mr. Marx was manager of the M. A. Gunst & Company branch house in the city until June, 1912, at which time Mr. Newman, who was assistant manager, took his place. The concern intends to enter the field anew and has most pretentious plans. During 1913, they intend to establish a chain of stores in Washington and Idaho. They expect to have at least twelve of them.

A new wholesale and retail liquor store has been opened in Salt Lake City, Utah, by D. F. Doran & Company. The new store is said to be one of the finest of its kind in that section of the West, and is located at 215 South Main Street.

Morris Burke, one of the best known cigar and stogie brokers in the southern end of California, his headquarters being in Los Angeles, will represent the Little Pet Stogie Company, of Wheeling, W. Va., for their lines of stogies. This concern is one of the largest in Wheeling, and makes "Little Pet Havanas," "Little Pet Seeds," "Pet Havanas" and "Jumbos."

Newsy Jobbing Notes

Tillman & Bendel, the San Francisco distributers for the "Sanchez y Haya" cigar, report having done an excellent Christmas trade on this well-known Tampa brand.

A. S. Goodrich & Company, wholesalers of Milwaukee, Wisconsin, have taken on the "Sight Draft" cigar of W. K. Gresh & Sons, of Norristown, and will push it heavily in that state. They distribute the "San Felice" and "Cinco" cigars in that territory.

The Louis Klein Cigar Company, of Cleveland, Ohio, recently closed a deal with Boltz-Clymer & Company, whereby they will distribute the "El Palencia" cigar in that city.

The Southern Cigar Company, of New Orleans, reports having done an excellent jobbing and retail trade the past few months. They distribute in that section the "El Verso" and "San Felice" cigars of the Deisel-Wemmer Company, Lima, Ohio. The box trade this year was better than last season.

The Robertson Cigar Company, of Omaha, Nebraska, which went into the hands of a receiver a short time ago, has re-opened for business at 1613 Farnam Street, that city.

The holiday trade this year has been very good for the Singer Cigar Company, of Jersey City. This wholesale concern handles the "Lovera," "Charter," "Blandura" and "El Dallo" cigars.

The retail and wholesale house of English Brothers, of Rochester, New York, have sold their business in that city. They were the Rochester distributers for the "Cinco" cigar, Otto Eisenlohr & Brothers, and for a number of smaller brands.

A petition in voluntary bankruptcy was filed a short time ago by W. S. Hillyer, a wholesale cigar dealer, doing business at 811 East Douglas Avenue, Wichita, Kansas. His unsecured liabilities are reported as $3079.77, with assets totaling $785.02.

M. O'Conner & Company, Indianapolis wholesale grocers, are re-entering the cigar business in that city with several live lines. They have been handling cigars, but had not pushed them hard. They distribute the "Pace Maker" cigar, made by T. J. Dunn & Company, New York, in the southern part of the state.

The wholesale house of Sig. Sichel & Company, of Portland, Oregon, report having done an enormous business on the "Mi Hogar" cigars of E. P. Cordero & Company, New York. They were compelled to re-order for the holiday trade, in addition to their regular shipments. The Havana cigar trade is also especially heavy this year for this concern, as well as trade on the Manila cigars.

The Superior Cigar Company, of Buffalo, New York, did a heavy holiday distribution on the "Pastora" cigar, made by the San Telmo Cigar Manufacturing Company, and the "Flor de Valentine," put out by the well-known Philadelphia house of A. S. Valentine & Son.

It is reported that Niles & Moser, wholesale and retail cigar dealers of Kansas City, will open a branch store at Oklahoma City, Oklahoma, about February 1.

Boston Price Cutters Failed to Corner Trade—Holiday Business of Chain Drug Stores Falls Short of Expectations— Other News of Interest

BOSTON, MASS., December 20.

THE tobacco fraternity is today good natured, happy, though tired and contented. This feeling is backed by real "mazuma," as all the dealers have done a record breaking business.

In the cigar end of the business many choice goods were sold and there were just as many boxes of fifty as there were of twenty-five.

In fact, the favorite gifts purchased this year fell to the lot of cigars and pipes, and this was a very pleasant surprise.

Another feature of this Christmas business was a very small demand for Boston's so called popular brands. This in spite of liberal advertising done by the two big chain drug stores, "Ryker-Jaynes and Liggetts," for two weeks previous to Christmas reinforced by big window displays in their stores located in Boston's busiest thoroughfares. These concerns were advertising these goods at about cost price, and yet in spite of it all their business did not come up to expectations. This is attributed to their cut price propensities, which are bound to cheapen the article in the public mind as a gift.

These conditions ought to furnish some food for thought to our local manufacturers, who are undoubtedly making as good a quality cigar as could be made, a fact which no one disputes.

All kinds of tobaccos in fancy glass jars were ready sellers during the Christmas rush, and a few popular brands were sold out several days previous to the finale, without an opportunity of replacing stock.

P. Lorillard & Company are now packing what they call retailers' bonds with several brands of plug tobacco, cut plugs and fine cut. These bonds are redeemable for valuable gifts anywhere from a tobacco cutter to a quarter karat diamond ring. The brands that they are packed with are: "Defiance," "Good Smoke," "Climax," "Blot," "Friendship," "Brotherhood," "Black and Tan" and "All Gold," "Sub Rosa," little cigars.

Ed. M. Davis, a New England representative of Antonio Roig & Langsdorf, Philadelphia makers of the "Girard" cigar, reports a heavy shortage of goods for the holiday trade. The demand for these goods was so great that it was next to impossible to fill all the orders in their entirety.

Fred M. Goodwich, member of House of Representatives from Everett, Massachusetts, has the first honor of introducing freakish legislature this year in a bill offered to the House. It reads as follows:

"Any man who offers tobacco in any of its forms to women or girls shall be fined $50."

This bill is evidently intended right but it is not introduced outright, as you notice it says women or girls, which would mean mother, wife, sister, sweetheart, or just a plain cousin if you will. All the legal authorities interviewed on this bill doubt its constitutionality.

Julius Barden, the representative of the Surbrug Company, left for the Adirondacks for an indefinite stay to recuperate. All his friends wish him a speedy recovery, and hope to see him back very shortly plugging away at the famous "Milo" cigarettes, which are his hobby.

Bernard Lett, who is distributor for the Sanchez & Haya brand of clear Havana cigars, is unable to fill orders, although his supply was great the past month.

Another great shortage is the "Flor de Mendel" brand in several popular sizes. This brand has come to the front so fast that it is now well known by all the jobbers and dealers.

The first meeting of the creditors of Albertis B. Smith, head of the cigar manufacturing firm of A. B. Smith & Company, of Cambridge, Massachusetts, which was recently adjudicated bankrupt, will be held in East Cambridge, Massachusetts, on December 27. It has been said that Mr. Smith will make an offer of fifteen per cent. to his creditors.

McGreenery & Manning, a large Boston jobbing house, who are distributors of the "El Roi Tan" cigar, are oversold on all the sizes of this popular brand. They report an enormous business during the holidays, the pipe trade being especially good.

HUB.

Burley Tobacco Society Wins Suit

Brought Against Grower for Breach of Contract—Sold His Leaf to Another Concern

CONTRACTS of the Burley tobacco pool to fix the price of that tobacco are valid and binding on the farmer who signs them, and he must pay the amount stated in the contract as damages if he violates the agreement, according to the decision of the appellate court in Indianapolis recently.

The decision is made in the suit of the Burley Tobacco Company for $480 damages because Harry Gillaspy, a grower, sold his 1909 crop of tobacco to a buyer after having made a contract with the Burley Society. The contract provided that the society should be the sole agents for the purpose of "receiving, commingling, handling, warehousing, inspecting, insuring, grading, financing and selling all of said tobacco in such manner and on such terms as said Burley Tobacco Society may prescribe, pursuant to its charter and by-laws." The contract provided further that if Gillaspy sold to another, he should pay twenty per cent. of the value of the crop to the Burley Society as damages. After raising his 1909 crop Gillaspy sold it to a buyer, whereupon the Burley Society sued him.

In rendering his decision, the court stated that until it is proven otherwise, it is presumed that the purpose of the society is merely to obtain a fair price for the tobacco, and not to create a monopolistic and fictitious price. It said that its formation was intended as a defense against the aggression of the monopoly of large manufacturing concerns.

Tobacco Growing in Kansas Increasing

Although the leaf tobacco business in Kansas is comparatively young, 44,000 pounds were sold at the opening day of the market at Weston, Missouri, several weeks ago. Leavenworth County produced about 60,000 pounds, which will soon be stripped and in shape for market. There has been a decided growth in the industry within the past three years in Kansas. There are ten growers now to one three years ago.

No Change in Freight Rates of Leaf Tobacco

Announced That Classification Committee in New York Will Not Make Increase

AS a result of the protest and brief submitted several months ago to the official freight classification committee by the Connecticut Leaf Tobacco Association in opposition to the proposed change in the rate for shipping tobacco, L. B. Haas, of Hartford, Conn., president of the association, has received notification from R. N. Collier, chairman of the committee, that there will be no change in the ratings.

Shortly before the October meeting of the association, it was announced by the official classification committee of the railroads with offices in New York, that it was considering a change in the rating affecting shipments of leaf tobacco, and that tobacco would be taken from the fourth-class rate and placed in the first-class. As this meant an increase in the rate of about one hundred per cent., a protest, accompanied by a supporting brief, was forwarded to Mr. Collier by the Connecticut association. The decision of the committee was announced by Mr. Collier at the December meeting of the Connecticut Leaf Tobacco Association at the Allyn House, Hartford, on the evening of December 19. This was the regular monthly meeting, and about twenty-five members were in attendance.

N. D. Sullivan Company, New North Carolina Firm

The N. D. Sullivan Company, tobacco manufacturers at Walkerstown, North Carolina, applied for a charter recently to do business with a capital of $250,000. The new corporation is to take over the well-known tobacco plant which was conducted for many years by the late N. D. Sullivan and his two sons-in-law, W. N. Poindexter and Philip Booe. Mr. C. D. Ogburn, who is a member of the firm of Ogburn, Hill & Company, tobacco manufacturers, which sold out recently, has purchased an interest in the concern and will be actively engaged in its management.

HOW JACK MERRIAM HITS THE MARK

Showing the well-known New York cigar manufacturer enjoying one of his favorite sports.

The photograph is an unusual one, the camera getting the bird just as it was falling, showing a very quick exposure.

The scene is laid at the Blooming Grove Hunting and Fishing Club, Pike County, Pa., and proves that Mr. Merriam can hit the mark in sport as well as he does in business.

Balance of Wisconsin Crop Being Slowly Absorbed

Tobacco Coming in Warehouses Is Sound Crop, But Is Not as Heavy as Was First Expected

(From the Edgerton Reporter, December 27.)

THE taking over of the unsold fraction of last season's tobacco crop is quietly going on in most of the growing sections and something like earlier prices have been paid for the better selections, though the bulk of the sales are nearer stemming figures.

Deliveries have been coming in quite freely at receiving points during the week. While the tobacco is generally in fine packing condition, the crop is not weighing out as heavily as was expected.

The receiving of the new crop has proceeded far enough to gain a pretty fair indication of the condition in which the tobacco is coming to the packing houses this season. A sounder crop has not been delivered to the packers in some years past, but it is not weighing out as heavy as most growers expected, partly because the tobacco was taken down in a rather light case and contains no excess moisture that so often is the bane of some crops. Then the leaf is thin in texture and while the bundles are bulky, the scales do not show as large a yield per acre as growers expected. A yield of 1500 pounds is probably exceptional and the most of the early portion of the crop will hardly exceed 1200 pounds to the acre. The tobacco runs uncommonly bright in colors and is coming to the warehouses in such exceptionally fine condition that very little trouble need be expected in delivery if the crops are properly stripped and fillers and trash eliminated. So far the packers have very little fault to find with their purchases as they are received. All indications point to the 1912 tobacco as the best binder crop the state has produced in some years.

Booker Tobacco Company Denies Being Purchased

Reports from Lynchburg, Virginia, state that the newly-organized Tobacco Products Corporation, incorporated under a Virginia charter, with $50,000,000 capital, has taken over the Booker Tobacco Company, of Lynchburg. According to this dispatch, the Tobacco Products Corporation will take possession the first of the year. Replies from several sources give it that this is merely a rumor. The Booker Tobacco Company denies the deal.

Newsy Trade Jottings

The Sullivan & Shannon Cigar Company, which opened up at 4137 South Halstead Street, Chicago, several months ago, is doing a nice business in that city on its private brands. Mr. Sullivan, of this firm, is well known in Chicago, having been cigar manager for Duncan & Curtin.

The cigar manufacturing firm of Mendez & Gomez, of Guncos, Porto Rico, has been reorganized with the following members: Manuel Cobas, C. Mendez and Claudio Calenti. The latter will have charge of the manufacturing end of the business, with headquarters at the main factory in Guncos.

The Mooney-Mueller Drug Company, of Indianapolis, report an excellent increase in sales on the "Y-B" and "Spana-Cuba" cigars, manufactured by Yocum Brothers, of Reading. They state that they would have been able to sell more than they did the last month had they been able to secure the cigars as fast as needed.

Letters to the Editor

"Indispensible to the Tobacco Trade"

LOS ANGELES, CAL., December 21.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir:

I am pleased to enclose a $1.00 bill for my subscription to your excellent magazine, so indispensable to any person in the tobacco trade.

May you grow more powerful in your endeavors to serve the interests of the trade.

Yours very truly,
ANTHONY SCHWAMM.

Inquiry Not Explicit Enough

MANCHESTER, N. H., December 17.

Editor THE TOBACCO WORLD.

Could you tell me if the history of the Balkan War is used as an advertisement for cigarettes, or if the pictures of the kings, heroes or generals are registered to be used as silk novelties?

Yours truly,
VASEL TJANTJARES.

We do not quite understand your query as to the history of the Balkan War. If you desire any names of kings or generals participating in the Balkan War registered, submit the names. We cannot tell to what persons you refer.

Taking a Fling at "United"

NEW YORK, December 22.

Editor THE TOBACCO WORLD.

I notice in your December 15th issue that the United Cigar Stores are going to have medical inspection in their stores. That applicants for positions as clerks must pass a physical examination. Also that the clerks in the employ of the company will receive free hospital attention. Why does not someone suggest that the concern use the physicians to cut the prices on the products sold in the United stands? Then we independents will be compelled to go out of business even faster than we are going at the present time?

Very truly yours,
INDEPENDENT DEALER.

Makers of "Yak Oussani" Cigarette

NEW YORK, December 14.

Editor THE TOBACCO WORLD.

Will you kindly let us know who makes the "Yak Oussani" cigarettes, and oblige,

UNITED CIGAR STORES COMPANY.

Manufactured by Yak Oussani & Company, 58 Broad Street, New York City.

Just The Kind of Articles Needed

PHILADELPHIA, December 20.

Editor THE TOBACCO WORLD.

Allow me to congratulate you on the splendid article appearing in the December 15th issue of the WORLD, written by Mr. Fordyce. Although there are many tobacco dealers nowadays who know just how their businesses stand, there are many more who have failed from the very reasons Mr. Fordyce stated.

I myself know of many more reasons than those given. Articles of this nature are the very things dealers need to keep them up with the times. You can not give us too many of them. They are invaluable for the thinking retailer as well as for the manufacturers and jobbers, who are the losers when the dealer goes into bankruptcy.

Very truly yours,
CIGAR MANUFACTURER.

Wants Manufacturer of "Peermont" Cigar

ROCHESTER, N. Y., December 18, 1912.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir:

I would appreciate it if you could advise me who makes the "Peermont" cigar.

Yours very truly,
H. CLAUS.

Answer—Joseph Way, Philadelphia.

Locker Loses to A. T. Co.; Other Suits Affected

Brooklyn Jobber Failing in Circuit, Says He Will Fight On—Similar Actions From Others Improbable

ACTING under instructions from Judge Mayer, the jury in the United States Circuit Court, New York, on December 20, rendered a verdict in favor of the defendants in the now famous suit of E. Locker & Company, Brooklyn tobacco jobbers, against the American Tobacco Company and several of its former subsidiaries.

This sudden termination of the suit which has dragged through the Circuit Court for nearly three weeks, will have a far-reaching effect, not only in tobacco circles, but in other industrial lines where points of a similar nature have arisen.

Locker & Company brought their suit for $100,000 damages, which trebled would have meant a $300,000 verdict, on the ground that the American Tobacco Company refused to sell them any of its products and compelled them to buy their goods through its own jobbing house, the Metropolitan Tobacco Company, and as a result of which Locker & Company contended that they were virtually driven out of business.

The plaintiffs presented a great number of witnesses, but the defendants took only a short time to present a rebuttal. James B. Duke, former president of the American Tobacco Company, went on the stand to deny that he had made threats against jobbers, and Arthur Stern, of the Metropolitan Tobacco Company, contradicted the testimony of John A. Locker that he had advised him to get out of business, and he further denied that he, Stern, had refused to sell Locker any goods.

Point by point during the progress of the suit, the allegations of the plaintiff were swept aside by the defendants' attorneys and ruled out by the bench. The last stand taken by the plaintiffs was that they ought to be entitled to at least $25,000, which demand they based on the testimony of Charles Both, an expert accountant, who stated that he had examined the Locker books and had found $500,000 worth of the American Tobacco Company's products sold to the Locker Company without the customary five per cent. discount. The plaintiffs alleged that they were forced in consequence to sell these goods at the price which they paid for them.

As the case drew near the close, Judge Mayer, at the suggestion of Junius Parker, counsel for the defense, excluded the Blackwell-Durham Tobacco Company and the American Snuff Company from the list of co-defendants. DeLancey Nicoll, another attorney for the defense, waived the privilege of summing up, saying that he relied on Judge Mayer's charge to the jury to cover the points. The jury was only out a short time, and after one ballot returned with a verdict acquitting the defense.

Locker Says He'll Fight On.

The plaintiffs, it is announced, will not accept this decision as final. John S. Wise, Jr., counsel for Locker & Company, moved that the verdict be set aside, and then, having his motion denied, asked for permission to appeal. January 23 was set for argument on the last motion.

Asked what he thought of the decision, John A. Locker, who with his wife had brought the suit, said:

"No, this is not the end of the matter by any means. I am going to fight it to a finish. I have got the law and the facts on my side; in fact, all the points are in my favor, and I will carry it to the United States Supreme Court if necessary. There is no reason why the court should render such a decision, and that is perfectly clear to those who are acquainted with the facts. I am going to prove that I have a right to do business in the United States if it costs me all I have."

What the American Tobacco Company Says.

Commenting on the decision, an official of the American Tobacco Company said:

"There is little doubt but that if the Locker suit had gone against us, we would have faced many more actions of a similar character. Why, every man who had taken up tobacco jobbing and made a failure of it would have sued us, in effort to get back some of the money he lost in an unsuccessful undertaking, no matter whether or not his dealings with the old American Tobacco Company were in any way responsible for his failure. The suit brought by the Lockers was generally regarded in the trade as the strongest of any under consideration, and the summary manner in which the court dealt with the petition of the plaintiff will make others think twice before bringing action."

Those who followed closely the Locker suit from the opening were not much surprised by the ruling of the District Court. The fact that the great percentage of the supposedly strong arguments of counsel for the plaintiff were ruled out by the court had created the impression before the trial had gotten fairly under way that the court would be unable to do anything else than dismiss the action.

The result renders it improbable that any further suits of a similar character will be brought against the American Tobacco Company in connection with its conduct of business before the formal disintegration of the old combination.

"Portuondo" Display in "Smoky City"

Window Display of "Juan F. Portuondo" Cigars Manufactured by Juan F. Portuondo Cigar Manufacturing Company, Philadelphia, in Seventh Avenue Hotel Cigar Store, Pittsburgh, Pa., A. J. Fleischauer, Manager

Tampa Cigar Industry Shows Consistent Growth

Increase in Production for Past Year Over 1911 Estimated at More Than 16,500,000 Cigars

TAMPA has aptly been said to be a "pipe dream" realized, says a writer in the "Tampa Daily Times." It today stands confessed as the world's greatest clear Havana cigar manufacturing center. The founding of the city was picturesque. The manufacturer came from Cuba years ago, accompanied by his workmen, most of them reared in the service of the house and many having grown old in it. Thus, in 1886 came Senor V. Martinez Ybor and founded the famous house of V. Martinez Ybor & Company, its output to be known all over the world under the regal title of "El Principe de Gales." He was accompanied by the partners Sanchez and Haya, who founded the house of Sanchez y Haya, which opened the first cigar factory in Ybor City. Its successor still retains the title of Factory No. 1. In the years following many manufacturers, discontented with conditions then extant in the island of Cuba, lifted their eyes to the new town of Tampa and decided to settle there.

The early-comers were V. Martinez Ybor & Company and Sanchez & Haya, as above stated. Following close on their heels came Lozano, Pendas y Alvarez (from which the firms of Lozano & Company and Pendas y Alvarez were formed), Seidenberg, Salvador Rodriguez & Company, Ellinger, Trujillo, and so on, until in the year 1900 there were operating in Tampa factories great and small to the number of 100 employing some 4000 skilled workmen, representing a capital of $3,935,647, and an output of almost $8,000,000 value.

Under the persuasive influence of tobacco importations Tampa has taken its place as the ninth city of the United States as a revenue producer, being excelled only by New York, Boston, Philadelphia, Chicago, New Orleans, San Francisco, Baltimore and St. Louis. To show the marvelous growth of collections at Tampa, the following table is appended:

Year.	Amount Collected.	Year.	Amount Collected.
1881	$ 181.49	1896	784,032.02
1882	111.84	1897	638,515.00
1883	142.13	1898	352,336.00
1884	612.59	1899	530,128.00
1885	683.08	1900	871,377.00
1886	2,508.70	1901	865,409.00
1887	4,232.15	1902	1,250,984.00
1888	88,578.11	1903	1,318,531.00
1889	179,815.17	1904	1,501,189.00
1890	254,688.52	1905	1,604,826.00
1891	258,980.08	1906	1,764,647.00
1892	327,097.65	1907	1,687,609.00
1893	308,235.20	1908	1,581,390.00
1894	407,696.65	1909	1,891,836.00
1895	625,864.84	1910	1,377,262.00
		1911	2,299,472.00

The Tampa cigar found ready recognition in the markets of the world and a name was rapidly established. Factories flocked to Tampa and in 1907 there were in Tampa and vicinity 213 factories with a production of 285,660,300 cigars, representing a value of $19,225,000, employing something over ten thousand workmen who earned a combined salary of $9,325,000.

The range of cigars made is large, both as regards quality, size and price. It is a long hark from the humble "cheroot" with a "picadura" interior and a "pais" wrapper, to a sleek all-Havana regalia, a full six inches in length. For the cheroot the workman is paid about eight dollars per thousand, while for the regalia he is paid forty-two dollars, while selling prices are thirty dollars at one extreme and $150 at the other. There are more expensive, and perhaps cheaper, cigars made even than these, but their production is relatively small and unimportant.

Figures Showing Growth of Industry

	Cigars Shipped.	Internal Revenue.	Customs Receipts.
1897	90,408,000	$280,205	$638,515
1898	85,144,000	331,079	352,336
1899	111,670,000	441,343	530,128
1900	147,848,000	496,560	871,377
1901	147,330,000	498,110	865,409
1902	141,905,000	442,751	1,250,984
1903	167,630,000	510,066	1,318,531
1904	166,961,500	596,212	1,501,189
1905	220,430,000	689,124	1,604,826
1906	277,662,000	851,450	1,764,647
1907	285,660,000	865,316	1,687,609
1908	236,681,000	731,048	1,581,390
1909	267,059,000	801,578	1,891,836
1910*	201,405,000	638,535	1,377,262
1911	293,360,000	910,439	2,299,472
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1900	147,848,000	1908	236,681,000
1901	147,330,000	1909	267,059,000
1902	141,905,000	1910	201,405,000
1903	167,630,000	1911	293,360,000
1904	166,961,500	1912	....(estimated).. 310,000,000

The past year—the cigar industry having recouped itself with wonderful vitality from the prolonged strike of 1910-11—will be its banner year. It is estimated that more than 310,000,000 cigars will have been manufactured by the thirty-first of December, the value of which will exceed $20,000,000, and an outlay in wages alone of over $10,000,000.

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Some seven or eight years ago Tampa experienced a renaissance in the method of building cigar factories. Since that time the manufacturers have vied with each other in constructing handsome factories. There being no grimy machinery, no dump heaps, or other of the appurtenances that usually mark a manufacturing plant, and the industry lending itself well to neat surroundings, the buildings are surrounded in most cases by well-kept grounds, with handsome lawns and beautiful foliage.

The class of men, composing the captains of the tobacco industry in Tampa, are clear-thinking, conservative men, public-spirited and responsive to any movement that will aid in promoting the public weal. The future of the industry is bright, and while Tampa is not now as dependent on it as in years gone by, it is still its greatest asset.

Locker Loses to A. T. Co.; Other Suits Affected

Brooklyn Jobber Failing in Circuit, Says He Will Fight On—Similar Actions From Others Improbable

ACTING under instructions from Judge Mayer, the jury in the United States Circuit Court, New York, on December 20, rendered a verdict in favor of the defendants in the now famous suit of E. Locker & Company, Brooklyn tobacco jobbers, against the American Tobacco Company and several of its former subsidiaries.

This sudden termination of the suit which has dragged through the Circuit Court for nearly three weeks, will have a far-reaching effect, not only in tobacco circles, but in other industrial lines where points of a similar nature have arisen.

Locker & Company brought their suit for $100,000 damages, which trebled would have meant a $300,000 verdict, on the ground that the American Tobacco Company refused to sell them any of its products and compelled them to buy their goods through its own jobbing house, the Metropolitan Tobacco Company, and as a result of which Locker & Company contended that they were virtually driven out of business.

The plaintiffs presented a great number of witnesses, but the defendants took only a short time to present a rebuttal. James B. Duke, former president of the American Tobacco Company, went on the stand to deny that he had made threats against jobbers, and Arthur Stern, of the Metropolitan Tobacco Company, contradicted the testimony of John A. Locker that he had advised him to get out of business, and he further denied that he, Stern, had refused to sell Locker any goods.

Point by point during the progress of the suit, the allegations of the plaintiff were swept aside by the defendants' attorneys and ruled out by the bench. The last stand taken by the plaintiffs was that they ought to be entitled to at least $25,000, which demand they based on the testimony of Charles Both, an expert accountant, who stated that he had examined the Locker books and had found $500,000 worth of the American Tobacco Company's products sold to the Locker Company without the customary five per cent. discount. The plaintiffs alleged that they were forced in consequence to sell these goods at the price which they paid for them.

As the case drew near the close, Judge Mayer, at the suggestion of Junius Parker, counsel for the defense, excluded the Blackwell-Durham Tobacco Company and the American Snuff Company from the list of co-defendants. DeLancey Nicoll, another attorney for the defense, waived the privilege of summing up, saying that he relied on Judge Mayer's charge to the jury to cover the points. The jury was only out a short time, and after one ballot returned with a verdict acquitting the defense.

Locker Says He'll Fight On.

The plaintiffs, it is announced, will not accept this decision as final. John S. Wise, Jr., counsel for Locker & Company, moved that the verdict be set aside, and then, having his motion denied, asked for permission to appeal. January 23 was set for argument on the last motion.

Asked what he thought of the decision, John A. Locker, who with his wife had brought the suit, said:

"No, this is not the end of the matter by any means. I am going to fight it to a finish. I have got the law and the facts on my side; in fact, all the points are in my favor, and I will carry it to the United States Supreme Court if necessary. There is no reason why the court should render such a decision, and that is perfectly clear to those who are acquainted with the facts. I am going to prove that I have a right to do business in the United States if it costs me all I have."

What the American Tobacco Company Says.

Commenting on the decision, an official of the American Tobacco Company said:

"There is little doubt but that if the Locker suit had gone against us, we would have faced many more actions of a similar character. Why, every man who had taken up tobacco jobbing and made a failure of it would have sued us, in effort to get back some of the money he lost in an unsuccessful undertaking, no matter whether or not his dealings with the old American Tobacco Company were in any way responsible for his failure. The suit brought by the Lockers was generally regarded in the trade as the strongest of any under consideration, and the summary manner in which the court dealt with the petition of the plaintiff will make others think twice before bringing action."

Those who followed closely the Locker suit from the opening were not much surprised by the ruling of the District Court. The fact that the great percentage of the supposedly strong arguments of counsel for the plaintiff were ruled out by the court had created the impression before the trial had gotten fairly under way that the court would be unable to do anything else than dismiss the action.

The result renders it improbable that any further suits of a similar character will be brought against the American Tobacco Company in connection with its conduct of business before the formal disintegration of the old combination.

"Portuondo" Display in "Smoky City"

Window Display of "Juan F. Portuondo" Cigars Manufactured by Juan F. Portuondo Cigar Manufacturing Company, Philadelphia, in Seventh Avenue Hotel Cigar Store, Pittsburgh, Pa., A. J. Fleischauer, Manager

Tampa Cigar Industry Shows Consistent Growth

Increase in Production for Past Year Over 1911 Estimated at More Than 16,500,000 Cigars

TAMPA has aptly been said to be a "pipe dream" realized, says a writer in the "Tampa Daily Times." It today stands confessed as the world's greatest clear Havana cigar manufacturing center. The founding of the city was picturesque. The manufacturer came from Cuba years ago, accompanied by his workmen, most of them reared in the service of the house and many having grown old in it. Thus, in 1886 came Senor V. Martinez Ybor and founded the famous house of V. Martinez Ybor & Company, its output to be known all over the world under the regal title of "El Principe de Gales." He was accompanied by the partners Sanchez and Haya, who founded the house of Sanchez y Haya, which opened the first cigar factory in Ybor City. Its successor still retains the title of Factory No. 1. In the years following many manufacturers, discontented with conditions then extant in the island of Cuba, lifted their eyes to the new town of Tampa and decided to settle there.

The early-comers were V. Martinez Ybor & Company and Sanchez & Haya, as above stated. Following close on their heels came Lozano, Pendas y Alvarez (from which the firms of Lozano & Company and Pendas y Alvarez were formed), Seidenberg, Salvador Rodriguez & Company, Ellinger, Trujillo, and so on, until in the year 1900 there were operating in Tampa factories great and small to the number of 100 employing some 4000 skilled workmen, representing a capital of $3,935,647, and an output of almost $8,000,000 value.

Under the persuasive influence of tobacco importations Tampa has taken its place as the ninth city of the United States as a revenue producer, being excelled only by New York, Boston, Philadelphia, Chicago, New Orleans, San Francisco, Baltimore and St. Louis. To show the marvelous growth of collections at Tampa, the following table is appended:

Year.	Amount Collected.	Year.	Amount Collected.
1881	$ 181.49	1896	784,032.02
1882	111.84	1897	638,515.00
1883	142.13	1898	352,336.00
1884	612.59	1899	530,128.00
1885	683.08	1900	871,377.00
1886	2,508.70	1901	865,409.00
1887	4,232.15	1902	1,250,984.00
1888	88,578.11	1903	1,318,531.00
1889	179,815.17	1904	1,501,189.00
1890	254,688.52	1905	1,604,826.00
1891	258,080.98	1906	1,764,647.00
1892	327,097.65	1907	1,687,609.00
1893	398,235.29	1908	1,581,390.00
1894	407,696.65	1909	1,891,836.00
1895	625,864.84	1910	1,377,262.00
		1911	2,299,472.00

The Tampa cigar found ready recognition in the markets of the world and a name was rapidly established. Factories flocked to Tampa and in 1907 there were in Tampa and vicinity 213 factories with a production of 285,660,300 cigars, representing a value of $19,225,000, employing something over ten thousand workmen who earned a combined salary of $9,325,000.

The range of cigars made is large, both as regards quality, size and price. It is a long hark from the humble "cheroot" with a "picadura" interior and a "pais" wrapper, to a sleek all-Havana regalia, a full six inches in length. For the cheroot the workman is paid about eight dollars per thousand, while for the regalia he is paid forty-two dollars, while selling prices are thirty dollars at one extreme and $150 at the other. There are more expensive, and perhaps cheaper, cigars made even than these, but their production is relatively small and unimportant.

Figures Showing Growth of Industry

	Cigars Shipped.	Internal Revenue.	Customs Receipts.
1897	90,408,000	$280,205	$638,515
1898	85,144,000	331,079	352,336
1899	111,670,000	441,343	530,128
1900	147,848,000	496,560	871,377
1901	147,330,000	498,110	865,409
1902	141,905,000	442,751	1,250,984
1903	167,630,000	510,066	1,318,531
1904	196,961,500	566,212	1,501,189
1905	220,430,000	689,124	1,604,826
1906	277,662,000	851,450	1,764,647
1907	285,660,000	865,316	1,687,609
1908	236,681,000	731,048	1,581,390
1909	267,059,000	801,578	1,891,836
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Some seven or eight years ago Tampa experienced a renaissance in the method of building cigar factories. Since that time the manufacturers have vied with each other in constructing handsome factories. There being no grimy machinery, no dump heaps, or other of the appurtenances that usually mark a manufacturing plant, and the industry lending itself well to neat surroundings, the buildings are surrounded in most cases by well-kept grounds, with handsome lawns and beautiful foliage.

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The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, December 24.

AS we include this time three weeks' sales in our fortnight, the totals appear larger than in comparison with the previous report. The major portion of the business, however, had been transacted during the earlier part of this period. At the moment there are only a couple of northern buyers in town, although as some of our commission merchants had orders by cable this has also helped to swell the number of sales. Stocks in first hands have been greatly reduced, and it will be more difficult to make selections after the turn of the year, as some particular grades are no longer to be found. Prices have been fully maintained for all good vegas. There are some old goods to be found yet of the 1911 crop, and which could be purchased upon more reasonable terms, as the holders appear rather anxious to close them out.

Through rains that fell on the 16th all over the principal districts of the tobacco growing region in the Vuelta Abajo, the prospect for a large crop has been wonderfully improved, and as the temprano growth is usually the best part, we may be able to expect a good light quality in this section. In the Partidos the rains have not been as widely experienced, as they were only partially. We have heard that in some plantations perhaps only one-half of the fields were favored, while the remainder are still suffering from the drought. Reports from the Santa Clara province are generally fair. Some vegueros in the Vuelta Abajo that had commenced to plant early during the second half of October will commence cutting during the end of this month already. Another good shower of rain during the month of January would, however, be necessary to further the growth of the later set out plants.

Sales from December 2d to December 21st amounted to 13,535 bales, or, which divided, represented: Vuelta Abajo, 5,076; Partido, 2,195, and Remedios, 6,264 bales.

Buyers were: Americans, 7,233; exporters to Europe, 1,011; shippers to South America, 730, and our local manufacturers of cigars and cigarettes, 4,561 bales.

Exports of leaf tobacco from the port of Havana from December 2d to December 21st were: To all ports of the United States, 12,648; to Austria, 4,564; to Bremen and Hamburg, 201; to London, 10; to the Netherlands, 6; to Mexico, 10, and to South America, 1,288; thus making a total of 18,727 bales.

Receipts of Tobacco From the Country Were:

	From December 1 to December 21, 1912.	Since January 1, 1912.
Vuelta Abajo	537 bales	181,936 bales
Semi Vuelta	13	23,332
Partido	19	22,879
Remedios	2,113	233,862
Yara and Mayari	498	16,020
Total	3,340	478,029

Principal Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: S. Ruppin, of S. Ruppin; Howard L. Friend, of Friend & Company; Bernhard Lichtenstein, of Lichtenstein Brothers; José Negroira, of José Negroira; H. Rosenberg, of H. Rosenberg & Company.

From Tampa: Edgar J. Stachelberg, vice-president of the Sanchez & Haya Company.

From Chicago: Florencio Vega, of Florencio Vega & Company.

Returned—Ramen Aixala, of Aixala & Company; José Suarez, of José Suarez & Company; Manuel Sanchez, of Manuel Sánchez, called "El Bolero," and H. H. Strater, of H. H. Strater.

Departures—To New York: Marcelino Perez, José Diaz, Morris Rosenberg, S. Ruppin, José Negroira, and H. Rosenberg.

To Philadelphia: Leopold Loeb.
To Cleveland, Ohio: Frank Strater.
To Tampa: Edgar J. Stachelberg.
To Chicago: Florencio Vega.
To Cincinnati: Charles Haas.

Cigars.

The exports of cigars from the port of Havana, for the first half of December, as per our official custom house returns, were as follows, viz:

From December 1 to December 15, 1911,	8,116,700 cigars
From December 1 to December 15, 1912,	7,543,915
Decrease in 1912	572,785
From January 1 to December 15, 1911,	181,415,917
From January 1 to December 15, 1912,	168,874,136
Decrease in 1912	12,541,781

The above showing is again very unsatisfactory, and again the United States has fallen behind over 700,000 cigars, while England shows a slight increase, as well as Germany. It is indeed very hard to explain why the United States should have fallen behind repeatedly of late, in the face of good crops and apparent prosperity. Our only hope is now that the Democratic party may carry out its pledge of reducing the exorbitant protective duty on cigars, as under a tariff for revenue only the United States Treasury would not suffer one bit in reducing the duty at least one-half. We could surely more than double our exports of cigars to the United States. It appears unjust to allow the Philippine Islands to import 150 million cigars, free of duty, into the United States, when the object is to give them their independence in a stated number of years, or would it be the intention to raise the duties as soon as they were independent? On the other hand, Cuba, which is at present nominally independent, but which by the logic of facts is bound to become a part and parcel of the United States in perhaps a comparatively short space of time, should be treated as an entirely foreign nation, because the paltry twenty per cent. reduction in the duties, according to our reciprocity treaty, has proven to be of no benefit to us whatsoever, as our exports of cigars instead of increasing have decreased of late in a remarkable manner, notwithstanding our excellent crop of leaf tobacco this year.

While there is as usual some slacking up in our factories at the end of the year, it seems, however, that there are enough orders on hand from England, Germany and the South American republics to keep the principal ones fairly busy, while a few state that they are working still with undiminished forces. Not having any particular interesting news to communicate we will only give the names of the busy factories, viz: H. Upmann, Partagas, Romeo y Julieta, Castañeda, Sol, Flor de P. A. Estanillo, La Flor de José Otero and Eden. The principal factories of the Henry Clay & Bock & Company are also very busy. Don Francisco Arango left for a short visit to Tampa, and thence will proceed to New York in order to participate in the complimentary dinner at the Waldorf-Astoria on the 31st inst. to be given by Mr. Allie L. Sylvester, the president of the American Cigar Company, to all the principal heads and employees of this big concern.

The following factories are also doing a satisfactory business, viz: C. E. Bock & Company, La Escepsion, Por Larrañaga and Allenes, Ltd.

Buying, Selling and Other Notes of Interest.

Sylvester & Stern were purchasers of 2,500 bales of all kinds of leaf during the last three weeks.

Sobrines de A. Gonzales sold the big quantity of 4,400 bales of Vuelta Abajo, Partido and Remedios tobacco to their various customers in the last three weeks.

Mr. John H. Kolb, as we have learned from a good source, had bought during his stay here 2,000 bales of Vuelta Abajo and Remedios leaf.

Aixala & Company reported sales of 1,500 bales of Partido and Remedios during the last three weeks.

Mr. Edgar J. Stachelberg, only a short while ago elected vice-president of the Sanchez & Haya Company, the oldest factory in Tampa (since 1867), paid us a visit during the last two weeks, and as he is a recognized authority on fine Vuelta Abajo leaf, he had no difficulty in finding quickly what he was looking for. He purchased in all 1,015 bales of Vuelta Abajo, the very best vegas in town, and knowing the situation of our market he did not try to haggle long over the price. Real choice vegas have not been plentiful, and they have commanded fancy figures throughout the season. The Sanchez & Haya Company is to be congratulated upon having secured the services of Mr. Stachelberg, as besides being a thorough judge of leaf tobacco, he is also an experienced manufacturer of long standing, and a merchant as well.

Mr. Wm. B. Houston, of the Henry Clay & Bock & Company, Ltd., arrived here on the 18th inst., and after having posted himself about the new sizes and prices of the cigars, will go to the naval station at Guantanamo, his next post of duty, for three to four months to come. He will try to supply the squadron assembled there this winter with the choice cigars of the Henry Clay & Bock & Company, Ltd.

George H. Wyatt, of Sylvester & Stern, will leave tomorrow for New York in order to participate as one of the invited guests at the grand banquet at the Waldorf-Astoria on the 31st inst.

Muñiz Hermanes closed out their famous holdings of Luiz Laze vegas, 690 bales, to Messrs. Sanchez & Haya.

Mr. S. Ruppin, who arrived here accompanied by Mrs. Ruppin on the 13th inst., left again homeward bound for New York on the 21st inst., after having collected another thousand bales of the best vegas he could find for his customers.

Don José F. Rocha was a seller of 697 bales of all kinds of leaf to the numerous clients of his warehouse.

Messrs. J. F. Berndes & Company purchased 934 bales of tobacco for the Austrian Regie, although their shipments were considerably larger, as they had previously made heavy purchases in the country direct.

Don José C. Puento sold 500 bales of Vuelta Abajo, Partido and Remedios tobacco during the last three weeks.

Mr. Leslie Pantin was a buyer of 700 bales of different kinds of leaf upon cable orders for account of his customers in the north.

Herrera, Calmet & Company disposed of 329 bales of Remedios leaf.

Mr. H. H. Strater returned with Mrs. Strater from his vacation in the United States on the 14th inst. His sales during the past three weeks amounted to 340 bales of his fine Manicaragua escogida and other kinds of Santa Clara leaf.

Mr. Frank Strater, the nephew of Mr. H. H. Strater, left here on the 21st inst., per S. S. Havana, to spend the holidays with his family in Cleveland and also enjoy a two months' vacation after his arduous work in the country last summer.

Other sellers of more or less importance were: José Menendez, 239; M. A. Suarez & Company, 220; Ernest Ellinger & Company, 200; José Suarez & Company, 120, and Gutierrez & Diehl, 100 bales.

Other buyers were: Mark A. Pollack, 500; Marcelino Perez, 418; José Otero, 300; Hinsdale Smith & Company, 340; Por Larrañaga, 257; Cuesta Rey & Company, 250; H. Rosenberg, 228; Bernhard Lichtenstein, 200, and Howard L. Friend, 200 bales.

Shippers of leaf tobacco from the port of Havana for the last three weeks above 300 bales were: J. F. Berndes & Company, 5,391 bales; J. Bernheim & Son, 1,960 bales; Sylvester & Stern, 1,028 bales; Mark A. Pollack, 735 bales; Leslie Pantin, 1,637 bales; Diego Montero, 818 bales; Ernest Ellinger & Company, 480 bales; José Suarez & Company, 471 bales; C. E. Bock & Company, 450 bales; Garcia & Company, 534 bales; Manuel Suarez, 427 bales; Hinsdale Smith & Company, 322 bales; Morris Rosenberg & Company, 306 bales; H. Upmann & Company, 305 bales.

Only after we had sent off our last report from here we heard the sad news that our intimate friend, Don Popin Rodriguez, the senior partner of the factory of Romeo y Julieta, had suffered the hard blow of fate to lose his beloved daughter, "Aurora," in the prime of her life. She had been ailing for some time back, but still it was hoped that the soft climate of the south of France (Areachen) might restore her health. Don Popin was deeply attached to her, and while we can do nothing to lessen his grief, it might be, however, a trifling consolation to know that we deeply sympathize with him.

ORETANIV.

Buckeye Tobacco Warehouse Changes Hands

The Buckeye Tobacco warehouse, which has done business for many years on Front Street, between Vine and Walnut Streets, Cincinnati, Ohio, has been taken over by the Farmers and Shippers' Company, of that city. The Farmers and Shippers' have for some time stored a small quantity of their tobacco in the Buckeye building.

The warehouse will continue to do business, but only as a branch of the Farmers and Shippers' warehouse. The building will be used mainly as a storehouse, but will also be turned into a sales house if the business at any time should require it.

Cincinnati

Retailers Did Big Holiday Business on Clear Havana Brands—Prospects for the New Year

CINCINNATI, December 27.

H. H. HELMICK, western manager of L. Newburger & Brother, at Sioux City, Iowa, came in to headquarters for the holidays. His firm had only the highest praise for the amount of cigar business he has produced in that section.

John Hamburger, manager of the Mid-West Cigar Factory at Omaha, Neb., shook hands with former friends and associates. He is a former Cincinnatian and visited the local factories in search of new ideas.

Former Police Inspector Jim Casey, now "sole agent for the Feld Cigar Company," is pushing "St. Clair Bouquet," "Success" and "Monopole." He says it makes a whole lot of difference whether you are pushing a brand of cigars or pushing the police regulations. At that, he remarked, "flat-footing" has nothing on the daily journeys of a cigar salesman.

Another city official who is selling cigars is Ed Bathgate, who used to be president of the city council. He was formerly a cigar store man on Sixth Street, which was but a side line to the city job. Now all of his attention is given to the selling end.

Jim Hastings, who writes a "scream" column for one of the local daily papers, has turned his humor tobaccoward. For L. Newburger & Brother he has written a small booklet called "Picadura Import." It is a gem of irony and humorous sarcasm. Hastings' humor is copied all over the country and appears under a nom de plume of "Luke McLuke."

Louis Lowenstein, who has a cigar store at 927 Main Street, is searching for a downtown location. His lease on the present location expires in a short while.

Police officials shut down entirely on any and all forms of raffles during the holidays. Some of the stores had purchased expensive smokers' sets and other articles usually disposed of in this way, and now are carrying this as dead stock.

There is quite a competition for the securing of the location of the cigar stand in the new Union Central Life Building (Cincinnati's biggest skyscraper). It is nearing completion, but as yet the cigar store location has not been leased.

Julius Riesenberg, of Rosenthal Brothers, is in the east on a business trip. New York was his ultimate destination.

It is not often a cigar store man will kick on the crowds that jam the sidewalk in front of his place of business, but Straus Brothers & Company had just cause for indignation last week. A fire, which destroyed the Gibson House facing their store on Walnut Street, forced the use of only one side of the sidewalk. During the whole of the Christmas week the sidewalk was crowded thick with people who came to "rubber," but their attention was all to the wrong location. During the heavy hours of the day the solid pack of humanity even prevented regular customers from getting to the door.

Henry Straus suffered a loss of about $1,500 from smoke and water in the Union Trust Building fire. With the holiday season in full blast the loss hurt doubly.

Ernest DuBrul and Albert DuBrul, of Miller DuBrul & Peters, manufacturers of cigar molds, flavors, etc., left Christmas day for South America. They will be gone for about three months.

Referee Whittaker has filed his record of proceedings in the bankruptcy case of Oscar Gassman & Company, thus closing the matter. The report shows that the total assets realized were $4,820, of which the unsecured creditors received $2,526.77 on claims amounting to over $28,000. Secured claims amounting to $655 were paid in full.

Jobbing houses, factories and the cigar trade generally are in the slump of the year when the trials of inventory are taken up. It is a time honored custom locally to do this work between Christmas and New Year. Most of the factories close down completely. At the J. S. Hill plant workmen were "on the job" five days beyond the usual period for closing down. Wallace Fritz, of Fritz Brothers, the home of the "Marguerite," said that the pressure of orders would preclude any shut down whatever. He said that the inventory would be made this year on "a run and a jump." Various other factories are running short handed and taking inventories that they may know if they "bought an elephant or sold a mouse." Traveling men are rare birds of passage locally. About January 10th is the usual time for them to reappear from holiday haunts.

Only a limited quantity of burley was offered on the local breaks this week, it being custom to close down the auctions over the holidays so that the sales of Monday made the final disposals for the year. Considerable kicking is being done by buyers at the local auction houses. Two days last week the auctions had to be postponed because of the miserable light which allowed only a perfunctory examination. As a result the prices suffered in consequence.

Special interest was given to the examination of the showing of new crop types. There was a good assortment of new tobacco and opening prices ranged $14 per 100 pounds. This was a range of 1½@2 cents advance over last year's prices. That there is a satisfactory trend to the market is shown by the fact that there was only fourteen per cent. of the total offerings rejected.

COATES.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

York Dealers Do Big Christmas Trade

YORK, December 23.

THE streets are crowded, and from all appearances the cigar trade is coming into its own. Dealers report a brisk demand for all lines of goods, and although the holiday business was slow in coming, it is now here in all its strength. The cigar manufacturers are beginning to slow up to a certain extent. They have been going hard for some time, and the stock taking period is soon upon them. The past year in some respects has been an odd one. The earlier months were slow, in fact trade was stagnant during the summer months. The latter months of the year were more than up to the usual standard, but it is doubtful whether that will make up for the dulness of the earlier periods.

The cigar factory operated in Dallastown by Eugene Gallagher & Brother Company, stogie manufacturers of Columbus, Ohio, has undergone some changes. Hereafter the manufacturing will be done in Columbus. The Dallastown plant it is understood will be operated by E. S. Sechrist. Augustus Gallagher and Son, who ran the Dallastown factory, will be in charge of the establishment in Columbus. It is understood that the business will be run as the Commercial Cigar and Stogie Company.

Charles Swartz, the Dover cigar manufacturer, was badly hampered in his business on December 17, when his employees went out on a strike. Fifteen cigar makers were the first to quit work. Later they were followed by the packers. The strike came at a bad time for Mr. Swartz, as he had a number of urgent Christmas orders to be filled.

Owing to his increased business, W. L. Toomey, the Dover cigar manufacturer, was compelled to secure larger quarters. He is now located in the National Hotel property at that place, where he moved on December 18. The place is being remodeled for his accommodation.

What the Reading Trade is Doing

READING, December 22.

THERE is every indication of a fine holiday business among the cigar dealers. Business was not as brisk a short time ago as the time of year would warrant, but trading now is more brisk than it had been. The cigar manufacturers are most optimistic, and state that the closing months of the year have been all that they could have wished. Taken as a whole, though, the cigar industry for the year has not been above the average. The summer months were unusually dull, and although the holiday rush came with a vengeance, it hardly made up for the stagnant condition of the trade earlier in the year. But this condition was not local, as reports from other sections of the country are to some extent the same.

Harry Gring, a cigar manufacturer of Fritztown, has rented the factory of Harvey Winter in that place for a term of years. He is remodeling the building and will install steam heat. As soon as the necessary alterations have been made Mr. Gring will employ from thirty to fifty men.

William Beard has moved his cigar factory from 1441 Perkiomen Avenue to Mt. Penn.

At a recent meeting of the creditors of J. W. Newcomet, the cigar manufacturer, he offered them a full settlement of his indebtedness on notes. There is to be a meeting of his creditors tomorrow. The proposed settlement of Mr. Newcomet it is understood will be rejected.

Yocum Brothers state that without doubt 1912 will be the banner year of their business. The strides that the "Y-B" and the "Spana Cuba" have made in the past year have been phenomenal, the factory at all times being worked to the limit. Toward the close of the year, part shipments were a rule with the majority of the distributors.

There were some tasty displays around town this year of holiday cigars. Dealers are beginning to put some thought on the displays. They are beginning to bear fruit. The Breneiser windows were in holiday attire and looked their best. The window of the Moore store was also attractively trimmed.

The "A. J. Cassatt" cigar, manufactured by the Baum-Jaffe Company, of Philadelphia, has been taken on by Breneiser Brothers. This is a high grade piece of goods, and judging by the way it is making headway in other parts of the country it should be one of the big lines of the Reading wholesale house.

Leaf Situation Interests Lancaster County Growers

LANCASTER, December 23.

THE cigar manufacturers are now beginning to breathe easier, since the holiday rush is over. The past year has been a record breaker for many, and 1913 should go it even one better if the plans one hears from all sides mature. The retail trade for the holiday season was very good. The buying started rather late, but the volume of business done was above the average.

Leaf dealers report a continued run on 1909 tobacco. This leaf has been used successfully by a number of cigar manufacturers in conjunction with other tobaccos, and most of it should be out of the hands of the packers in a short time, according to a prominent leaf man. A moderate estimate of the 1909 tobacco on hand places it at 30,000 cases.

There has not been much doing in 1911. Sales have been going on in a desultory fashion, but none of any size.

The buying of the new crop is pretty near to a standstill at present. The larger interests are evidently through. Local packers are in no hurry to buy.

The S. R. Moss Cigar Company's plant was tastefully decorated for the holidays. Greens and Christmas decorations certainly gave the place a festive air. A number of large orders recently received insure the operation of the plant on full time for months to come.

Incorporations and Changes in the Tobacco Trade

The George M. Pierce Company, of Wilmington, Del. Capital stock, $25,000. To carry on a general tobacco business.

Anglo-American Tobacco Company, Port Ewen, N. Y. To deal in tobacco. Capital, $500,000. Incorporators, G. J. Smith, Kingston; J. E. M. Walker, Richmond, Va.; L. T. Michener, Washington, D. C.

Carl Hirsch Company, of Jersey City, N. J. To deal in tobacco. Capital, $100,000. Incorporators, Carl Hirsch, Joseph Seger and Herman Meiners.

The Carmen Tobacco Corporation, Manhattan, N. Y. Deal in tobacco, etc. Capital, $25,000. Incorporators, A. Pariani, F. B. Moody and M. I. Hewitt, of New York City.

Casserly Cigar Company, of Wilmington, Del. Capital, $100,000. Incorporator, F. D. Buck.

S. Bernson Company, Portland, Me. Capital, $10,000. To do a wholesale and retail cigar and tobacco business. Incorporators, Jacob Shapiro and Samuel Bernson.

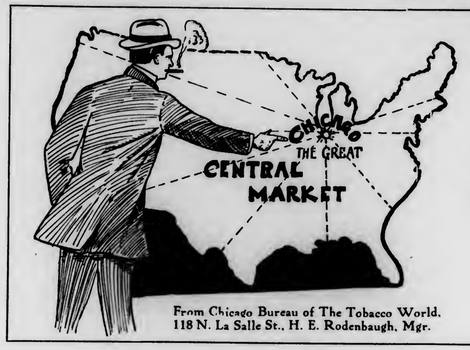
The Hartford County Tobacco Growers' Association of East Hartford, Conn., has filed a preliminary certificate of dissolution.

Edward J. Heffernan, Inc., of Saratoga Springs, N. Y. Liquors and tobaccos. $12,000. Edward J. Heffernan, Josephine F. Heffernan, Samuel J. Tessier, Saratoga Springs.

Washington, D. C., Dealers Plan Reforms

THE cigar and tobacco dealers of Washington, D. C., met in the Chamber of Commerce in that city on December 13, and took up matters looking toward correcting some abuses now existing in the trade there. A. H. Rogers and J. W. Wiley were appointed to investigate news venders selling in the streets and out-of-town peddlers selling in the city without a tax, and the taxing of cigar dealers who do not sell cigarettes and tobacco. These matters are to be taken up with the tax collectors.

Applications for membership were made by Wallace Luchs, William Stevens and J. W. Wiley. The membership is growing nicely, and good progress is being made along the lines the association has been working. The cigar dealers are part of the Retail Merchants' Association of Washington.



From Chicago Bureau of The Tobacco World.
118 N. La Salle St., H. E. Rodenbaugh, Mgr.

"Biggest Season Ever," Say Chicago Dealers

All Prophiecies as to Enormous Christmas Trade Fulfilled—R. B. Cooke Gives Up Store on S. La Salle St.—United Secures Lease Near Union Depot—O. Schrader & Company Take on "Pastora" Cigar

CHICAGO, December 24.

ALL prophecies indulged in and all calculations made concerning a great volume of holiday trade in cigars and smokers' articles in Chicago have been more than fulfilled. The manufacturers have had the biggest season in the history of their trade. The only thing that troubled any of them in connection with the holiday trade was fear of inability in many cases to fill orders. Extra hands were put at work in all departments, especially in the packing and shipping rooms. The days just before Christmas eve were days of liveliness approaching something like excitement.

The jobbers and wholesalers had their hands full, and more than full, in the efforts to fill orders and deliver goods on time. On all hands, it has been agreed that it has been by far the biggest season the distributors ever have known. And that statement covers the whole situation. No long descriptions, no multiplied use of adjectives can add to the impressiveness of the situation and the conditions.

A. T. Co.'s Property Changes Hands.

As a step in connection with the dissolution of the American Tobacco Company, the property at the corner of North Clark and Maple Streets has been conveyed by quit claim deed by the company to the Liggett & Myers Tobacco Company. The property covers land 65 x 150 feet and a large building used for a tobacco warehouse. The consideration named in the deed is nominal.

Bandits, Gamblers and Politics.

One of the most daring and successful operations by a gang of automobile robbers was the holdup in the cigar store and billiard hall of Jacob Goldman, 2002 West Twelfth Street, a few nights ago. The robbers pretended to be detectives and proceeded to charge the proprietor of the place with keeping a gambling resort and all present with being frequenters of such a place. A large sum of money, watches, jewerly, etc., was secured.

"Smoke up and Visit!" is the mandate on the cards of Price's cigar store, 24 East Thirty-first Street, near Wabash Avenue. Mr. Price is one of the veterans in the trade in that part of the city. He endeavors to meet the tastes and requirements of all customers, never insisting he has "something equally good," but laying in a stock of what is wanted.

The Insurance Exchange Building cigar store, Jackson Boulevard and Sherman Street, is in charge of H. A. Daniel, who has been in the cigar business for some time. This store caters to the very best trade and carries a big line of high-priced cigars. It features the Sanchez & Haya, Tampa cigars.

The cigar store in the Steger Building, Jackson Boulevard and Wabash Avenue, is in charge of R. B. Clarke, with J. F. Williams as assistant. This store, which does a big day business, is closed evenings and Sundays. It carries a large line of fine goods. Its big seller is the "P. San Martin y Leon" brand, made in Tampa.

R. B. Cooke has given up his store at 117 South La Salle Street. The mortgagee, who had a mortgage on the fixtures, turned the store over to Mr. Knab, the saloon man in the rear of the store. Mr. Cooke moved what goods he had over to his Kesner Street store.

Abe Cohn is now working for Sam Harris, selling the "Yale Club," a five cent cigar. He has been with Randall & Lanfield, the "Rubini" cigar factory, and so knows the city trade pretty well.

The Real Estate Board store, corner of Randolph and Dearborn Streets, is in charge of L. M. Wremp, with H. Hermsdorfer as assistant Their windows are filled with holiday packages, pipes and smokers' sundries.

Charles Hirschhorn, formerly of Hirschhorn, Mack & Company, and the man who put "Tom Moore" cigar on the market, married recently.

It turns out that the report that a cigar store was to be installed in the new Marshall Field Building, on the corner of Washington Street and Wabash Avenue, was a mistake.

H. M. Philbrook, C. A. Becker and I. S. Berkman have incorporated the VanBuren Cigar Company, Chicago; capital, $1000.

The United Cigar Stores Company has secured a lease of the four-story building at 136 Canal Street, opposite the Union Depot, for a term of years beginning May 1, 1913, at $5000 per year.

O. Schrader & Company have been appointed Chicago distributors for the "Pastora" Havana cigars made by the San Telmo Cigar Manufacturing Company. It is anticipated that a large increase in the sales of this brand will result from the appointment.

J. B. Moos and Charles F. Fuller have sold the leasehold in the property 165-9 North Fifth Avenue, adjoining the Briggs House, to Sidney Loeb, proprietor of the hotel. It is understood that Mr. Loeb will proceed with his long-cherished plan of tearing down the old house and erecting a much larger and more modern structure.

Berriman Brothers' brands of cigars are proving immensely popular in the far northwest, especially the "Jose Vila" Havanas. George Tillinghast, who represents the house in the region from Portland, Ore., to Alaska, has come home to compare notes with the central office and lay plans for the coming year.

A new store will be opened by the Martin Cigar Company of Davenport in a few days in the new Putnam office building, that city. The cigar concern also announces having secured a lease on a store in Moline, Ill., where another establishment will be started with the coming of the new year. The two stores will feature the "Jose Vila," "Optimo," "La Venga," "El Beso" and "San Felice" cigars.

A heavy campaign in favor of the "El Palencia" brand of cigars from the factory of Boltz, Clymer & Company, Havana, is about to be started by the Charles Donovan Company. The company's other special brands are favorites and growing in popularity in the West.

So persistent is the rumor that a new retail cigar trade combination is to be started in Chicago that it begins to have many believers. What may be the details of the new movement, if it shall materialize, nobody seems able even to guess. Still the matter is not unlikely to take form in the early days of the New Year.

From the very hour of opening the new Monroe-Renaud Cigar Company's store, 124 West Monroe Street, in the New York Life Insurance Building, proved a popular place and a success from the business viewpoint. Personal friends of Mr. Renaud sympathize with him in the pain he has suffered as a result of an accident in the course of a game in his favorite pastime—handball.

Two most attractive pipe windows constitute a leading feature of the holiday ornamentation of the Best & Russell Company's Fisher Building cigar store, the decorations having been arranged under the direction of Fred. C. Bauer, manager. The leading brands of the Best & Russell Company are featured in the place, including "Sanchez y Haya," "El Salero," "Soneda," "El Serano" and "San Marco."

Representatives of the cigar trade regret to hear that William Goggins—familiarly known as "Bill"—has quit the game and been pensioned and is now enjoying the fruits of his labor on the old farm in Virginia where he was "done raised." His successor is J. W. Ward, a fine young chap, who will do well, but "old Bill" Goggins will never be forgotten. Bill is an active Elk and belongs to Chicago Lodge No. 4.

At the good old age of eighty-five, Jacob Benner, Sr., a pioneer cigar manufacturer of Chicago and father of William and Jacob Benner, of Benner Brothers, has passed to his rest. The funeral services were held at the Benner home, 1258 Winona Avenue; burial in Graceland Cemetery.

New quarters have been secured at 1805 Belknap Street, Superior, Wis., by Stiles & McDonnell, cigar manufacturers, formerly located at 1316 Ogden Avenue. The change in location was made necessary by increased business.

Sig. Meyer, the Western representative of F. Lozano, Son & Company, is back from a visit to the New York office of the house. Mr. Meyer is closing a very successful year's business, having added a large number of important accounts, some of them as far west as the Pacific Coast.

Clarence Hirschhorn, of Clarence Hirschhorn & Company, has gone to New York, accompanied by his wife to join in the celebration of their father's eighty-fourth birthday. They will return the second week in January.

Gilbert D. Smith, who recently severed his connection with Y. Pendas & Alvarez, has entered the employ of the Fromherz, Berlizheimer Company of Chicago.

Continued on page 37

Seattle

J. H. Cosper Moves to His New Location—Second Stand Near Fry Hotel for F. C. Williams—T. J. Ivers Sells Interest in Cigar Store

SEATTLE, December 26.

THE holidays are over. Jobbers and retailers closed the year with a very satisfactory business. Very few changes were made.

E. C. Hemphill, Burley Tobacco Company, is introducing a new brand of smoking tobacco, "Satisfaction." They are also doing some very extensive advertising on "Day's Work" and "Kismet."

B. F. Grimes, one of the popular First Avenue dealers, is getting a big business on "Sweet Loma Fine Cut" tobacco, a new brand he recently added to his stock.

J. H. Cosper, formerly located at 4871 Rainier Avenue, has moved to his new location, 4906 Rainier Avenue, which is a much more popular place. Mr. Cosper reports a very big business on cigars and cigarettes.

L. A. Sorg, Liggett & Myers Tobacco Company, recently left for Chicago on business.

Bob Bibby, formerly of Johns & Bibby, left for San Francisco to visit his friends and relatives.

Liggett & Myers Tobacco Company's salesmen, who have headquarters in Seattle, enjoyed their two weeks' vacation very much.

American Tobacco Company's new cigarette, the "Omar," is being well placed among the retail trade. They are also doing some very extensive advertising on the brand.

Cigarette smokers claim they have been saving money the past months on account of the continual sampling by the different companies.

C. J. Davis, proprietor of the Hotel Washington annex cigar stand, has sold out to James E. Davis.

Johns & Bibby, formerly of Seattle, have bought out the Wenatchee Billiard and Pool Parlor, of Wenatchee. They have the best wishes of their many friends for success in their new enterprise.

Geo. C. Burford, of Juneau, Alaska, was a Seattle caller recently. He says business is good in his home town.

E. M. Elam, representative of P. Lorillard Company, spent a few days here recently looking after his brands, principally "Union Leader." "Climax," etc.

Dan Carlton has just returned from a trip to Richmond, Virginia, where he went to visit his parents and also look after business interests. He is now representing the United States Tobacco Company in the states of Washington, Idaho and Oregon. He is again around among the trade talking "Epicure."

A. Caro, of the mouthpiece department of the John Bollman Company, has left for San Francisco for the holidays.

Fred Fitzch, president of the Spokane association, is busy getting out letters advertising the independent dealers. The association expects to send out a series of such letters to business and professional men's lodges, unions, etc., in the near future.

T. J. Ivers has sold his interest in the cigar store at Fourth Avenue and West Lake to Cass Altshuler and L. Hooper. The firm will be known as Cass Altshuler & Company.

Patten & Morgan have sold their interest in their cigar and billiard business on First Avenue.

C. H. Bascom has succeeded L. L. Phelps at 1937 First Avenue.

Dick Williams, formerly assistant manager of the M. A. Gunst stores in Seattle, has been made manager of the firm's stores in Spokane. He succeeds Jesse Newman, who, with his brother-in-law Lee Marks, bought the Cohn cigar interests at Butte, Montana.

Fred Chase is kept very busy booking orders for the new package of "Luxury" cigarettes. With the three rug insert the cigarette is getting so popular that it is impossible for the jobbers to supply the demand. They are especially popular in hotels and clubs. Mr. Chase is very popular with the trade and as a rule makes a winner of any new brand he puts on the market.

The Christmas rush is over now and business will move along rather slow for the next few weeks. Most every one is taking inventory. Most of the wholesale cigar people report having sold out entirely on all kinds of Christmas packages early this season and were unable to fill all the orders on hand.

During All Saints Church Fair held in the lobby of the Spokane Hotel, Spokane, "Zubelda" cigarettes were very conspicuous.

H. Shaw, representative of the New York Consolidated Card Company, was here this week on his regular trip.

Sam Newman, who for the past several years has made the Interior Alaska territory in the interest of Schwabacher Brothers Company, Incorporated, has gone into business for himself, having bought the Family Liquor House at 111 Yesler Way, formerly run by D. Himelhoch. His many friends wish him success in his new business.

F. C. Williams, who for several years past has been running a cigar stand at 310 Fourth Avenue, has opened up a new stand near the Fry Hotel. With the two stands it will just about keep him busy.

S. R. Moss, of the S. R. Moss Cigar Company, Lancaster, Pa., was here this week in the interest of his brands of cigars.

W. M. McManis, who recently bought out Johns & Bibby, is remodeling his store, which will make it up-to-date in every respect. Mr. McManis is kept very busy handing out "Lovera" cigars and hobnobbing with his many friends.

Tacoma Men Extend Welcome to Cigar Dealers

In Circular, They Invite Tobacconists of Washington and Oregon to Attend Meeting

The Tacoma retail cigar dealers have extended an earnest invitation to all retail cigar dealers in the states of Washington and Oregon to attend a two days' meeting of the Western Association of Retail Cigar Dealers, at Tacoma, Washington, to be held in the Tacoma Commercial Club rooms, January 14 and 15, and to be closed with a banquet on the evening of January 15, to which all are requested to come. A ball will follow the banquet.

The invitation is broad and goes on to say:

"The only responsibility you will have is in getting here. We will do the rest. The Olympus Hotel, Tacoma, will be the headquarters for the outside cigar dealers during their stay in our beautiful city. We are prepared to take care of an unlimited number, but would very much appreciate a little information in advance as to the probable attendance at the banquet, so that we may arrange for all. There will be a few short speeches and a short entertainment program before the bright lights are turned on in the ball room. We are especially desirous of making this Tacoma's most brilliant affair. There is no reason why the cigar dealers cannot get together in a way that will be a credit to themselves as well as to our city. Our commercial club here is the most ideal place we know of in which to hold a meeting and banquet of this kind. Its officers have been good enough to allow us the free use of committee rooms for our annual state meeting, and the entire club will be at our disposal.

"So come everybody. Bring your wife if you have one, and if not, someone else's wife. Don't forget the date—January 14 and 15. We have the assurance of a large delegation from Portland and other towns. The more the merrier."

Seattle Retailers' Association Elects Officers

At the annual meeting of the Seattle Retail Cigar Dealers' Association, held Friday, December 13, the following officers were elected for the next year: J. A. Gibson, president; M. W. McManus, vice-president; S. J. Brightman, treasurer; N. E. Nelson, secretary. Voted trustees, J. R. Brewster, C. E. Smith, R. E. Sullivan, L. L. Phelps, W. A. Harris, H. E. Brown, J. A. Gibson.

Mr. McManus is the only new officer, he succeeding Walter Chapelle.

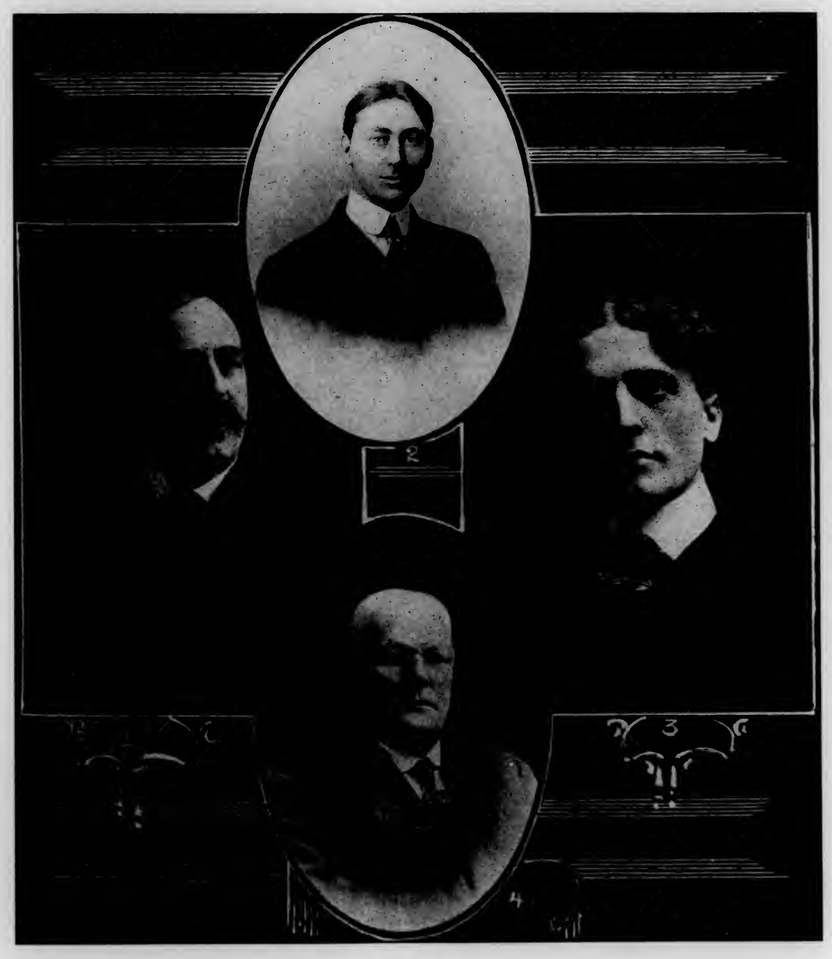
A cigar store has been opened, by C. B. Simpson, at Leon, Iowa.

A cigar store has been opened at Waverley, Iowa, by Herman Schultz.

A two-story addition to the Clark & Snover Tobacco Factory, situated on Adams Avenue, near Lackawanna, Scranton, Pa., has been completed at the cost of approximately $35,000.

Store of Joe Izard, Seattle, Washington

Seattle Retail Cigar Dealers' Association A Progressive and Helpful Organization



OFFICERS:

1.—J. A. Gibson, President
2.—Walter Chapelle, Vice-President
3.—N. E. Nelson, Secretary
4.—S. J. Brightman, Treasurer

Since the above illustration was made the annual election of officers took place, December 13th, at which time M. W. McManus succeeded Mr. Chapelle as Vice-President

LEAF TOBACCO MARKET

New York Market Dull---Buying Movement of New Pennsylvania Crop Slows up---Moderate Amount of Trading in Wisconsin---All Warehouses Open in Connecticut

NEW YORK.

NEW YORK CITY, December 22.

TRADING in the leaf market amounts to virtually nothing. Manufacturers have been going at full tilt and stocks in many cases are well used up. Yet the leaf dealers expect little trade for a week or more. All lines of the trade are now taking an account of stock and laying plans for the new year, and there is no indication that cigar manufacturers are in any hurry to buy any tobacco at present, at least not until they have had time to look around and gather the scattered ends of a busy holiday business together.

Interest centers on the hearing of the tobacco men before the Ways and Means Committee of the House of Representatives on January 17. Preparations have been made by New York dealers as well as by leaf men in other parts of the country. Whether they will be able to get together and work harmoniously for the good of all concerned is a matter yet to be decided.

PENNSYLVANIA.

PHILADELPHIA, December 24.

THE local leaf market has almost been at a standstill. But the leaf men have not been altogether idle by any means. The hearing they are to be given on January 17 was thoroughly discussed at a meeting held last Friday. They expect to present their arguments for a lower duty on wrapper and filler tobacco more clearly and effectively than was ever done before. The meeting held in the Harris Club was not large by any means, yet the firms represented there are among the most influential in the city. Whatever they present cannot help but carry weight. As one man put it, those present were the elite of the leaf tobacco trade.

The outlook for 1913, said one leaf man, is fair at this time. He stated that in many cases stocks are low and when orders begin to come in again the manufacturers will be compelled to buy heavily. The binder situation is about the same. Dealers are expecting a rush on them when they are able to prepare the Connecticut and Wisconsin crops for buyers. These crops will undoubtedly go a long way toward relieving the scarcity.

LANCASTER, December 26.

There has not been near as much buying of tobacco from the growers as had been expected the past two weeks. The larger interests evidently are through buying for the present, and local dealers will probably look over the remaining crops. They are in no hurry to do this, nevertheless, as they state there is enough of the 1911 on hand to warrant them in holding off for a while. One dealer predicted that the Lancaster County growers would receive considerably less for the remainder of the new crop than they got for that sold to the larger concerns, and that they will be able to get all they need before long—and at their prices, too. Time only can tell how near this prediction will come true.

One surprise here has been the call for the unpopular 1909 tobacco. A number of cigar manufacturers, who have been using this leaf, say that it can be used very well, when used in the right proportion with other tobaccos. But every one who knows the tobacco well realizes that it cannot be used alone as former Pennsylvania crops have been. One dealer claims to have secured an offer of seventeen cents for his 1909, but this is doubted by others, who say that any amount of it can be purchased at a much lower figure than that.

EPHRATA, December 20.

John J. Jeffries, who packs for Culman Brothers, of New York, started to buy last week and picked up quite a bunch in the eastern section of the county, paying in some instances ten and one-half and ten and three-quarters. John Longenecker and Gabriel Moyer, of Mount Joy, have purchased sparingly at prices around ten cents, and A. B. Cooper, of Landisville, has taken a few crops at the same figures. A few other buyers have been doing some driving, but trading has not been active. Indeed, in many sections of the county not much is to be had, the crop being pretty well cleaned up.

Deliveries of new tobacco have been begun. Morris Levy has been receiving at four of his warehouses—Lancaster, New Holland, Salunga and Ephrata. In fact, he has opened all his warehouses this week for the receipt of the new crop and the casing of it. Mr. Levy's opinion is that the tobacco so far received seems scarcely up to the quality promised from the appearance on the poles; however, he surmises that what he has so far received has been the last cutting, and he expects it to run better in the course of a week or two. No complaints are made of carelessness in handling and assorting and most farmers are careful to not allow their tobacco to get over damp so that the danger of case damage, much of which is believed to be caused by the leaf being too damp, will be reduced to a minimum. There has been an unusual activity in old goods.

On Monday Morris Levy received between 140,000 and 150,000 pounds of tobacco from farmers in this section of the county, at the Kimport cigar factory in this borough, the entire lower floor of which is being used in the work of assorting and casing the tobacco, under the superintendence of Mr. St. Clair, as manager. The work furnishes employment for a large number of men.

WISCONSIN.

EDGERTON, December 20.

A MODERATE amount of trading is still being done in the country districts in moving the balance of the 1912 crop which is suffering a decline during the holiday season. But little change is noted as regards prices and the goods are sold largely on their merits.

Another season of casing weather early in the week has permitted growers to remove more of their hanging tobacco from the curing sheds. The mild temperature has also served to soften the frozen bulks which many growers failed to properly protect in the late zero weather and stripping was therefore suspended until the leaf could be safely handled. The recent experience has taught many the necessity of covering the bulks as the tobacco is taken from the poles if the stripping cannot be immediately attended to, for if they become frozen a good deal of torn and broken leaf will result. A slight covering of the bulks with straw or corn fodder will generally suffice to protect them from any ordinary freezing weather and stripping can proceed at the leisure of the farmer having strip room facilities.

A few late sales are:

Ed. Ford, 14a at 10&3c.
E. Hermonson, 15a at 10&3c.
C. F. McCarthy, 8a at 7½c.
J. Moulthrop, 3a at 10&3c; 3a at 8&3c.

A few small lots of old leaf have been marketed during the week but no transactions of any size have been reported. There seems to be plenty of inquiry for anything of a good binder nature or of "B" stock even.

A few deliveries have commenced to reach receiving points and the tobacco is said to be coming in in excellent condition. Warehouse handling will be started the coming week by a few firms in this market, but the work will hardly be under headway until after the holidays. At Janesville F. S. Baines, T. E. Welch and C. J. Jones & Son have opened their warehouses during this week, while three or four others will begin operations Monday. A. Cohn & Company's warehouse at Madison opened Thursday.

Haskins & Swartz, of Janesville, who represent Julius Marquse in this state, have rented warehouse No. 1 of Hanson Brothers and will put up a packing in this market. Chas. Clatworthy will have charge of the warehouse, which will be opened for sorting right after Christmas.—*Reporter.*

VIROQUA.

Seldom has December found such a percentage of the tobacco crop of Vernon County off the shed poles as is the fact now. Wednesday night, Thursday and that night brought a dense fog and heavy showers, putting tobacco in fine shape for removal, and it is now being put in bundle. Many valley growers complain that they failed to receive sufficient dampness to bring the weed into perfect case.

From all quarters comes a demand from growers upon buyers to receive their crops early. Local warehouses will not open for sorting before early in the new year, although doubtlesss goods will, in a limited way, be received prior to that date.—*Censor.*

CONNECTICUT.

SUFFIELD, December 18.

THE large tobacco warehouse of William S. Pinney opened yesterday for the winter and has already started with a force of forty hands. At the American Cigar Company's warehouse in Main Street they employ nearly one hundred hands, of which about forty are sizers. This year the company is paying sizers seventy-five cents per hundred instead of sixty-five cents, the rate last year. This is the company's second seaon at the Spencer warehouse and only the best of help are employed there. Matthew Leahy is the manager and James O'Malley is the foreman. All of the tobacco warehouses are now running on full time and will continue until late in the spring. Some of the larger growers have already begun to contract for their fertilizers for next season and stable manure shipments have begun to reach town. The syndicate farms are breaking up new land and getting out lumber for new sheds the coming season. Twenty years ago the farmer who raised ten acres of tobacco was considered a large grower, but today there are individual growers with from forty to seventy-five acres and the syndicates have three and four times as much. The growth of shade grown industry is not as rapid as would be expected in

Continued on following page

Pennsylvania Growers to Have Tobacco Shows

Clinton County Growers to Have Theirs in Lock Haven; Lancaster County Men in City of Lancaster

ON January 25, the Clinton County Tobacco Growers' Association will hold their first annual tobacco show in Lock Haven, Pa. Although this is an old tobacco section, the industry has dwindled to comparatively a small acreage during the past ten years. Recently, however, the growers have organized an association and have asked for assistance from both the state and the United States government, and are planning to again bring back this industry to its normal standard. In this show will be exhibited samples of both the Pennsylvania Havana Seed tobacco and the local broadleaf. The president of the association, Mr. Charles Dunn, offers a $25 silver cup for the best exhibit of Havana Seed Wrapper tobacco. This cup must be won three times before it becomes the permanent property of the winner. The show promises to be a very interesting one from both the growers' and packers' standpoint, and it will be well worth the packers' or manufacturers' time to see.

The first Monday in February, the Lancaster County Tobacco Growers' Association will hold their second annual tobacco show in Lancaster, Pa. The show held last year attracted considerable local interest, and a large number of the Lancaster packers visited the exhibit and were very much interested. Practically the only tobacco shown at this exhibit will be the Pennsylvania broadleaf variety, which is the cigar filler tobacco.

California Growers Want Better Price for Turkish

The California leaf tobacco market may be considered as a joke, but it does not appear in that light to about a dozen Armenian tobacco growers of Fresno, California, who got together recently to consider means of getting a fair price for their crop. It is stated that last year the California crop of Turkish tobacco brought about seventy-five cents per pound, while this year the price is about thirty to thirty-five cents. The crop in the San Joaquin Valley is estimated at about one hundred thousand pounds.

Chicago Letter

Continued from page 33

President P. S. Hill has extended invitations to all of the head division salesmen in the Chicago territory to attend a banquet to be given by him. The invitation is accompanied by the assurance that all railroad fares and hotel bills will be paid.

A petition in bankruptcy has been filed by Sherman Brothers & Company against the cigar establishment of the F. S. Rockwood Company, 551 North State Street. It is understood that the financial difficulties of the company result from the fact that the section in which the store is located has changed in character—from a fine residence neighborhood to the location of the homes of rather a poor class of immigrants and their families.

James Terrell has left the employ of the Best & Russell Company and is selling the "Prince Albert" tobacco in the outskirts of the city. This is Mr. Terrell's first outside venture, and a wide circle of friends will hope that he makes good.

Storm, Fisher & Company are making bids for publicity by announcing that, sending in a "package cover" and thirty cents, anybody can obtain a 14-karat gold fountain pen.

L. R. Boudreaux, Samuel L. Sullivan and Jacob Fairman have taken out articles of incorporation for the John J. Lynch Cigar Company, Chicago; capital, $15,000.

HARRY E. RODENBAUGH.

The Leaf Market

Continued from page 36

view of the high prices obtained, but the initial cost of starting and carrying a crop through deters most of the farmers from trying it.

It is estimated that the acreage of tent-grown tobacco in the Connecticut Valley will be increased by thirty per cent. this season. This type of tobacco will be grown for the most part by syndicates, as the average farmer does not feel like going to the expense of covering his ground until the success of shade-grown tobacco is shown by a steady demand. There are some growers who are of the opinion that the popularity of this type is but a passing fancy and that when the curiosity of the manufacturers of the country has been satisfied the market will fall flat. On the other hand, the advocates of tent tobacco claim that it has come to stay and that in a few years it will have almost entirely taken the place of Sumatra as a cigar wrapper. The initial expense, however, will keep the small farmers from trying the experiment. It is doubtful whether a large proportion of the land that raises choice outdoor tobacco is suitable for the covered product and there is also a question in the minds of some as to what effect a wet season would have on tobacco under cloth.

KENTUCKY.

LEXINGTON, December 19.

OWING to the light weight of the Burley tobacco crop grown this year, it is predicted by growers and warehousemen here who are in a position to know, that the crop of 1912 will be at least twenty-five per cent. short. This means, of course, that the revenue of the growers, accruing from the crop as a whole, will be materially diminished, as the tobacco will not weigh out according to their expectations. Just how much this loss will aggregate has not yet been accurately figured, but it is estimated that it will amount into the millions. The warehousemen who handle the tobacco will also come in for their share of loss on the shrinkage of the crop.

It is conceded that the quality of the weed on the whole is better than usual, particularly the color, and while this will result in better prices as a rule than were paid for last year's crop, it will not, the tobacco people say, compensate for the unprecedented shrinkage in weight which is attributed to the unusually dry season when the tobacco was getting its early growth in the field and the dry weather which overtook the maturing stage.

PADUCAH, December 19.

This week has seen the opening of the tobacco season in Paducah and Western Kentucky. While Mayfield, Murray and other cities in this end of the state will be the recipients of thousands of pounds, Paducah as usual will lead the state in the amount of the weed handled through warehouses. The first loose-leaf sale will be conducted at the warehouse of A. J. Campbell, Ninth and Harrison Streets, this morning. About 100,000 pounds will be on the floor by that time.

Though the loose-leaf sales are expected to exceed those of last year, thousands of pounds from the Black Patch will find sale through the Planters' Protective Association, which has a large warehouse here. Numerous independent and Regie buyers are in the field and ere long practically the entire crop of Western Kentucky will have been sold or pledged.

The tobacco season is opening at an opportune time for both farmers and merchants. On the eve of Christmas, thousands of dollars will be distributed among the farmers. A great part of this will be expended on the local market.

Reports from the field indicate that a crop much larger than that of 1911 is being conditioned.

The books of the Planters' Protective Association will be closed on Christmas Eve, and many pledges are being received each day by the local officials.

OHIO.

CINCINNATI, December 23.

THE offerings during the past week were the largest that have been seen on the local breaks since last August, although the offerings of the previous week were outnumbered by only one hogshead. The sale on Wednesday morning was conducted under most adverse circumstances, the city being enveloped in a genuine London fog, which rendered the light so poor that the sale had to be suspended several times, and finally postponed until the following day. On account of the poor light, inspection of the samples was very difficult, and caused irregularity in the bidding, but firm prices prevailed throughout the sale. During the week a liberal assortment of new tobacco was put up, and buyers showed keen interest in the offerings, which resulted in their selling at prices from one to two cents higher than the same grades of tobacco brought last year. The average of $14.06 for the 114 hogsheads of new tobacco offered shows the relative strength of the local market and the quality of the goods offered.

The rejections for the week totaled 118 hogsheads, or about thirteen per cent., while receipts from the various points in the Burley belt amounted to 473 hogsheads. Tuesday will be the last sales day of the year, and indications are that it will be a large one. Sales will then be suspended until Thursday, January 2.

The average of $14.06 last week for new tobacco is an average of about two cents over the previous week. It demonstrates the fact that shippers to the Cincinnati market can always rely upon full value for goods of merit. Every large corporation and firm, as well as numerous small tobacco manufacturers and leaf dealers, have representatives on the market or orders placed to fill.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

ZIMBALA:—25,188. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

DEBUT:—25,189. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

NAVIGO:—25,190. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

EMOTION:—25,191. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

HIGH RANK:—25,192. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

INSTRUCTO—25,193. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

EN SEMBLO:—25,194. For cigars, cigarettes, cheroots stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

IMPRESSIVE:—25,195. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

KEYNOTE:—25,196. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Kaufman, Pasbach & Voice, New York.

MATHEW J. HUSS:—25,197. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. P. A. Kaufman, Chicago, Ill.

BRONX COUNTY:—25,198. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 11, 1912. Jose Gonzalez, New York.

BENEFIT:—25,199. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 12, 1912. The Moehle Lithographic Co., Brooklyn, New York.

BIG BALDIE:—25,200. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Stewart Bros., Ludington, Mich.

CUBAN SIRE:—25,201. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 12, 1912. Kaufman, Pasbach & Voice, New York.

QUEED:—25,202. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 13, 1912. Gordon Cigar & Cheroot Co., Richmond, Va.

ROPED HAVANAS:—25,203. For cigars, cigarettes, cheroots. December 13, 1912. The Louis Heitman Co., Dayton, O.

SLENDORA:—25,204. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

BOUGERSON:—25,205. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

NUTOBA:—25,206. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

FLOGERSO:—25,207. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

FLOBERTA:—25,208. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

HAVATOBA:—25,209. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

LENDERITA:—25,210. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

PHINORA:—25,211. For stogies. December 13, 1912. Isenberg Cigar Co., Wheeling, W. Va.

CASH GIRL:—25,212. For cigars, cigarettes, chewing and smoking tobacco. December 14, 1912. M. Foley, Rome, N. Y.

OUR NEW SMOKES:—25,213. For stogies. December 16, 1912. Isenberg Cigar Co., Wheeling, W. Va.

BE FOR BRUNSWICK:—25,214. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 16, 1912. Brunswick Smoker Manufactory, Brunswick, Ga.

PREVAL'S PREVALENCIA:—25,215. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 16, 1912. L. Preval, Milwaukee, Wis.

TEMPTELLO:—25,216. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 16, 1912. H. Schneider Co., Grand Rapids, Mich.

LA VILENO:—25,217. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 16, 1912. J. Friendo, Chicago, Ill.

BUFFALO FIVE:—25,218. For cigars, cigarettes, cheroots. December 16, 1912. A. C. Henschel & Co., Chicago, Ill.

A. D. HONEST QUALITY:—25,219. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 17, 1912. L. E. Sentz, Felton, Pa.

BENIZELOS:—25,220. For cigarette papers in books. December 17, 1912. N. E. Marcoglou & Co., New York.

MO-JO:—25,221. For cigars, cigarettes, cheroots, little cigars, chewing and smoking tobacco. December 17, 1912. Heineman Brothers, Baltimore, Md.

C. W. P.:—25,222. For cigars. December 17, 1912. C. W. Price, York, Pa.

HORNBE:—25,223. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 17, 1912. Hornstein & Berman, Philadelphia, Pa.

PHILADELPHIA LINK:—25,224. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 17, 1912. Hornstein & Berman, Philadelphia, Pa.

SCHARF'S SUCCESS:—25,225. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 18, 1912. Scharf Bros. Tobacco Co., St. Louis, Mo.

IOWA COUNTRY CLUB:—25,226. For plug, fine cut, twist, scrap, and all forms of manufactured tobacco. December 19, 1912. McHie Scotten Tobacco Co., Detroit, Mich.

SKINNY MARTIN:—25,227. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 19, 1912. Martin Bros., Waterloo, Ia.

EL VISION:—25,228. For cigars, cigarettes, cheroots. stogies, chewing and smoking tobacco. December 20, 1912. Thomas G. Thompson, New York.

TWICE:—25,229. For cigars. December 20, 1912. Oglethorpe Cigar Co., Brunswick, Ga.

TONACANA:—25,230. For cigars, cigarettes, cheroots. stogies, chewing and smoking tobacco and snuff. December 20, 1912. Harry A. McCann, Binghamton, N. Y.

SCOTCH MAID:—25,231. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 20, 1912. Kaufman. Pasbach & Voice, New York.

HI-O-LA:—25,232. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 21, 1912. Fred R. Prozesky, Aberdeen, S. D.

EL DEFENSOR:—25,233. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 21, 1912. Seeman Brothers, New York. A re-registration by transfer from George Alces.

XTRAGOOD:—25,234. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 23, 1912. Kaufman, Pasbach & Voice, New York.

NICK O' TIME:—25,235. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco, and snuff. December 23, 1912. Gordon Cigar & Cheroot Co., Richmond, Va.

SAFE N' SOUND:—25,236. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 23, 1912. Gordon Cigar & Cheroot Co., Richmond, Va.

PAMIES & ARRANGO'S REO:—25,237. For cigars. December 23, 1912. Pamies & Arrango, Tampa, Fla.

EL LOUISCO:—25,238. For cigars. December 23, 1912. Louis Coalla, St. Augustine, Fla.

GRAND SLAM:—25,239. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 23, 1912 Wm. Steiner, Sons & Co., New York.

LITTLE SLAM:—25,240. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 23, 1912. Wm. Steiner, Sons & Co., New York.

YOU'VE GOT ME:—25,241. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 23, 1912. Jacobs & Holtzinger Co., Windsor, Pa.

BOOB'S BEST:—25,242. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

ROYAL DAME:—25,243. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho Co., New York.

PULSE O' LIFE:—25,244. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CUBAN FAITH:—25,245. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho Co., New York.

HAVANA FAITH:—25,246. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho Co., New York.

SARDONICS:—25,247. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

ROSE-QUEST:—25,248. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

SWEET FORTUNE:—25,249. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

SHADOW LIGHT:—25,250. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

BOBBY BURNETT:—25,251. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

JOHN MORELAND:—25,252. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

MIKE FLANNERY:—25,253. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

LADY ATHLYNE:—25,254. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

DAVID BRAN:—25,255. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

TONO-BUNGAY:—25,256. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

KINGSMEAD:—25,257. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

ROYAL END:—25,258. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

BILL TRUETELL:—25,259. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

DROMINA:—25,260. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

EASTERN BOND:—25,261. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CENTRAL BOND:—25,262. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

MAURICE GUEST:—25,263. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

SHORT McCABE:—25,264. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York

WINNING CHANCE:—25,265. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

UNCLE GREGORY:—25,266. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

MARY GRAY:—25,267. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

MR. OPP:—25,268. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

KING KHAKI:—25,269. For cigars, cigarettes. cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

GYPSY COUNT:—25,270. For cigars, cigarettes. cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CUBAN CHUMS:—25,271. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

HAVANA IDOL:—25,272. For cigars, cigarettes. cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CUBAN COMRADES:—25,273. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CUBAN MEMORY:—25,274. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CUBAN EPOCH:—25,275. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

CUBAN ERA:—25,276. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

MYSTIC CURLS:—25,277. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York.

How Some Men Stop Smoking

Or Rather How They Say They Will, But Eventually Go Back to the Comforter

ONE of the most disturbing thoughts that comes into the mind of the slave of tobacco is the insidious resolve to stop.

The danger lies not only in the occasional presence of this thought, but in the fact that if it obtrudes too often, it may become a fixed habit.

How can we break ourselves of it?—not the tobacco, but the thought that we ought to stop it?

Smoking, as we have been told many a time and oft, is bad for the heart, bad for the nerves and bad for the pocket-book. It promotes thirst and takes up time.

There is, we regret to say, some truth in all this. There is just enough truth to foster that feeling of uneasiness at the thought that we are doing something that we ought not to do.

The average smoker smokes as much as he tells his wife, multiplied by three and then two more.

Even then he knows in his heart that he is smoking too much. He will smoke one cigar less tomorrow, and one less the next day. By and by he gets himself down—in his mind—to one cigar after dinner. That's enough for any man. Being only one cigar, he can afford to put as much money into it as into three that he is smoking now and still save. He will enjoy it so much more, also. Occasionally, as a special luxury, when he is out of an evening he will smoke two. Also occasionally, when he has a friend out at noon, he may smoke one after luncheon. But no more!

Sometimes the man quits altogether. He wakes up in the morning, folds his arms firmly like an expectant gladiator, looks at himself dramatically in the glass and exclaims: "Never again!"

Two hours later, he folds his arms once more—this time a little feebler—and there being no mirror this time, he just looks out into the cold, hard, unsympathetic world, and says, still somewhat dramatically: "Never again!"

—Puck.

Terry Dickerson is now operating a tobacco factory, at Lynnville, Tenn., having recently purchased the machinery and fixtures of the Rural Tobacco Company, whose factory was located at Pulaski.

TRANSFERS.

OLD BALDY:—31,260. For cigars, cheroots, cigarettes, smoking, chewing, fine cut and plug tobacco. Registered March 5, 1906, by El Draco Cigar Manufacturing Co., Philadelphia. Transferred December 10, 1912, to the Tobacco World Corporation. Re-transferred December 11, 1912, to Stewart Bros., of Ludington, Mich.

WILKIE COLLINS:—11,266. For cigars. Registered September 25, 1889, by Heppenheimer's Sons, New York City. Transferred October 3, 1912, to Coraza Cigar Co., Milwaukee, Wis.

MARK TWAIN:—4922. For cigars. Registered July 24, 1877, by Ed. Aschermann & Co., of Milwaukee, Wis. Transferred to Graf & Bauerlein. Transferred to Wm. Graf & Sons Co. Transferred October 3, 1912, to Coraza Cigar Co., Milwaukee, Wis.

CITY LIFE:—22,103. For cigars, cigarettes, chewing and smoking tobacco. Registered October 20, 1896, by H. E. Bradman, Belfast, Mo. Transferred April 11, 1911, to The Moehle Lithographic Co., Brooklyn, N. Y. Transferred December 5, 1912, to Marion C. Holcomb, Binghamton, N. Y.

CORRECTIONS.

THE BALKAN LEAGUE:—25,116. For cigars and cigarettes. November 14, 1912. D. Prisim, Boston, Mass.

BOUGERSON:—25,205. For stogies. December 13, 1912. Corrected form is **BON GARCON.** Isenberg Cigar Co., Wheeling, W. Va.

CANCELLATIONS.

WOTTON'S UNION BLING:—25,136. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1912. Beverly J. Wotton, Detroit, Mich. Has been cancelled.

FAIR PLAY:—25,156. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York. Has been cancelled.

Los Angeles

Holiday Trade Has Shown An Unusually Good Start, Many Dealers Being Already Sold Out On Special Goods—What the Big Jobbing Houses Are Doing

LOS ANGELES, December 20.

THE holiday trade in Los Angeles has shown an exceptionally good start; in fact, the sale of special holiday cigars has been better this year than for the same time last year. The jobbers are entirely sold out on all Christmas packages packed 1/80 and 1/40. Your correspondent has visited all wholesale jobbers today, and all of them without exception are sold out of all holiday goods and cannot get enough to supply their demands. Nearly all of the leading brands are out in special packages of 12 and 25 cigars. "Americans," "Websters," "Optimo," "Lovera," "La Natividad," "Lawrence Barrett," "Chancellor," "Lopez" and "Mi Rey" are all packed in the above-named packages, namely, 12 and 25's.

Beck & Company, successors to George W. Walker, are preparing to enter their new quarters at 224 South Angeles Street, this city. Mr. Beck is enjoying a nice business on all of his brands, particularly on "Belmont" cigars. This brand is bringing Mr. Beck true success. Billy Dickey, formerly city salesman for Rosenfeld & Smith, will be connected with Beck & Company after the first of the year in the capacity of salesman. Beck & Company have sure landed a live one in Billy.

Much credit is due J. A. Neides, city salesman for the A. B. Greenwald Cigar Company, due to the showing he has made with the "Mi Rey" cigar. As most all prominent cigar stores and drug stores in this city are handling this cigar, in all sizes, it goes to show how Mr. Neides has spent his time pushing the brand.

The A. B. Greenwald Cigar Company will soon inaugurate a campaign on "Manhattan Girl" cigar, made by D. M. Frank & Company, of New York. They have received their first shipment today, which consisted of 250,000 and ten cases of advertising matter.

Morris Barke has just returned from a northern trip and met with a great amount of success selling "Post Dispatch" and "Havana Sticks" cigars, five cent brands, manufactured by Eitel & Casselholm, of Louisville, Ky.

One of the most successful campaigns has been waged here by Karl A. Miller pushing "Zubelda" cigarettes. Mr. Miller has succeeded in placing attractive window displays of this cigarette throughout the city, and they are causing no end of praise.

While there have been a very great number of attractive window displays of "Webster" cigars shown in Los Angeles during the past few months, by far the best shown thus far is that shown by the Hookstratton Cigar Company, on Spring Street, this city. It is due to this method of advertising that the "Webster" cigar has enjoyed such tremendous success of late.

The Max Roth Cigar Company are complaining of a shortage on "Bachelor" and "El Wadora" cigars. As they are a little better than 300,000 oversold, they cannot fill their orders on these brands until the factories work harder.

The "44" cigar is proving a good repeater for the Goodman-Kinstler Cigar Company.

R. J. Gans, accompanied by Horace Gladstone, representative of Bondy & Lederer, are up in the oil fields doing some fine work on J. J. Gans popular brands.

The Klingenstein Company is experiencing a very large Christmas trade. "Webster," "The American" and "Y-B" cigars packed in 1/80 and 1/40 have taken with the public with good results. "Lord Lytton," their private brand, was packed in 1/40's. Mr. Klingenstein reports a large increase this year on Eisenlohr's "Cinco," and claims they could sell more if the factory would have come through with the necessary amount. The same applies to Surbrug's "Milo" cigarettes and "Golden Sceptre." "Admiration," a mild Tampa cigar, is taking well in Southern California and is giving elegant satisfaction.

The Klauber-Wangenheim Company is winding up its December business with the largest single month's sales made in the history of their business. This applies to both the Los Angeles and San Diego houses. This firm is one of the oldest in Southern California, and from the appearance of their shipping and delivery departments your correspondent quickly became convinced that the retail trade expected a heavy demand for the brands of cigars controlled by Klauber-Wangenheim Company. They are completely sold out of all special holiday packages and have been compelled to cancel orders for over 30,000 cigars up to the sixteenth of the month. The firm of Klauber-Wangenheim are handling in clear Havana "Optimo," "Sanchez" and "El Palencia;" seed and Havana, "Chancellors," "Virginia Harned" and "Flor de Mendel." In five cent cigars "Pippins," "Havana Ribbons," "Post Dispatch" and "Havana Sticks."

J. C. White, the hustling Southern California division manager for the Tobacco Company of Southern California, is doing some fine work on "Omar" cigarettes in his territory. Mr. White says he's batting .300 this season and his "Omar" business bears him out. M. B.

Holiday Trade Left Baltimore Stores Quite Bare

Jobbers too, Report Prosperity—New Distributor for "Bold" Cigars Making Good

(By Special Correspondent.)

BALTIMORE, MD., December 26.

THE day after Christmas finds the stocks of the leading retailers quite depleted. The Christmas rush this year was a little late in starting, but when it got under way its momentum increased daily. Upon the whole, the holiday season was both profitable and satisfactory to the trade. Local jobbers also have the same report to make.

A round of the cigar factories leads to the conclusion that some Baltimore houses have been making ground very fast during the past year. Such concerns as Heineman Brothers, Elliott, Ottenheimer & Elliott, Manchester Cigar Company, Wertheimer Brothers and Kranss & Company, have been hard pressed to make their deliveries, and they have big orders on their books for the new year.

Some local manufacturers have expressed considerable interest in the new cigarmaking machine that is being put on the market by the Cigar Machine Corporation of America. Their demonstrating plant at 106 South Gay Street is visited daily by cigar and leaf men from all parts of the country. An auxiliary demonstrating plant has been opened at Pittsburgh, where the stogie manufacturers have displayed keen interest in the work of the new invention.

A. J. Lynch, star salesman of the El Draco Cigar Manufacturing Company, Philadelphia, was in Baltimore last week distributing Christmas cheer. He learned from Edward Rouse, manager of the cigar department of Hopper, McGaw & Company, that the "Stratfords" are making a big hit in this territory. This good news was also confirmed by Edward Hughes of the Emerson Hotel, who has been pushing "Stratfords" with much success among the discriminating patrons of that hostelry.

B. Faistenhamer, 437 Forrest Street, who is distributing the "Bold" cigars manufactured by Bobrow Brothers, Philadelphia, is delighted with the manner in which they are repeating. Although he began the account in a small way, the business has more than trebled during the past six weeks.

D. J. Bowers, of the Royal Havana Cigar Company, states that their "Black Arrow" brand is making great progress in many sections of the country.

William Deiches & Company expect to occupy their new warehouses and salesroom, 115-17 Eutaw Street, shortly after the first of the year. They have already begun moving part of their stock and equipment.

The Birnbaum Cigar Company had some very attractive window displays during Christmas week at their busy corner on Baltimore Street.

Lilly-Dungan Company's main store at Hopkins Place proved to be a veritable headquarters for Santa Claus during the last hours of Christmas shopping. Their box trade on Key West and imported goods and "Reynaldos" proved surprisingly large. They also did big business on their special brand of "L. L. D." made by Luckett, Luchs & Lipscomb, of Philadelphia.

Samuel A. Sopher & Son have moved to their new cigar factory at 120 South Howard Street, where they also conduct a retail store.

F. A. Davis & Sons are finding that the "A. J. Cassatt" (Baum-Jaffe Company, Philadelphia) is a big duplicator. Although they have just recently introduced this cigar, they have been compelled to reorder frequently to meet their demands.

The Equitable Building stand of George Curtis reports having done a big box business during the holidays on their Tampa and Havana goods, including the lines of V. Guerra, Diaz & Company, Cuesta Rey, Pendas & Alvarez and George W. Nichols & Company.

How They Sell Cigars in Los Angeles

An Example of the Way the Klauber-Wangenheim Cigar Company, of Los Angeles, Push Cigars in South California. "The Man on the Box" is A. Garrett, One of Their Salesmen Starting Out on a Whirlwind Trip Selling the Leaders of this Firm

San Francisco

Cigarette and Tobacco Advertising Very Heavy on Coast—Retail Dealers' Association Prepares for big 1913—G. J. Vitaich to Dispose of Retail Stores

SAN FRANCISCO, December 20.

FOR the last few months cigarette and tobacco advertising has been unusually heavy, work in this line being probably on a larger scale than ever before. In addition to many small newspaper ads, full-page displays have been rather frequent, and an enormous amount of billboard space has been used. About the largest campaign of this kind so far undertaken is that of the Tobacco Company of California, which has contracted for 1,200,000 feet of billboard space to advertise "Bull Durham" in the Coast States. The billboard work in this city may be interfered with somewhat by an ordinance just passed limiting the height of billboards to ten feet.

The San Francisco Retail Cigar Dealers' Association is getting more active support from the trade than any similar organization in the past, and promises to become a permanent institution. It is preparing to start the year by taking up some new matters on which its action is expected to have an important bearing, and preparations are being made for a meeting next month at which practically all the members are expected to be present.

Sir Henry Bungey, Oriental representative of the British-American Tobacco Company, arrived here December 16th on the "Korea," en route to England for the holidays.

Edw. Wolf, of the Edward Wolf Company, is back from a visit to Los Angeles, where he found business active and the trade optimistic. Other visitors to Los Angeles from this city recently were H. Loewenstein and E. M. Elam, of the P. Lorillard Company.

Louis Erdt, the Melachrino representative, who has been traveling on the Coast for some time, is now on his way East. C. W. McCormick, representing the "Webster" cigar, who has spent several weeks in the various Coast cities, is also leaving for the East.

C. H. Schmidt, manager of Tillmann & Bendel, agents for a number of well-known lines, returned recently from a tour of the East, where he called on practically all the factories represented. This company is preparing to introduce a new Porto Rico cigar, the first shipment of which will arrive within a few days.

Chas. H. Knubel, who returned a couple of weeks ago from a prosperous trip through the Northwest, is now on his way East.

J. H. Mittenthal, a prominent cigar man of Fresno, California, was in the city this week.

G. J. Vitaich, owner of "Vit's Little Cigar Stores," expects to go out of the retail business the first of the year. He has an attractive opportunity to take up outside work for a prominent wholesale house, and feels that this will be more satisfactory than the retail game. The matter is not quite settled, however, as the present business will have to be disposed of before he can go on the road.

Geo. R. Webb, who has charge of the cigar business of the Coffin-Redington Company, the large wholesale drug house, is visiting the Tampa factories.

I. Danziger, the Manila cigar man, has been able to take care of his trade in fairly good shape, having received several good sized shipments lately, and he expects heavy shipments on the next two steamers to arrive from the Islands.

A number of M. A. Gunst & Company's travelers are now in for the holidays. This company has for years devoted much attention to smokers' articles for the Christmas season, and this year is outdoing all former efforts. The results have been fully up to expectations, and in the cigar department there has been a big rush for the last week. The wholesale department, in fact, is far behind in deliveries in several lines, and the special packs provided for the holidays were cleaned out some time ago.

Burd & Truman, the Sacramento, California, retailers, have taken a long lease on the new stand at Tenth and K. Streets, that city. This gives the firm three stands, and arrangements have been made for the cigar concession in the new Travelers' Hotel, now under construction.

Michaltischke Brothers & Company are having great success with the "Henry the Fourth" cigar of Bustillo Brothers & Diaz, which was only introduced here a few weeks ago, but is taking a place with the old established brands. It has been very difficult to get enough of these goods to fill orders, and the few received in special packs were closed out almost at once.

Late Changes in the Trade

A cigar factory has been opened at Fort Madison, Iowa, by W. F. Drebe.

A cigar and confectionary store has been opened at Homer, Nebraska, by W. E. Bucklin.

An interest in the Club House Cigar Store at York, Nebraska, has been purchased by John Afflerbach.

Tobacco Growers Aim to Eliminate Dealers

Method of Miami Valley, Ohio, Planters Explained—To Sell Direct to Manufacturer

TOBACCO growers have studied all parts of their business, but have given more attention to growing their crops than to selling, said Darius Ross, recently in the "Western Tobacco Journal" in explaining the methods used by Ohio growers in disposing of their crops. Within the past three years more time has been given the selling end of the business. The National Cigar Leaf Growers' Union of the Miami Valley now have about twelve warehouses located in Warren, Montgomery, Preble, Darke and Miami Counties. There they finish their own crops. The Union also covers a portion of the territory along the Indiana line on the Indiana side. The headquarters of the Union are at Dayton, Ohio.

None but members of the Union can enter their crops to be finished. These warehouses are owned and controlled by a stock company composed of union members only, and are duly incorporated. Each one is independent of the other. It was thought that the selling could be done by an authorized salesman, but we soon found that could not be done with benefit.

We have now completed the organization of a central sales warehouse company composed of union members only and governed by a board of five directors, representatives of the different local warehouses, with an advisory board of one member from each warehouse in the valley. Such member is to be selected by each warehouse company. We keep the management of the whole business in our own hands, as you see.

We propose in this sales warehouse to place competent men to sell our goods direct to the manufacturer by sample, just as the old jobber does. We, the growers, are finishing this tobacco and selling it ourselves, thereby doing away with the local buyer, the individual warehousemen and the jobber. Of course they say we will fall down, but we have not in two years, and in that time have been selling either direct from warehouse or by authorized salesman. I don't propose to publish the prices we have gotten for the goods sold; it's not good business to do so, but I am willing to say that those who have had their crops finished and sold are the most enthusiastic men we have in our organization.

When a grower's crop enters the warehouse to be worked it is insured by the warehouse company. That crop pays for its handling and sale. The finishing price varies according to condition of crop and how the grower handled it at home, but runs from one and one-half to four cents per pound. He sells that crop whenever the price suits him, but will be charged storage after a reasonable time from the finishing and boxing period. One of our oldest warehouses has sold every pound of their fillers from the house, and is now selling its wrappers at very satisfactory prices.

We expect in time, after we assure the manufacturers that we can finish the goods and have to sell as good an article as there is on the market, to sell a large part of our product direct from the sales warehouse recently established. We can divide the jobbers' and the trusts' profits with the manufacturer and justify him to come to our sales house. Growers have been compelled to work out this system or quit raising tobacco, as the prices we have had to take in the past do not justify the business of raising the crop.

Our members are not bound to put their crops in our warehouse. They can sell to whom they please, as we have no fear of getting all the tobacco we can market. The only drawback to our system is the grower who needs his money immediately, who must either take a warehouse receipt or wait until his crop is sold. This trouble will disappear after the first year's experience. The Union has caused the growers to receive much better bids for their 1912 crop.

Packers and dealers began to buy October 1 and purchased many crops at eight cents per pound; now they offer as high as ten cents. We do not expect to revolutionize the tobacco trade, but we do propose to cut out the middlemen, if persistence and money will do it. I believe that not more than one-third of the 1912 crop is sold.

To Expand Cigar Box Plant at Perkasie

THE Perkasie Manufacturing Company has been incorporated under the laws of Pennsylvania with $50,000 capital, to take over the cigar box manufacturing business of S. W. Benner, of Perkasie, Pa. Mr. Benner will continue his interest in the new concern which plans to largely develop and expand the facilities of the Benner plant.

Among the incorporators of the new concern are Thomas Stinson, the well-known Philadelphia capitalist, and A. C. Schoen, a practical wood working expert. The new owners expect to install additional machinery and put up new buildings which will more than treble their capacity. They expect to specialize on high-grade cigar boxes, and being situated in a very prosperous and busy cigar manufacturing district, they will be able to give quick service to their customers.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 304 - 306 E. 48th., NEW YORK.

WANTED—"Strickler's" success scrap cutter. Must be in first-class condition. Address E. E. F., 353 East Seventy-eighth Street, New York City. 1-1-1t

ATTENTION MANUFACTURER—We are jobbers in cigars. Would like to communicate with a few manufacturers who can make cigars for us, to be known as our own registered brand. Imperial Trading Company, 2232-34 Milwaukee Avenue, Chicago, Ill. 12-15-c

For Sale.

THE D. & K. CIGAR CO., Dallastown, Pa., informs the trade that they make a complete line of high-grade cigars. Samples on application. 10-15-1.

FOR SALE—Cigar molds, stripping blocks, short and long filler bunching machines, packers' presses, universal stripping machines, ADT steam dyer, steam engine and boiler, and other tools and fixtures used by cigar and tobacco manufacturers. Correspondence invited. Address, H. B. Coulter, Chillicothe, O. 11-15-a

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1_tf

FOR SALE—200 Cases of Old Spanish Tobacco, 8 Dutch, 7 Seed, 2000 lbs.; cleaned trash. Littman Brothers, R. D. No. 1, Versailles, O. 1-1-c

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

GOOD SALESMAN wants to represent a Pennsylvania factory, making cheap and medium grade cigars, to sell jobbing trade only. Address C. L. P., care of "The Tobacco World," 102 South Twelfth St., Philadelphia.

Salesmen Wanted.

WANTED—Established tobacco manufacturing concern desires a first-class, energetic cigar salesman, acquainted with the retail trade in the Ohio, Michigan and Indiana territories. Good opening for the right man. Straight salary and expenses. Give full particulars, stating age, experience and references. Address Box 300, "The Tobacco World," 102 South Twelfth Street, Philadelphia.

Special Notices.

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CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-tf.

CARL RUGE & COMPANY
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In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

EZRA SHANK.
Grower of choice Ohio seed leaf tobacco. Correspondence solicited.
R. F. D. No. 6, Dayton, O. 10-15-e

PIPES REPAIRED Expert Workmanship. Satisfaction guaranteed.
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Flor de Durstein Perfectos Extra, Seed and Havana, 10c Segars.
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High-Grade, Quick-Selling Brands which will interest all Jobbers and Retailers
Write today for details of this attractive proposition to
S. H. DURSTEIN, Mfgr., Wilmington, Del.
Factory and Office, WALNUT & SECOND STREETS

Interesting Trade Paragraphs

The "La Venga" cigar, made by Celestino, Vega & Company, is receiving a wide distribution in the St. Louis market through the efforts of E. E. Rauh.

The cigar store of William Leighton, on Nicollet Avenue, Minneapolis, was recently closed. George C. Knispel, a cigar manufacturer of St. Paul, took the stock to satisfy his claims on the firm.

A cigar and drug store has been opened in the Terminal Building of the Milwaukee Northern Railway, at Grafton, Wis., by G. A. Worm. "H. Gato," "Ben Miraz," "Wm. Penn," "Quatility" "Prince of India" and "Maskette" are the brands that are being featured.

A new cigar store has been opened in the Hotel Pasco, at Pasco, Washington, by Marvin R. Cohn, son of Louis Cohn, representative of the Hart Cigar Company. He is featuring "Gatos," "Optimos," and "Vasas."

A new store was opened at Youngstown, Ohio, on December 14, and also at Memphis, Tenn., by the United Cigar Stores Company. One of their stores which was recently opened at Dayton, Ohio, catered to 4000 customers on the opening day.

The cigar firm of Reinecke & McKone, of Fargo, N. D., has purchased the outstanding stock of their concern, which has been owned by A. Davis & Sons, and Grady & Bestwick, of that city, and have now become sole owners of the business.

A. L. Youse, Lake Charles, La., who conducts a cigar store in addition to a newspaper agency and messenger service, is now installed in his new store on the Philip Chavanne Building, on Broad Street, and has now associated with him as partner, Theodore J. Le Blanc, a well-known business man. A full line of tobaccos and smokers' articles will be carried.

WANTED

One Thousand Live Men

UNDER the new management which took hold two years ago, **The Tobacco World** has been making quick strides forward in every department. The improvement in our reading pages, the enlargement of our correspondence staff and the distinctive style, have combined to place **The Tobacco World** in a class by itself.

Our method of building, has been first, to produce the best trade paper in the tobacco field, feeling sure that such a standard would be sure to win recognition in the form of thousands of new subscribers.

That this recognition is coming, is evident in the increase of more than 75% in our circulation, as well as substantial gains in our advertising accounts.

With the opening of the New Year, it is our ambition to extend this circulation in every State by an aggressive campaign for subscriptions. To that end, we have an excellent proposition for traveling salesmen who would wish to take subscriptions on a commission basis. Only men of high standing and unquestioned character are wanted.

At one dollar per year, **The Tobacco World** is the best trade journal proposition in the country to-day. In most cases, all that is necessary to get a subscription is to show a copy of the paper, and point out its distinctive features. Solicitors who have taken hold of our proposition are making a good side income from it.

Why not, Mr. Live Salesman, do the same?

Address Circulation Manager, The Tobacco World

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Telephone: 377 John - - 4 Burling Slip, New York

JULIUS MARQUSEE, 141 Water Street, New York
Packer and Dealer in All Grades of Seed Leaf Tobacco
TELEPHONE 3956 JOHN

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(S. en C.)

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Figuras 39-41, Cable "CUETARA" Havana, Cuba

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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
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Quality Paramount

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Strictly Independent Manufacturers

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BankNote

The Best Cigar for 5¢

This is an age of big interests. The biggest interest centers in the Bank Note 5c Cigar. It's smoked by the millions.

United Cigar Manufacturers Co., New York

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"Made so well this generation it will remain the next generations favorite"

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Luckett, Luchs & Lipscomb

City Hall Square, Philadelphia

Makers Reynaldo and San Souci—mild Havana Cigars

Luxello, Vandalia and Copyright, hand made 5c cigars

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HABANA, CUBA

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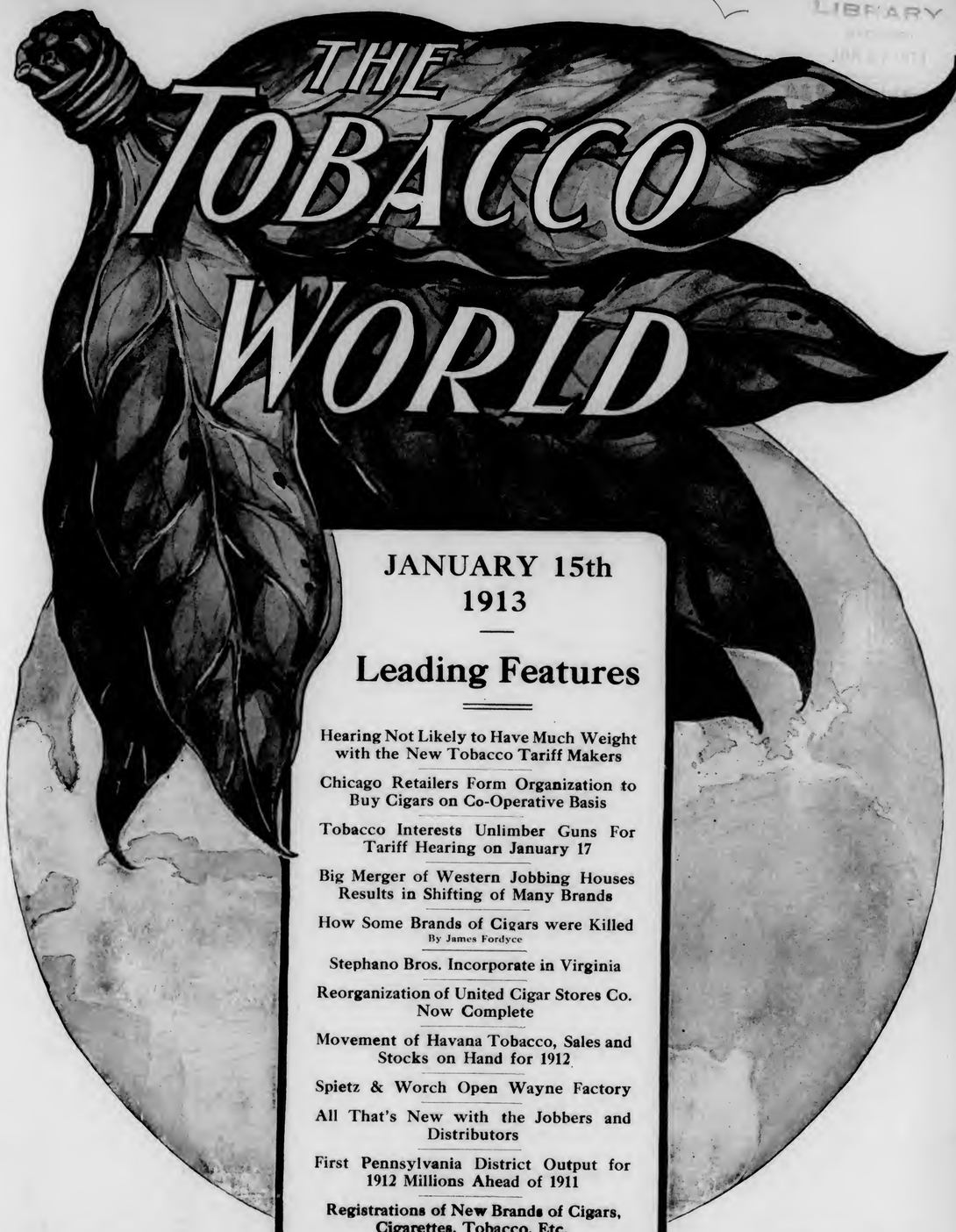


JANUARY 15th
1913

Leading Features

Hearing Not Likely to Have Much Weight with the New Tobacco Tariff Makers

Chicago Retailers Form Organization to Buy Cigars on Co-Operative Basis

Tobacco Interests Unlimber Guns For Tariff Hearing on January 17

Big Merger of Western Jobbing Houses Results in Shifting of Many Brands

How Some Brands of Cigars were Killed
By James Fordyce

Stephano Bros. Incorporate in Virginia

Reorganization of United Cigar Stores Co. Now Complete

Movement of Havana Tobacco, Sales and Stocks on Hand for 1912

Spietz & Worch Open Wayne Factory

All That's New with the Jobbers and Distributors

First Pennsylvania District Output for 1912 Millions Ahead of 1911

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXIII No. 2

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

Announcement

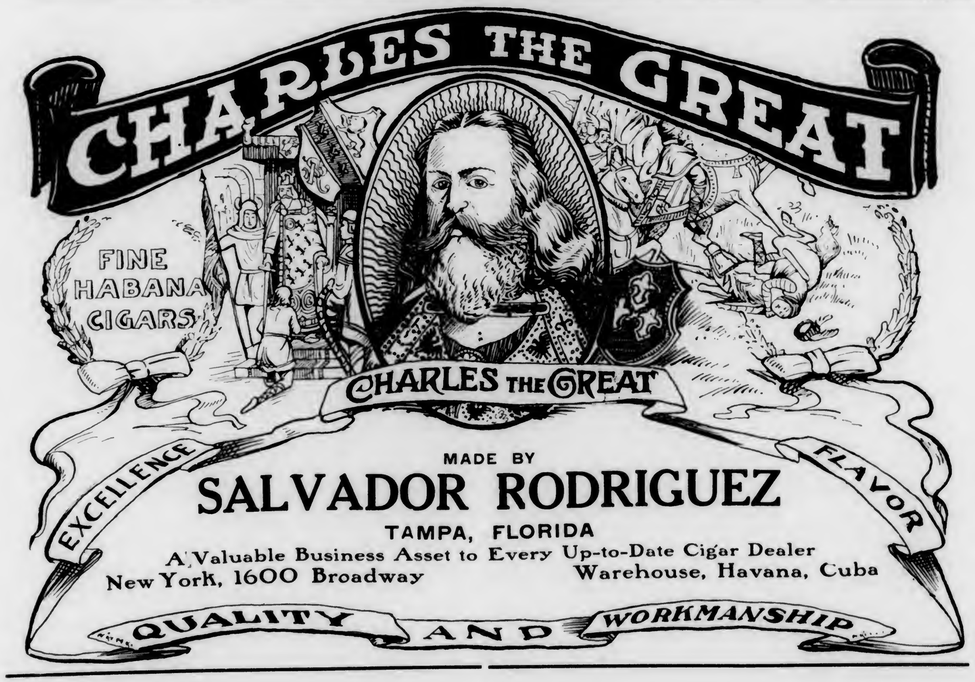
E. REGENSBURG & SONS

HAVANA CIGAR MANUFACTURERS

Announce the opening of their New Offices and Salesroom at 47 West 34th Street (Marbridge Building), New York.

You are cordially invited to inspect our new quarters

Telephone, 5900 Greely



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HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Two New PORTUONDO Brands—

SINTOMA

A worthy ten-cent cigar tribute to the Founder of the house and a solid quality offering to the trade.

ALL ALIKE

Our nickel brand with a new attractive label. It forcefully emphasizes our forty years standard of uniform cigar excellence.

Effective Window Display Cards Furnished for Both Brands.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste

SAN FELICE 5 CIGARS

San Felice CIGARS

The Deisel-Wemmer Company
LIMA, O.

Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

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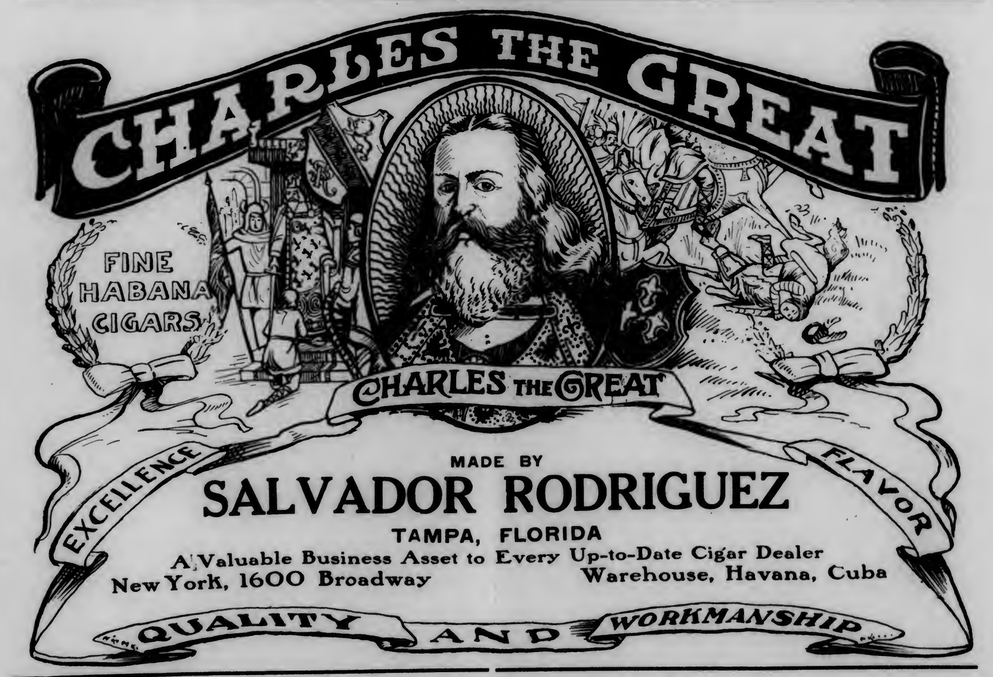

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EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Tops All Nickel Cigars

CRESSMAN'S COUNSELLOR 5¢ CIGAR

The Kind on Which
to Build Your Business

MADE BY

Allen R. Cressman's Sons, Philadelphia

How can I suit the Imported Cigar Smoker and give him a mild cigar?

HEARTSEASE SOLVES THE PROBLEM

Ranging in price from $55 to $70. Choicest imported Vuelta Filler, wrapped in shadegrown.

Its blend is perfection—A sure repeater

T. H. HART CO., Manufacturers
12th & Walnut Streets, Philadelphia

EL AGUILA DE ORO
BOCK & Co
BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR AyV Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVAREZ HABANA
H DE CABANAS CyC Y CARBAJAL
ESTELLA DE F.F.C. HABANA
LA INTIMIDAD GM DE ANTONTNO CARUNCHO
LA AFRICAN HABANA
LA MERIDIANA DE P.M.y Cª HABANA PEDRO MURIAS
FLOR DE J.S. MURIAS HABANA
Flor de J. S. Murias y Ca.
LA FLOR DE CUBA DE M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR DE PEDRO ROGER
LA FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA DE BANCES Y SUAREZ HABANA
LA CORONA

HENRY CLAY
AND
BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA
CIGARS

Just Right

Flor de Jeitles CIGARS

MADE BY
JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

TO THE DISCRIMINATING BUYER:

UNEXCELLED

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

Cigars of Distinction — Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers
TAMPA, FLA.
"THE TRULY HAVANA HOUSE"
New York Office and Salesroom: 136 Water Street

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CASTAÑEDA HABANA TRADE MARK

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

'ELITE' F.R.y Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

London Trophies ARISTOCRATS

PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded. 2 for 5c. and a full line of 3 for 5c. stogies Correspondence from jobbers and brokers olicited.

Wabash Cigar Co., Pittsburgh, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

SOLICITED

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Finest Workmanship

Under Sanitary Conditions

BERNADOTTE TRUE HAVANA CIGARS
A. KERN & CO., Inc., 109 W. 42d St., New York

"That's an unusually striking name for a cigar," said a "Liar" smoker recently. "Well, it's a mighty striking cigar," rejoined the dealer, who was selling to him.

HERE'S THE LABEL

¶ The unusual, distinctive blend of the "Liar" and the uniformity of the goods have resulted in a steady increase on this brand. It is out of the ordinary—just a bit better than anything at its price on the market.

¶ So in launching this new cigar, we decided upon a name in keeping with its distinctive qualities. The name and the goods are already linked together in the minds of many smokers as combining the best value possible for a nickel.

¶ We positively guarantee the "Liar" to contain one-fourth selected Havana tobacco, and to be wrapped in the best Sumatra leaf procurable.

¶ Write today for terms and territory to

5c **C. H. PLITT CIGAR CO.** **5c**

Manufacturers, York, Penna.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

Established 1870 *Factory 79*

S. R. KOCHER

Manufacturer of

Fine Havana and Domestic Cigars

Leading brands that sell and repeat are:

"Office Smokers," "Little Yara," "Daily Smoked," "Quaker," "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices, Wrightsville, Pa.

"Our Principal" has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs
46 Miller Street, Pittsburgh

REGISTER YOUR BRANDS

with

THE TOBACCO WORLD BUREAU

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

ROCKY FORD AND BEECHWOOD 5c. CIGAR

Made at our **NEWARK, N. J., FACTORIES**

The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.

28th and Smallman Sts., Pittsburgh, Pa.

DOUBLE CIGAR SALES

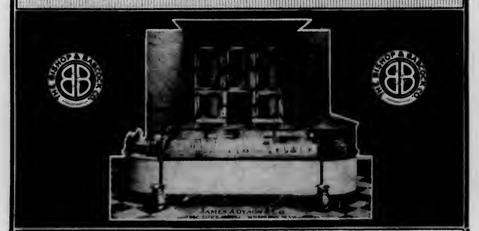
With less expense and trouble larger profits and greater satisfaction

Use the Becker Humidor Glass Cigar Box Lid. You will have the best humidor in the world. Your brand will get a reputation. *Because* the purity and flavor cannot evaporate (like others). *Air is extremely ruinous.*

One million users are praising the Becker Lid with the Steel Clamp Hinge, in use for ten years in all countries. Adjusted *in one second.* We make 25 different styles & prices.

P. A. BECKER CO., 132 Cumberland St., Brooklyn, N. Y.
Established 1891
Makers of All Kinds of Moisteners and Display Goods

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

---

WHY TRAIL ALONG BEHIND THE BAND-WAGON? GET ON IT!

YOU WILL WHEN YOU TIE UP TO THE BAUM-JAFFE PROPOSITION. IT'S BEST FOR JOBBERS AND RETAILERS.

"EL JAFFE"

The Finest 10c. Cigar

LONG HAVANA FILLER, BROAD-LEAF WRAPPED, IS ONLY ONE OF THE MOST SATISFACTORY LINE OF CIGARS EVER PRODUCED. WRITE FOR SAMPLES.

BAUM-JAFFE CO.

115-117 NO. THIRD ST., PHILADELPHIA

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

Racine Paper Goods Company

Sole Owners and Manufacturers

RACINE, WIS., - - - - U. S. A.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers — Detroit, Mich.

Here's the WHEELING STOGIE that SELLS

POSITIVELY

MILD

Made in Wheeling, by the best stogie-makers in America.

The Little Pet Stogie Co.

Factories: 1427 16th St., 1110 Market St.
Wheeling, W. Va.

A Message to Live Jobbers and Retailers

Every Smoker knows that the best stogies in the world are made in Wheeling.

Every Dealer knows or should know that he can build up a permanent and profitable business by handling the best goods.

We have the **goods.** Get behind our "Wheeling Delights" and push them. And your business will grow.

Territory open for live distributors. Write today for particulars.

WANTED

One Thousand Live Men

UNDER the new management which took hold three years ago, **The Tobacco World** has been making quick strides forward in every department. The improvement in our reading pages, the enlargement of our correspondence staff and the distinctive style, have combined to place **The Tobacco World** in a class by itself.

Our method of building, has been first, to produce the best trade paper in the tobacco field, feeling sure that such a standard would be sure to win recognition in the form of thousands of new subscribers.

That this recognition is coming, is evident in the increase of more than 75% in our circulation, as well as substantial gains in our advertising accounts.

With the opening of the New Year, it is our ambition to extend this circulation in every State by an aggressive campaign for subscriptions. To that end, we have an excellent proposition for traveling salesmen who would wish to take subscriptions on a commission basis. Only men of high standing and unquestioned character are wanted.

At one dollar per year, **The Tobacco World** is the best trade journal proposition in the country to-day. In most cases, all that is necessary to get a subscription is to show a copy of the paper, and point out its distinctive features. Solicitors who have taken hold of our proposition are making a good side, income from it.

Why not, Mr. Live Salesman, do the same?

Address Circulation Manager, The Tobacco World

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867

TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:. Cigar Box Labels .:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

GEO. SCHLEGEL

22nd St. and Second Ave., NEW YORK

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Sprinzer, Mgr.

CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST. L. S. Schoenfeld, Mgr.

NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS

Equal to Imported

Write for Samples and Prices

Get aboard the Band Wagon!

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

On the train, the other day,

I met a salesman who traveled from Chicago to the Pacific Coast in the interest of a certain cigar manufacturer. Because of the wide area this salesman covered he could see his customers not oftener than twice a year. Some of them he sees only once a year and some dealers he visits once—never again.

The manufacturer who hires that salesman could lighten the salesman's work and increase his efficiency by the use of the advertising pages of The Tobacco World. The World would hunt out some new dealers and jobbers really worth a visit; and in its twenty-four calls during the year, (to the salesman's one or two), if the manufacturer use the advertising space at all wisely, the salesman would develop an appreciation of the merits of his cigars impossible to create through infrequent, widely separated, personal visits.

The cost would be a fraction of the salesman's railroad fare.

THE TOBACCO WORLD

PHILADELPHIA

RESULTS---Efficiency's Best Test

"Bold and Discriminator"

Have produced results in every territory they have been sold.

¶ If you want results—results that mean increased business prestige, you must be equipped with the necessary business-producing merchandise.

¶ BOLD and DISCRIMINATOR have shown their mettle. Don't hesitate. Investigate.

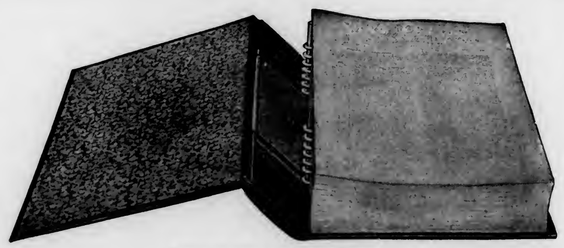
BOBROW BROS.

114 S. 2nd Street, Philadelphia, Pa.

KEEP The Tobacco World For Ready Reference In the Big Ben Binder

Here shown—the only binder that has the appearance of a regular bound book. No punching of holes necessary; all that is required is a slight slit between the pages with a pen knife. Each Binder holds one volume. We can supply these binders at the following prices:

Price for one - - - - $1.00 prepaid
Price for six - - - - 5.50 prepaid
Price for twelve - - - 10.00 prepaid



Illustrating simple method in binding

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane New York

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot Be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. MELACHRINO & CO. { London, 8 Regent St., S. W. / Capetown, South Africa } Calcutta, 10 Government Place / Alexandria, Rue Cherli Pacha / CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD

PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

T&O COMPANY MAKERS

MISKO

5C. CIGAR

MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

S. Loewenthal & Sons

131 Maiden Lane

New York

¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX

The largest handlers of scrap tobacco in the world.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

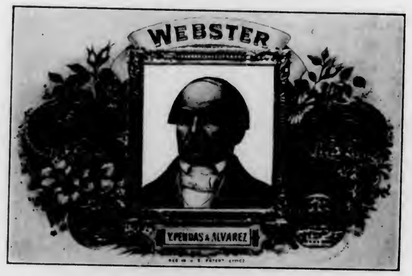
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

The Tobacco World

Vol. XXXIII. PHILADELPHIA AND NEW YORK, JANUARY 15, 1913. No. 2.

Chicago Retailers Form Organization To Buy Cigars on Co-operative Plan

Seventy Dealers Attend First Meeting of Newly Incorporated Company Which Promises to Cut Down Their Cost of Doing Business—Scheme of Operation Explained

(By Staff Correspondent.)

January 13.

OF the hundreds of Chicago tobacconists who were invited to attend a meeting on January 9, of an organization to further their own interests, but seventy responded.

The meeting was held in Masonic Temple, under the auspices of the American Retail Cigar Dealers' Company, which was incorporated six months ago and which has since been quietly working to formulate a campaign in behalf of the improvement of conditions among retailers.

The first letter sent out by the organization appeared under date of January 4, and it was set forth that under the proposed method of buying, the retailer could purchase any brand of cigar in small quantities (one box up) at as low or lower price than he now obtains the stock on large orders. It was also shown that this could be accomplished without the retailer being compelled to tie up hundreds of dollars in an overstock, as it is now necessary to do in order to buy to the best advantage.

Other points made in the letter were that the retailer could increase his income materially on the same amount of business that he is at present doing; that this plan of purchasing is not a radical change in business methods, but is the further development to gigantic proportions of a system now successfully in vogue in different parts of Chicago among the retail cigar men and druggists; that this is the long-sought means of placing the individual retail cigar dealer in a position to compete successfully with the chain store system in the buying as well as the selling.

At the meeting it was shown that the net expense to the company would be three per cent. of the gross receipts. This expense would include the salary of officers. It was also announced that the directorate would consist of five members, the three officers and one retail cigar man and one drug man.

As the meeting was to be semi-secret and the credentials for admission the letter sent out by the organization, those who attended were anxious to learn something of the personnel of the officers. It developed that J. P. Brill, the president and manager, is the only practical cigar man of the three officers of the organization, the other two officers being D. R. Roller, secretary, and R. E. Moser, treasurer. Mr. Brill was once connected with a Detroit cigar concern and sold to jobbers and retailers. He stated the prices at which the company could purchase cigars and furnish the members any quantity they might desire from one box up. The prices he quoted are practically the same at which the retailer can buy through a jobber if the purchase of a large quantity is made.

Mr. Brill asserted that it would be unnecessary for members to buy in large quantities, consequently the investment at any time would not be large and that there would be no dry stock to worry over. He also advocated

Continued on page 14

Hearing Not Likely to Have Much Weight With The New Tobacco Tariff Makers

Expert's Handbook of Previous Schedules Will be Used as Guide in Framing the New Measures—Many Want to be Heard on January 17

From the Washington Bureau of the Tobacco World.

WASHINGTON, January 14.

TOBACCO growers and manufacturers are to be permitted to appear before the Ways and Means Committee of the House of Representatives in the forenoon of Friday, January 17, to register their views of how the tariff on tobacco shall be revised. According to present reports, Chairman Underwood has been flooded with requests from tobacco men to be heard at that time, and as a consequence the witnesses will be limited to a few minutes each. In the afternoon of the same day the committee will give its attention to witnesses who desire to tell what revision is needed in the schedule on pulp, paper and books.

If the truth were known the public hearings are to play but a minor part in the Democratic revision to be reported to Congress next spring. The revision is to be scientific (?). It will be done chiefly by the experts in the employ of the committee. Already there has been prepared for the use of the committee a "tariff handbook," by Daniel C. Roper, its clerk. This "handbook" analyzes the commerce in various commodities in comparison with the duties under the three previous tariff acts. An expert may take this analysis and figure out just about what duties will be carried in the Democratic revision.

Mr. Underwood has already gone on record as saying the higher duties should be imposed upon those commodities, the greater portion of which is imported, whereas no duty should be imposed where there is no importation.

Although this "handbook" was prepared for the use of the committee, your correspondent is permitted to give here the analysis, carried in it, of the various tobacco schedules. It is as follows:

Imports, duties, rate of duty, equivalent ad valorem rate of duty; production, exports and consumption, by segregated divisions of Schedule F, for selected years from 1896 to 1912.

220. Wrapper tobacco, and filler tobacco when mixed or packed with more than 15 per cent. of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies when mixed or packed together, unstemmed.

Item	Wilson Tariff 1896	Dingley Tariff 1905	Payne Tariff 1911
Imports:			
Quantity (Pounds)	4,191,015.36	6,150,746.45	5,794,372.90
Value	$5,057,833.89	$4,721,034.34	$6,154,735.21
Average Unit	1.21	0.768	1.06
Duties	6,286,522.09	11,329,115.77	10,691,920.50
Rate (per lb.)	1.50		1.85
Equivalent ad Valorem (per cent.)	124.29	239.97	173.72
Exports	$24,405,245.00	$29,644,547.00	$39,159,708.00

220. Filler tobacco, n. s. p. f., unstemmed.

Imports:			
Quantity (Pounds)	15,872,996.39	22,056,973.38	32,453,585.64
Value	$5,934,598.63	$10,473,480.73	$16,376,569.51
Average Unit	0.37	0.475	0.505
Duties	5,555,548.93	6,442,850.81	9,878,028.48
Rate (per lb.)	0.35		0.35
Equivalent ad Valorem (per cent.)	93.61	61.52	60.32

Continued on page 14

Hearing Not Likely to Have Much Weight With Committee

Continued from page 13

221. Filler tobacco, stemmed.

	Wilson Tariff 1896	Dingley Tariff 1905	Payne Tariff 1911	
Imports:				
Quantity (Pounds)	1,015,762.47	2,732,743.62	4,358,096.24	
Value	$496,311.62	$1,458,848.32	$2,732,862.65	
Average Unit	0.48	0.55	0.628	
Duties	522,881.23	1,093,217.13	1,741,287.87	
Rate (per lb.)	0.50	0.50	0.50	
Equivalent ad Valorem (per cent.)	105.11	74.94	63.71	

222. All other tobacco unmanufactured, n. s. p. f.

Imports:				
Quantity (Pounds)	59,831.00	67,173.88	258,332.23	
Value	$10,724.08	$11,618.06	$70,882.53	
Average Unit	0.18	0.172	0.274	
Duties	23,932.40	31,763.91	117,557.83	
Rate (per lb.)	0.40	0.55	0.55	
Equivalent ad Valorem (per cent.)	222.96	273.39	165.90	
Production:				
Quantity (Pounds)		633,034,000.00	984,349,000.00	
Value		53,519,000.00	91,458,773.00	1910
Average Unit		0.08	0.09	

222. Manufactured tobacco, n. s. p. f.

Imports:				
Quantity (Pounds)	308,420.55	367,017.86	333,604.55	
Value	$51,809.27	$196,310.94	$155,131.64	
Average Unit	0.167	0.535	0.465	
Duties	123,368.21	198,467.16	167,471.00	
Rate (per lb.)	0.40	0.55	0.55	
Equivalent ad Valorem (per cent.)	238.12	101.00	107.95	
Production:				
Quantity (Pounds)		333,465,174.00		
Value		110,090,940.00	156,606,871.00	1910
Average Unit		0.33		
Exports	2,941,425.00	2,696,174.00	2,525,724.00	
Consumption		107,591,276.94	151,189,070.13	1910

223. Snuff and snuff flour, manfactured of tobacco, ground, dry, or damp, and pickled, scented, or otherwise, of all descriptions.

Imports:				
Quantity (Pounds)	18,964.75	23,210.94	39,662.53	
Value	$6,829.00	$12,675.00	$31,912.00	
Average Unit	0.36	0.546	0.805	
Duties	9,482.39	12,766.03	21,813.32	
Rate (per lb.)	0.50	0.55	0.55	
Equivalent ad Valorem (per cent.)	138.83	100.72	68.35	
Production:				
Quantity (Pounds)		20,221,400.00		
Value		$6,473,225.00		
Average Unit		0.32		

224. Cigars, cigarettes, cheroots of all kinds, and paper cigars and cigarettes, including wrapper.

Imports:				
Quantity (Pounds)	455,075.52	776,547.11	1,210,552.54	
Value	$2,065,853.02	$3,851,630.45	$5,193,057.22	
Average Unit	4.54	4.96	4.29	
Duties	2,336,765.45	3,581,473.83	3,541,536.14	
Rate (per lb.)	4.00 & 25%	4.50 & 25%	4.50 & 25%	
Equivalent ad Valorem (per cent.)	113.11	93.00	68.20	
Production:				
Quantity (M.)		10,810,663.00		
Value		214,541,175.00	260,088,233.00	1910
Average Unit		19.85		
Exports	1,438,936.00	2,994,029.00	1,857,860.00	
Consumption		215,398,776.45	263,468,452.00	1910

V. Gilmore Iden.

Spietz & Worch Open Wayne Cigar Factory

Detroit, Michigan, January 13.

As forecasted exclusively in The Tobacco World of January 1, the changes in the Spietz & Worch factory have come to pass by the withdrawal of Messrs. Spietz & Worch from the local branch of the United Cigar Manufacturers Company. Under the title of the Wayne Cigar Company, Messrs. Spietz & Worch have opened a new factory in the Polish Seminary Building, Forrest and St. Aubin Avenues, where they will continue to make the "Hand Made" brand of cigars for the Niles & Moser Company, of Kansas City.

At the old Spietz & Worch factory, which is now controlled directly by the United Cigar Manufacturers Company, W. J. Schloss, who has been with the Theobald & Oppenheimer Company for a number of years, which is now a branch of the United Cigar Manufacturers Company, has been installed as manager and the business has been continued without interruption.

Chicago Retailers Form Organization to Buy Cigars

Continued from page 13

a club brand cigar and produced samples of five and ten-cent cigars from five or six factories. Because of the fact that the distribution would be made among five or six hundred retailers the organization would be enabled to buy from reliable factories at excellent figures.

Treasurer Moser then outlined a plan to sell stock to not less than three hundred members at one hundred dollars a share, a retailer being obliged to purchase but one share. Mr. Moser conservatively estimated the average retailer's business under present conditions at two hundred dollars a month and painted a glowing picture of the dividend that would accrue to the five hundred members at the end of the year. He asserted the organization's profit would run up to thirteen per cent.

It was stated that the organization plans a motor delivery service, quarters in the "Loop" district, to be used as a club room for members, stationery, depository, etc.

The application for membership was signed by twenty-five of those present. The application sets forth that "it is understood and agreed that the organizers of this company, viz., J. P. Brill, D. R. Roller and R. E. Moser, will conduct this business at a net expense to the company of three per cent. of its gross receipts." This percentage is generally conceded to be too low.

Incidentally it may be stated that the sales of cigars at the Chicago Athletic Association during the year 1912 amounted to $150,000, and that the Union League Club and other similar organizations made a big showing. "This," said a prominent retailer, "is what is injuring our business, not the United Stores. Those retailers having a chain of stores are not in the least bit interested in the proposed new company."

Stephano Brothers Incorporate in Richmond, Virginia

Sell Part Interest in Concern to Tobacco Products Corporation, But Still Retain Control of Business

The rumor of the sale of an interest in the cigarette manufacturing firm of Stephano Brothers, of Philadelphia, to the newly organized Tobacco Products Corporation, has been confirmed by Henry Wise, a member of the law firm of Wise & Lichenstein, of New York City. Messrs. Wise & Lichenstein have been the attorneys for Stephano Brothers for some years and will remain in that capacity toward the new incorporation. Mr. Wise has given the following statement to the press:

"Stephano Brothers, manufacturers of the "Rameses" cigarette, have incorporated at Richmond, Virginia. The name of the corporation is Stephano Brothers, Incorporated. The capital stock is $3,410,000, of which $1,210,100 is preferred and $2,200,000 is common. The officers of the concern are: Constantine Stephano, president; Stephano Stephano, vice-president; E. P. Carleton, treasurer, and Gray Miller, secretary. In the neighborhood of fifty per cent. of the capital stock of this concern has been sold to the Tobacco Products Corporation. Messrs. Stephano, however, retain absolute control of the business in all departments, including the selling department. Any stories which have been printed to the effect that the control of this concern has passed into the hands of the Tobacco Products Corporation or to any one else are incorrect. The business will be carried on under the direction, management and supervision of Messrs. Stephano, precisely as it has been in the past. Not a share of the company's stock is to be offered to the public."

The cigar and tobacco stores of John Cox, located in the Carleton Furn. Building, Monument Square, Portland, Maine, were badly damaged by fire.

Charles H. Revere, has purchased the cigar store and manufactory in the Lilley Block, Main Street, Torrington, Connecticut.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

HARRY BOBROW

CHARLES BOBROW

It has been said that to enter the cigar manufacturing business nowadays, and to make a successs of it, one needs a flying start; that it requires enough capital to take care of the business for at least a year. There are so many brands on the market these prognosticators state, that before any man can expect to do a paying business, he must first pry someone else loose from the ladder of success to get a toehold. And to do this he must make himself noticed, not so much by the quality of his goods as his capacity to keep up advertising on a heavy scale and to shout to the trade at large his presence.

To a certain extent this is very true. Times have changed when a firm builded slowly and surely, with little expense, at distributing its products. Large companies are forming each year—concerns with unlimited capital, with men at their heads who have made good and who still have indomitable energy—in fact firms which have all the ammunition necessary to carry on a successful business in this day of keen competition. But while these examples are very noticeable, there are others which are the exceptions to the rule.

In April, 1908, in Philadelphia, two brothers started to manufacture cigars at 1911 South Eighth Street. They had learned to make cigars, had kept their eyes open, and furthermore had firmly fixed ideas as to what constituted a good cigar. Philadelphia, as is well known, is the big nickel cigar manufacturing market of the country, and the competition among the cigar manufacturers is very close and keen. Yet these men felt there was room for a good nickel brand, one that was just a little different from the big sellers, and they started to work along those lines.

Their cigar was to be known as the "Bold." They made it up in their small factory, which had been a residence, and started manufacturing with one cigarmaker. With so many other cigars on the market it was no easy matter to convince dealers of the merit of the cigar. But the unusual flavor and the honestly-made piece of goods, together with the energy and evident progressiveness of the makers, ere long began to have their effect. The beginning was the hardest part, as in all enterprises.

After a time orders came in with more regularity, many without any solicitation on the part of the recipients, so that they were compelled to increase their floor space. But their capacity in the factory was reached in a short time and preparations were made for moving to a more advantageous location.

This was accordingly done in the early part of 1911. The new location was desirable in many ways and the business prospered. They had taken on a salesman shortly before this period and were compelled to add another when they reached the new establishment, located at Second and Arch Streets.

The nickel cigar received most of their attention. But customers reckoned that since the five-cent cigar was of such a superior quality, the ten-cent brand could not help but be a big seller also. The makers thereupon put out a ten-cent cigar, the "Discriminator." It is a big seller, but the firm has become so closely identified with the "Bold" cigar, and the demand has been so great on this brand, that they have not been able to give the "Discriminator" the attention it merited.

The sales force and the force of cigarmakers was being increased from time to time, and it became a problem as the fall trade of 1911 hove in sight. To prepare for this another location was acquired, the one they now occupy, at 114 South Second Street, Philadelphia. This factory has answered the purpose fairly well. It is a six-story and basement affair. The first floor is used as an office and shipping room. The upper floors are the workrooms, where 350 employees turn out the product. This force was largely augmented the past two months. From one salesman several years ago the selling force has now grown to five local and two outside men. This staff is composed of enthusiasts. Not one of them has been solicited previous to joining the house.

Continued on page 16

How Some Brands of Cigars Were Killed

Written for The Tobacco World *by James M. Fordyce*

DURING the past twenty years in the cigar and tobacco trade, there have been a number of big-selling brands of cigars which flourished for a time and then almost without warning of any kind dropped out of sight. A dealer was commenting upon this some time ago and gave a number of reasons why sales on certain brands had dropped off. To these I have added several other reasons for brands failing to retain their popularity, which I give below.

Not so very many years ago the son of a leaf tobacco dealer in one of our larger Eastern cities decided that the cigar manufacturing game was more profitable than selling leaf tobacco. So he made arrangements to change his line of work. The city in which he lived had sufficient help and labor was cheap, too. In addition, he had the advantage of securing his tobacco from his father at small or little profit. His father had also backed him financially in his new venture.

He was fortunate in securing the services of an experienced factory superintendent. The brand he manufactured was to retail at five cents. He was able to market it and allow liberally for advertising and other expenses. Sales on the brand increased splendidly and in a comparatively short period the young merchant was contemplating the expansion of his business. To do this he needed more capital. This his father refused to give him, claiming that the business should be built from the ground up—from the actual profits only.

Against the counsel of his superintendent, he started to substitute inferior tobacco in the brand in order to increase his profits. The superintendent protested vigorously. He had been in the game long enough to see the folly of such a course. For a very short time the cigar sold as well as formerly. Then all at once—like Holmes' "one-hoss shay"—sales dropped "to pieces all at once." The cigar was killed beyond all hope of resurrection.

Today this brand can be seen occasionally in a number of stores in Central Pennsylvania, where dealers stocked up heavily. When questioned, they state that they are pushing them simply to clear their stocks. They usually retail at ten for a quarter. The erstwhile "millionaire" cigar manufacturer is again on the road selling leaf tobacco for his father.

Another potent factor in the killing of certain brands of cigars has been the evil of price-cutting. It seems odd, but the experience of many veterans in the cigar business has proven that the surest way to kill any brand is to allow it to be the subject of price-cutting. It makes no difference whether the brand has an established reputation or not. Other lines of business cut the prices on the goods they sell, but cigars appear to be peculiarly susceptible to injury by this practice. The smoker loses confidence in the cigar and reasons that since it is being sold at a lowered price, it necessarily must be inferior in quality. This was proved in New York recently, when a prominent dealer started to cut prices on imported cigars—on brands which are almost as staple as Government gold bonds.

There have been scores of cigars on the market the past twenty years—nickel goods—which have dropped in sales due to price-cutting. Selling at five cents straight at first, they retailed later at six, seven and often at nine for a quarter. And this, in the case of one cigar; in face of a campaign of publicity which up to that time was unprecedented. Thousands of dollars were spent on bill-board advertising and also in trade journals and newspapers. Yet when the cigar was cut in price the nation-wide popularity of the brand failed to keep up the sales. This cigar is too well known among the older tobacco dealers to need mentioning.

One instance of a cigar falling in the estimation of the smoker was illustrated recently in the Middle West. The brand was advertised heavily and sold by the millions. It had been placed in the hands of a jobbing house in one of the larger cities, which had every facility for pushing it in the right way, and among the right dealers. The distributors assisted the manufacturers in every way to increase the sales on the cigar and with the aid of their salesmen and the missionary men of the manufacturer, made a big profit.

Missionary men are recognized by many manufacturers nowadays as a necessity. Large jobbing houses cooperate with the cigar manufacturer when he places his cigar in their territory and use their best salesmen in pushing the brand. The jobbing house mentioned above did this on a cigar and made excellent headway among their trade. But they noticed that just as soon as their efforts toward keeping up the sales by missionary men relaxed, interest in the cigar waned. The quality of the brand had been lessened gradually for some time and it required artificial stimulation to keep it going. Before long profits were at a minimum, although they sold millions of the goods. The net financial gains amounted to virtually nothing for the simple reason that the high-priced missionary men and salesmen ate up all the profits the firm expected to make on the cigar. As a result they dropped it and although it still sells fairly well, it will never enjoy the popularity it once had. This wholesale house reckoned that missionary men are all right to introduce a brand to the smokers, but when sales could only be continued properly by means of many missionary men, it was time to discontinue the account.

To be continued in February 1st issue

Men Who Made Good

Continued from page 15

Harry Bobrow, the senior member of this concern, has become the factory man. He attends to the technic of the blending and manufacture of these brands and no one who has watched the progress of this successful young firm can fail to realize that the phenomenal growth of the business must be due in great part to the secret knowledge the man who has direct charge of the manufacturing must possess.

Charles Bobrow, whose likeness is shown, is the directing power behind the selling force of this concern. He has attended to this feature of the business from the time they went into business over five years ago, from the time he helped to make cigars in the daytime and sold them to the trade in his spare time, which usually was at night, after hours. He knows the cigars as few salesmen do and speaks from a fund of experience and knowledge when he places them with a new house. About twice a year he migrates to Western territory, where the "Bold" and "Discriminator" are becoming stronger and stronger each year.

The firm of Bobrow Brothers is an example of how two ambitious young men not only saw their opportunity, in great part they created it. Opportunity's call sometimes may be soft and low, but that lies with the hearer. To become one of the largest cigar manufacturers in a city known as the "Big Nickel Market" and to jump to this position in less than five years from the cigarmaker's bench is a record to which few firms can point.

PROBLEMS of the RETAILER

Don't Overlook Your Trade Paper

WITH the closing of 1912, many subscriptions expired. The question of renewal should be one requiring immediate attention, for while some publishers will carry the matter over for a time, others stop the paper promptly, and the number you miss may be the one most valuable.

You may say that your trade paper does not pay. The question is, why not? There is scarcely a paper worthy of the name which does not contain in every issue material which you should be able to so apply that it will yield more than the annual subscription price. The man who buys a bushel of potatoes and then has them dumped into the cellar to lie until they rot, has no kick because he did not get the worth of his money. The fault lies wholly in himself. If you have found some publication devoted especially to your line of goods unprofitable, take a look back, honestly, seriously. There may be much meaty substance in those pages which you have skipped and tossed into the waste basket.

Insist that your entire business family read the trade paper. It will render the clerk more efficient, more enthusiastic, and keep him in touch with the vital issues. Situations change every day. The man who would do his best work and get the most out of the capital invested must keep up with the times.

You pride yourself, perhaps, that you are well up in political matters; that you understand the situation in the Balkan states as well as the next man. That is very commendable, but is it not just as important to keep in touch with the news and features of your line of business, from which comes your livelihood, as it does with the big questions of the day, which affect you only indirectly?

Some day a man will come into the store and inquire about something, of which you know nothing. You will be compelled to admit that you know nothing about the subject, and the customer will go away with a poor opinion of your knowledge of your business.

If the question is one which every tobacco dealer should know, you will fall greatly in his estimation, particularly if he then asks your competitor down the street and gets an answer to the query.

Knowledge is the foundation of strength. Keep the trade publications, the class periodicals as text-books, without which the even running of your business will be under a handicap, and *read them*.

Just a Few Puffs

Some men try advertising nowadays like the Indian tried feathers. He took one feather and slept on it all night. In the morning he looked at it in disgust and remarked: "White man say feathers heap soft; white man big fool." They use this flash-in-the-pan method and wonder why "advertising don't pay."

It is not how much you make for yourself that counts, as it is how much you make of yourself.

Now is the time of year to size up your lines and throw out the "dead ones." But give a cigar a square show. It may be slow in starting, but when it does take hold, be one of the best ones you have. But if it does not make good, throw it out, for it is taking up room that some worthier brand deserves.

The Reliable Man Always in Demand

THERE is always room for the man who can be relied upon. "Why do you look outside your own business to find a man for that place?" asked one business man of another who had stated that he was looking for a man.

"Well, the truth of it is," replied the other, "the kind of a man I want isn't to be found among our seven hundred employes. I have always believed in promoting our own men when we have the right ones to promote, but I want a man who can be relied upon. I can't stand over that work all the time to coach some fellow who may be able to do the detail if I *do* the thinking for him. What I need and what I must have is a man who can take that department and run it without too much watching. Of course, any man I get will need a few pointers now and then, while he is getting in touch with our way of doing business. And I want a man who can take advice when I see fit to give it, and who knows enough to come to me for advice when he needs it. But I can't afford to waste time, money and business opportunity coaching a man who can't be depended upon. I want some one I can lean on, and not some one who will lean on me. Do you know where I can find such a man?"

"Yes," replied the other, "there are several such men around town, but they have already been discovered and I am afraid you will find it hard to get one."

Which class are you working yourself into Mr. Clerk?

Window Bulletin Suggestions

Regular Stocks Mean Regular Customers

We carry everything in the smoking line. Our stocks are among the most complete in the city. That's why we are never "just out of" certain lines.

CHOOSING YOUR PIPE RIGHT

is a matter upon which we can give you many helpful suggestions. For we know that pipe comfort means a free draw, cool draught, and balance.

We see that you get all these.

If You've Given Your Gift Cigars Away

you're now ready to buy the best. Come inside and we'll show you the best cigars you can get.

Not a poor one in the bunch.

Does Your Pipe Hang Right?

You will never know real pipe enjoyment unless it does. We cater to pipe smokers. Come in and look at our stock. No obligation to buy.

We have all kinds at all prices.

"IT certainly is odd the way the tastes of my customers change from year to year," said the Old Philosopher when I dropped in to see him the other day. "Take for instance the man of about thirty who just bought a pack of cigarettes. I remember well the first purchase that fellow made from me. That was at least ten years ago. I had been selling his dad all his cigars for years. The old man would smoke nothing but 'Romeo & Juliets.' One day they came in together. The old man jokingly remarked to me that he was going to start the young fellow right by bringing him to me to buy his cigarettes. The young man had graduated from college shortly before and the old man was teaching him the gentle art of earning money by taking care of other peoples cash. He was to be a banker.

"Well, Junior bought cigarettes from me for about six years. As a rule young fellows at the age he had reached finally jump to cigars, and I was not surprised when the coming banker did. He stuck to cigars for about four years and often said he didn't see what satisfaction any one got from a cigarette. You know how the larger cigarette concerns have been advertising cigarettes within the past year or more. The upshot has been that that fellow has gone back to cigarettes again. He said the other day that it was the same brand he had smoked while at college and he certainly enjoyed them. The old man jokes Junior about his fickle tastes and says he soon will be back to the cigar again. During this time the old man has been smoking his 'Romeo & Juliets' as regular as clockwork."

* * *

"You are an honest boy," said the elderly lady as she opened the roll of five one dollar bills, "but the money I lost was a five dollar bill. Didn't you see that in the advertisement?"

"Yessim," replied the boy. "It was a five dollar bill I found, but I had it changed, so that you could pay me the reward."

* * *

"Rather curious thing happened at our house the other day," said the commuter to his friend, Jones, as they were waiting for their train the other morning.

"What was that?" inquired Jones, as he lit his cigar.

"Well, you know our conservatory? We've had a lot of trouble over the insects in there, and the other day I got an idea. My wife gave me a box of cigars for Christmas, but I have given up smoking—at least that variety. Rather funny, eh?"

"Very peculiar," replied Jones.

"Yes, and I got a bright idea. We would give the cigars to the gardener to smoke in the green house. That would kill off the insects."

"And did it?" asked Jones.

"We gave them to the gardener to smoke and——"

"But did it kill the insects?"

"I should say so. It killed the plants, too. And the doctor said yesterday that the gardener is now out of danger."

The horse-hair sofa, for generations a potent factor in family matrimonials, had been on the job three hours. Furthermore the clinch showed no signs of dissolution. If anything Mary and Bill snuggled closer together and struggled more desperately to merge their individualities into blissful amalgam. Bill swore endless devotion and undying love. For her dear sake, he said, he would dare such dangers as mortal man had never tackled before. All he wanted was to get a chance to make Lochinvar, Leander, Romeo and all the other big league lovers look like four flushers.

"My love," he said wind-milling his arms dramatically, "if you and I were out on the ocean and were suddenly shipwrecked, I would drink up the sea to save you. What can I do to prove it?"

Mary devoured her sweetheart with languishing eyes. "Well, since you are in such a self-sacrificing mood, why not stop smoking? You know, you said, John, that you were smoking too much. See how much you will save."

Then John begged off. He said that the wildest promise never covered a contingency such as that.

* * *

A salesman friend of mine, traveling on a through express to Chicago, had an amusing experience recently. He left his chair in the crowded dining car just after he had ordered his luncheon, going to get something he had forgotten in the Pullman.

When he returned, in spite of the fact that he had left a magazine on his chair in the diner, he found a handsomely gowned woman in the place. He protested with all the politeness he could muster, but the woman turned on him with flashing eyes.

"Sir," she remarked haughtily, "do you know that I am one of the director's wives?"

"My dear madam," he responded, "If you were the director's only wife I should still ask for my chair."

* * *

A gold-mounted amber-stemmed meerschaum pipe, sent to President-elect Wilson as a Christmas gift from one of his friends in Vicksburg, Mississippi, brought out the confession that once in his life, and only once, did Mr. Wilson smoke.

"It was this way," he said: "My father was a smoker of some attainments and had got to the stage where he liked a fat, black cigar. In his leisure hours, my mother took advantage of his habit and employed him to blow the pungent smoke over her rose bushes to kill insects.

"One day when he was not at home, she suggested that I try it on one of her favorite plants and I obliged, somewhat proudly. For five minutes I steamed away like a furnace and then it hit me with disastrous effect. I never tried it after that."

"And you never had any ambition to learn smoking?" was suggested.

"No," he replied. "You see I never was forbidden to, so there wouldn't have been any point to it."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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The proposition of Mayor Blankenburg, submitted to Philadelphia Councils recently in his message, reducing gas to eighty cents and making up part of this deficit by taxing cigar and tobacco dealers, has met with considerable opposition among the trade in the Quaker City.

Philadelphia Stores Should Fight New City Tax

While retail and wholesale cigar stores are in favor of a lower gas rate, they do not feel that they should be called upon to pay an additional license or tax to bring this about.

It is pointed out by a prominent retailer that while the larger stores could pay the special tax, and not feel it, it would drive out of business many of the smaller neighborhood stores who are just now managing to eke out a living.

Mayor Blankenburg believes that about $75,000 per year could be collected from local tobacconists if a special tax of this character were to be imposed.

The proposition so far is in such a nebulous state that retail tobacconists have not thought it necessary to fight it openly, but should an effort be made to pass a law of this kind, a meeting will be called to present the case of the retail stores, and oppose to the last ditch, an enactment of a law that will saddle such a burden on the trade.

Special legislation of this character cannot fail to weaken the smaller stores and make competition with the larger chain stores almost prohibitive.

Sumatra, The Football for Tariff Makers

As the time approaches for the hearings on the tobacco tariff before the Ways and Means Committee in Washington, the prediction that there will be a decided reduction on Sumatra, becomes more likely of fulfilment. The fight between the importers and the domestic growers of wrapper tobacco will wage hot and fierce on Sumatra.

The contention of the Connecticut, Pennsylvania, Florida and Alabama growers that a reduction on Sumatra duty to a dollar will prove ruinous, will be presented in such a forcible way that it cannot fail to impress the tariff committee.

On the other hand, the importers and dealers who insist on a reduction, will shoot their heaviest guns, by pointing out the fact, that since the growth in the consumption of Sumatra by American manufacturers, that the American tobacco growing interests have not suffered in the least, but on the contrary, have been able to pay off past obligations and lay aside vast fortunes.

As the Democratic party is committed to tariff reduction all along the line, it seems that a slice in the Sumatra tariff is inevitable, and American growers, whether they be in Connecticut or Pennsylvania, will find that it is hard work pulling against this stream of public sentiment.

Among the Havana importing interests, there seems to be no division of sentiment in the demand that there be immediate relief from conditions which have long since been recognized as dangerous and oppressive. The demand of the Havana importers for a reduction of wrapper duty to one dollar per pound, and the classifying of bales of tobacco containing twenty-five per cent. or less of wrapper for assessment as filler, and those containing more than twenty-five per cent. for assessment as wrapper, seems both feasible and reasonable.

If the grievances of the Havana interests are presented forcibly and intelligently before the tariff committee, we see no reason why they should not carry their point.

It is recognized that the tariff hearings alone will not decide the schedules, but it would be well to have all interests represented, so as to throw more light and publicity upon the important questions which will confront the tobacco trade during the legislation which is sure to come under the Wilson administration.

United Stores To Reveal "Trade Secrets"

Believing that it is the duty of large corporations to inform their patrons of their methods of conducting their business, the United Cigar Stores Company have inaugurated an advertising campaign in Chicago for that purpose. Through the advertising columns of the newspapers they will tell to their customers their "trade secrets" and give them an insight into their business.

Other large corporations, such as the Standard Oil Company, the railroads, the Lumber "Trust" and the International Harvester, still use the press agent as their means of appearing before the public through the newspapers.

The United Cigar Stores Company is the first corporation voluntarily to take the step of informing those with whom they have dealings of their business. A half million dollars is to be expended by the United Cigar Stores Company in this form of advertising and the officers of the company believe that this method of becoming "acquainted" with their customers will prove of immense benefit to them in the conduct of their business.

Chicago was decided upon as the ideal place to inaugurate such a campaign, and the officers of the corporation are eagerly awaiting the outcome of the campaign in that city, with a view to making it national should it prove successful.

Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York

Many Distinctive Features in Hotel McAlpin

New Hostelry Introduces Unique Innovations—One Floor for Men Alone, Another Only for Women Guests

THE new Hotel McAlpin was opened for business on December 29. This latest addition to the larger hostelries of New York City will be one of the best of its kind. It accommodates twenty-five hundred guests and requires fifteen hundred employees to operate. Although the place is open for business, some of the floors are not yet finished.

The McAlpin has several distinctive features, placing it in a class by itself. One of them is a floor, the sixteenth, devoted exclusively to the use of night workers. Strict silence will be maintained on this floor, so that the occupants may do their slumbering undisturbed.

Another floor, the twenty-second, is for the use of men only, all the attendants are also men. The women also have a floor to which no men are admitted. All the clerks and attendants in these rooms are also women. The cigar stands of the hotel are under the management of the Acker, Merrall & Condit Company. They carry a wide stock of all grades of cigars, ranging from the clear Havana to the cheaper brands.

Announce Opening of "La Diligencia" Factory

Moreda & Company, Incorporated, Key West, Florida, with offices at West Forty-second Street, New York City, announce to the trade that the "La Diligencia" factory at Key West, will start operations during the first week of the coming year.

While it is well known that M. A. Gunst & Company have purchased the brand, etc., from Moreda & Company, it is the intention of the above to conduct the business under the name of the old firm.

The new factory building, which is now most thoroughly equipped, and ready for immediate operations, will be in a position to place on the market the "La Diligencia" brand on or about February 1.

Imports From Manila Increase

It is quite evident that the taste for Manila cigars is rapidly being acquired, for according to a prominent importer, the annual limit of 150,000,000 cigars, which are allowed to enter this country free of duty, is expected to be reached by the termination of next year. It is predicted that the imports this year will figure between 90,000,000 and 100,000,000. It is very evident that the business is steadily improving, and instead of the demand dropping off at this time of the year, it is still active.

E. Kleiner & Company Introduce New Cigar

A high-grade specialty cigar has just been put on the market by E. Kleiner & Company, and will be known to the trade as the "Marie Antoinette." Made in a number of popular sizes and shapes, and ranging in price from ten cents straight to twenty-five cents, it is a cigar that should appeal particularly to the discriminating smoker. Dealers catering to high-class trade will do well to feature this brand. The "La Famosa" cigar of this company is meeting with splendid success wherever introduced, having doubled its output in 1912.

T. J. Dunn & Company Report Large Shortage

T. J. Dunn & Company report having closed 1912 with a shortage of nearly 8,000,000 cigars. Plans are now being discussed to increase the output of the factory so as to keep the supply in line with the demand. Sales on the "New Bachelor" and other brands have been increasing steadily.

Claude E. Turner, Salvador Representative, in the South

Mr. Claude E. Turner, the affable and progressive Eastern representative of the "Charles the Great" cigar, is now in the South, visiting his home in Macon, Georgia, spending the holidays in that city.

While in the South, it is Mr. Turner's intention to visit the surrounding territory, where he is well known, having traveled extensively there for many years.

The New York office of Salvador Rodriguez looks forward to many new accounts, and large orders, which will probably be brought to their notice on the return of Mr. Turner.

J. W. Surbrug Sails

J. W. Surbrug, president of the Surbrug Company, manufacturers of "Milo" cigarettes, sailed for Europe on Saturday, January 4, for a prolonged stay there. His ultimate destination is Egypt, where he will look over the conditions prevailing in that country, and subsequently make his personal tobacco selections.

D. Gonzalez has resigned as manager of the Tampa Cooperative Cigar Company and has formed the firm of D. Gonzalez & Company with F. H. Westerman, to do a general cigar brokers' business, with headquarters at 135 Front Street, New York. The new firm announce that they are in position to represent several reliable houses that desire brokerage connections.

New York City Items

R. B. McKittrick, of M. Melachrino & Company, leaves for Pittsburgh tonight on a hasty trip throughout that territory.

Anton Kleiner left for Chicago in the early part of the week, where he will devote some time to the boosting of this cigar, which is distributed in that territory by Thorward & Roehling.

Clemence H. Cordson, Northwestern representative of M. Melachrino & Company, 214-216 West Forty-seventh Street, New York, manufacturers of Egyptian cigarettes, departed from this city for Seattle on January 2. He had been in the East, visiting headquarters during the past week.

Frank Lopez, Chicago representative of Garcia & Vega, manufacturers of Havana cigars, has been spending a few days in this city, looking up old acquaintances.

William Noonan, Philadelphia district sales manager of M. Melachrino & Company, was at headquarters in New York City.

Mr. Sol M. Gans, son of the senior member of the firm of Max Gans & Son, of 197 Water Street, has been admitted as a member of the concern, dating January 1, 1913. Mr. Gans covers the South for Max Gans & Son.

William Van Balen, representing the well-known leaf importing house of Ernest Ellinger & Company, was in New York for a few days, visiting at the firm's headquarters. Mr. Van Balen takes care of the Ellinger interests in the Middle West, with offices at 160 North Fifth Avenue, Chicago, Illinois, where he is known as an aggressive and able worker.

Fillipe Rodriguez, of F. Rodriguez & Company, manufacturers of "Flor de P. A. Estanillo," "Flor del Fumar" and "Elite" brands, returned to Havana on Saturday, January 11, on the steamship "Saratoga." Mr. Rodriguez had been spending the holidays in New York City.

L. F. Weiss & Company, manufacturers of cigars at 214 East Ninety-ninth Street, have made an assignment to Sydney W. Stern. The deed was signed by one of the partners, Eugene Levy. The other partner is Leo F. Weiss. This concern was formed on May 1, 1912.

Max F. Schneider, the well-known New York Sumatra importer, died several weeks ago at his home in that city from an attack of grip. Mr. Schneider had been associated with a number of firms in the course of his life and at the time of his death was in partnership with Mr. Unger, the Amsterdam Sumatra tobacco dealer. He was fifty-two years of age and is survived by a widow and a son, sixteen years of age.

M. E. Kalfon, an old-timer in the cigar trade in a number of the larger cities of the country, has opened a store at 532 Broadway, where, in addition to his retail trade, he will also job cigars, pushing two of his brands, the "Lord Watson" and "American Lords." Mr. Kalfon has lately been connected with the Ferdinand Hirsch Company.

First Penna. 1912 Output, Millions Ahead of 1911

Production for the Year, as Compiled from Revenue Receipts, Shows Encouraging Increase for Cigar Manufacturers

THE production of cigars and other tobacco products in the First Pennsylvania District for the month of December, as compiled from the internal revenue receipts, round out a most prosperous year for the cigar manufacturers. The figures for December show an increase in cigars over the same month the previous year of more than 9,691,000. Small cigars and manufactured tobacco also show increases, although there was a smaller output of both kinds of cigarettes than in December, 1911. The figures for the month are as follows:

	December		
	1912	1911	Increase
Cigars	61,529,510	51,838,300	9,691,210
Small Cigars	14,025,000	12,064,000	1,961,000
Cigarettes	8,166,600	8,644,080	*477,480
Cigarettes at $3.60	11,600	16,800	*5,200
Manufactured Tob., lbs.	92,702	84,461	8,241
*Decrease.			

The production of large cigars for the entire year is far ahead of that during 1911. As can be seen from the table, the year was slow in starting, January being below that of 1911. The output for March and June were also smaller, but when the boom started in July the production each month steadily increased over the same periods of the previous year. The month of October was a record-breaking one for cigar manufacturers, the production going over the 70,000,000 mark, that occurring only once before in the history of the trade, in the October of 1911. The increase for the entire year over that of 1911 totalled 19,351,373. The figures are as follows:

	1912	1911
January	51,712,480	58,376,800
February	57,352,083	54,357,810
March	59,818,500	64,189,650
April	59,742,000	56,696,320
May	65,116,700	63,739,060
June	61,929,240	63,560,240
July	64,267,610	57,810,830
August	65,997,470	63,173,600
September	65,235,370	63,574,000
October	70,014,020	77,351,780
November	69,822,010	67,511,440
December	61,529,510	51,838,300
Totals	761,537,893	742,186,520

Max Rosenblum, Nacie Gartner, B. Rosenblum, 2 West 120th Street, New York, are named as the incorporators of the Edwin Cigar Company, recently incorporated at Manhattan, New York, with a capitalization of $250,000.

J. L. Goldsmith has been appointed by H. Duys & Company, the Sumatra importing house, as representative in the Chicago and Milwaukee markets.

A. J. Lynch, the well-known representative of the El Draco Cigar Manufacturing Company, of Philadelphia, has been in the New York market recently in the interests of the "Stratford" cigars, made by his company. Mr. Lynch opened several accounts in New York with this brand, which is particularly popular through Philadelphia, Baltimore and Washington, and he feels convinced that New York consumers will be equally interested in a first-class Philadelphia product, such as theirs.

The directors of the United Cigar Stores Company last week declared an initial dividend of one and one-quarter per cent., and one-half of one per cent. extra on the common stock of the company, payable February 15, to stock of record January 15. This is said to be done so as to put the stock on a permanent seven per cent. basis.

PHILADELPHIA.

T. H. Hart Company Prepare to Move

Have Decided to Locate at 1514 Sansom Street, Where Desirable Building Has Been Secured

THE T. H. Hart Company, manufacturers of the "Five of Harts" and "Heartsease" cigars, are making preparations preliminary to moving to their new location on February 1. A number of desirable places have been under consideration and a building at 1514 Sansom Street has finally been decided upon. It is two stories in height and has a basement running the length of the place.

The new location should be desirable in every way for the T. H. Hart business. It is centrally located, making it convenient for the jobbing business, and has ample floor space, being about 25 feet by 150 feet in length. The factory of the firm is situated at Quakertown.

They report having closed a good year's trade. The "Five of Harts" and "Heartsease" brands have secured a number of desirable connections in outside places and have been duplicating nicely. These cigars are well placed around town, the "Leda" ten-cent brand being also well known to Quaker City smokers.

Melachrino Changes in Philadelphia

AN important change has been made by Melachrino & Company in their Philadelphia representation in the appointing of Mr. Mahan to succeed William Noonen, who has been sent to Detroit, Michigan, to look after the Melachrino interests in that territory. Mr. Mahan, who has already assumed charge of the Philadelphia end, is an experienced cigarette man and very popular among the trade. He has secured the services of F. Vance Veith, who has been with the Finley Acker & Company cigar department for the last four years. Mr. Veith is a brother of W. R. Veith, the New Jersey sales manager for Melachrinos.

Steigerwalds Move to 2411-13 N. Howard Street

John Steigerwald & Company, Incorporated, removed on January 1, from their former location at Twentieth and Tioga Streets, to a larger building at 2411-2413 North Howard Street. They had been contemplating this move for some time as the old quarters were becoming far too small for the Steigerwald business.

The Howard Street location is desirable in many ways for the business. It is four stories in height, and has a basement running the length of the place. The salesrooms and factory are both located at this address.

Jeitles & Blumenthal, Limited, Factories Busy

Local Cigar Manufacturers Are Oversold to the Extent of Three Million—To Push "Statesman" Brand

CARRYING over back orders for nearly three million cigars, Jeitles & Blumenthal, Limited, are opening the New Year under very auspicious circumstances. Their three out-of-town factories, in addition to their big factory on Eleventh Street, in Philadelphia, have been taxed to their fullest capacity for the last six months in a vain endeavor to keep up with the inrush of orders, and while January is usually a dull month with the average cigar manufacturer, this month finds their factories working at top speed.

They intend to push their "Statesman" ten-cent cigars more aggressively this year than ever. They are packing these goods with an attractive new label which is a decided improvement over the old. This cigar is a high-class seed and Havana piece of goods, made in twelve sizes. Its popular running-mate, the "Royal Peer," is an old favorite in the trade.

In their five-cent grades they are having a big success with their "Flor de Jeitles" and "Masterpiece," as well as their "Tungsten," "Little Peer" and "Statesman, Jr." The "Tungsten" brand has a big sale in the Western States, where it has been distributed by the William A. Stickney Cigar Company, of St. Louis, Missouri, and will be featured by their successors, the Niles & Moser Company, in western and northwestern territory.

Samuel C. Jeitles, of the firm, expects to leave Philadelphia this week for an extensive trip through western territory, calling on his trade.

Goodloe Cigar Company Strengthens Lines

The Goodloe Cigar Company report having closed a most successful season. This concern has not yet been in business a year, but have placed the brands they distribute in the majority of the larger stands around town. They recently took on several lines of cigars, which they say will strengthen their stock materially. A Manila brand, made by one of the largest factories in the Philippines, the "La Fragancia," was added to their lines and is selling well. It is imported by Horace Kelly, of New York. Other brands taken on within the past month are the "Claudia," a three-for-a-quarter smoke, E. M. Schwarz & Company, of New York, and two brands of the West Indies Cigar Company, the "Gran Director," three for twenty-five cents, and "Arno," a nickel brand.

Quaker City Items

Sig. C. Mayer & Company moved to their new location at 306-308 Cherry Street, Monday, January 13.

Louis H. Eisenlohr, of Otto Eisenlohr & Brothers, left last week for a month's pleasure trip through the South, en route to the Panama Canal. He traveled by rail to Florida and took a steamer there.

The cigar manufacturing and retailing firm of Hornstein & Breman, which opened up for business on Thirteenth Street above Market, shortly before the holidays, has secured another store in the central section of the city, being at 39 South Eighth Street. This makes the third stand of the concern.

A fire in the building at 920 Chestnut Street several weeks ago badly damaged the fixtures and equipment of the Casino Bowling Alleys in the place, also the stock of goods in the cigar stand run and controlled by H. J. Bergman. The loss is covered by insurance. Both the bowling alleys and cigar stand are closed for business.

Roy Charles, vice-president of the Cole Tobacco Company, of Newport News, Virginia, spent several days at the factory of Bayuk Brothers Company.

B. E. Merwin, until recently manager of the cigar department of the John H. Fitch Company, of Youngstown, Ohio, has been appointed to represent Allen R. Cressman's Sons in Ohio, for the "Counsellor" cigar.

William Luckett, of Luckett, Luchs & Lipscomb, left Philadelphia last week on an extensive trip through Western territory. He expects to go as far as the Pacific Coast, boosting "Reynaldo" cigars, and will be away more than a month.

L. W. Moorin has been engaged to represent the Theobald & Oppenheimer lines in Pennsylvania and the Southeast.

About forty members of the factory, office and selling forces of Theobald & Oppenheimer Company were entertained at a banquet and vaudeville entertainment given by President John M. Kolb on New Year's day at the Majestic. All of the out-of-town salesmen and local men were included among the guests and T. W. Hesselbacher presided as toastmaster.

The four upper floors of the building at 247 North Third Street have been leased by the Rotelda Cigar Company. The building is twenty-five feet wide and one hundred and twenty-five feet long, furnishing floor space sufficient to accommodate two hundred men. This firm was formerly located on South Fourth Street.

TOO LATE FOR CLASSIFICATION

WANTED—A man with experience to extend retail cigar business. Capital of $1000 or more. Address, Box No. 101, care of "The Tobacco World," 102 South Twelfth Street, Philadelphia, Pa. 1-15-c

POSITION WANTED by reliable experienced Havana cigar packer. Good instructor. Capable to act as foreman. City or country. Address, "Cigars," 599 South Twentieth Street, Newark, N. J. 1-15-c

New Representative for Bayuk Brothers Company

BAYUK BROTHERS COMPANY'S expectations of a large increase on "Havana Ribbon" sales for 1912 were more than realized, the final figures showing up far in excess of anything heretofore realized by the company.

Lines have already been laid for a live-wire campaign starting January 1, and covering the larger portion of the Western States. A number of high-class cigar men have been secured, whose expert services combined with the quality of "Havana Ribbons" should insure the firm the largest year's business ever experienced.

A. G. Bucher has been allotted Iowa, Nebraska and North and South Dakota, while C. M. McFarland will cover the states of Wisconsin and Minnesota. Frank D. Patton will devote his undivided attention to Illinois, while E. C. Jeffress will do the boosting in Texas, Oklahoma and New Mexico. E. C. Bolm is covering Missouri and Kansas, while Joe Lange is taking exercise in his old time stamping ground, Indiana and Kentucky.

Elaborate Dinner Given by Bobrow Brothers

On Sunday, January 6, an elaborate dinner was given by Bobrow Brothers, to their office force and representatives of the firm. It took place at the new and beautiful home of Harry Bobrow, senior member of the firm. The toastmaster of the occasion was A. M. Schwarz, advertising manager of Bobrow Brothers, who carried off the honors in first-rate style. Those responding were Harry and Charles Bobrow, G. McPalmer, L. M. Walters, W. A. Copple, E. A. Collins and Miss Rose Bobrow, head of the firm's office force. After the dinner the guests indulged in dancing, which concluded a most enjoyable evening's entertainment.

Several New Salesmen for 44 Cigar Company

With the opening of the new year, the 44 Cigar Company has taken on a number of new salesmen. They are F. D. Crawford, who will cover New York State, working out of Binghamton; M. Zander, Southern representative, with offices in Dallas, Texas, and James F. Cormany, who will work the Middle West east of the Rockies, working out of Savannah, Missouri.

They are now preparing to occupy their new addition, in which will be moved the offices. In Mr. Lipschutz's office will be placed a new mahogany desk and chair presented by the office force on Christmas.

Bagley Representative in New Quarters

S. Van Doren, sales manager in Pennsylvania, New Jersey and Delaware for the John J. Bagley Tobacco Factory, of Detroit, recently moved his Philadelphia headquarters to 412 Lippincott Building, Twelfth and Filbert Streets. He has a big crew of men working under him through Pennsylvania, pushing their new five-cent plug "Maple Dip." He is also meeting with much success in the pushing of their new brand of smoking tobacco "Old Colony."

Cressmans Appoint Another Eastern Traveler

A new representative for the "Counsellor" factory has been appointed in the person of J. G. Oliver. Mr. Oliver is a salesman of wide experience, having been with some of the largest firms in the country during the past twenty years. He will cover the eastern part of the country, traveling through New Jersey, New York and the New England States.

Tobacco Interests Unlimber Guns for Tariff Fight

JUDGING by the preparations under way by the various tobacco growers' associations in the cigar leaf states, the Ways and Means Committee on January 17 at Washington, D. C., will be fairly swamped with briefs and statistics showing them why they should not reduce the duty on wrapper or filler tobacco. On the other hand, they will have to take into consideration the claims of many leaf tobacco dealers and cigar manufacturers, who contend that the duty on imported tobacco is far too high. These interests are also well prepared for the hearing with data showing why the duty on imported tobacco should be reduced.

At a number of meetings recently held by the Lancaster Tobacco Growers' Association, by the Wisconsin Tobacco Planters, also the Clinton County Association of Pennsylvania, steps were taken to put the proposition squarely up to the law makers at Washington. The Connecticut growers have been preparing petitions which it is expected will be signed by more than one thousand tobacco growers, asking that the duty be left where it is.

Reports from other cigar leaf sections of the country, such as Florida, Georgia and Alabama, prove that these interests are also going to make themselves heard. A committee of Tampa cigar manufacturers will also be on hand.

New York Leaf Trade to Ask for $1 Wrapper Duty

THE New York Leaf Tobacco Board of Trade held one of the largest meetings in the history of that body on Friday, January 10. After Chairman Carl Wobbe had called the meeting to order a resolution was introduced by Ferdinand Cranz. It was seconded by E. A. Kraussman and voted upon immediately after, without discussion of any kind. The resolution was as follows:

"Resolved, That we favor a reduction of the duty on wrapper tobacco to $1 per pound, and that the chairman appoint a special committee consisting of seven members to take such action as may be necessary to obtain said reduction."

The committee as appointed by Mr. Wobbe is as follows: E. A. Kraussman, F. M. Dolbeer, Charles Vogt, S. Ruppin, J. H. Duys, F. Cranz and Charles Fox.

A resolution pertaining to the filler duty was then introduced by Charles Fox, reading as follows:

"Resolved, That we favor a change of the so-called fifteen per cent. clause in the present tariff so as to read: filler tobacco, when packed with twenty-five per cent. or less of wrapper tobacco, shall be assessed at filler rate, and that the term wrapper tobacco mean such tobacco as is commercially known as wrappers."

The resolution which was finally adopted favors a reduction of the duty on filler tobacco from thirty-five to twenty-eight cents.

It is understood that two briefs are to be filed by the committee which will go before the Ways and Means Committee. One will deal with the reduction on wrappers and the second one on the filler situation.

Lancaster and Phila. Leaf Interests Want Wrapper Reduction

THE Philadelphia Leaf Tobacco Board of Trade has been busily preparing the past two weeks for the tariff hearing before the Ways and Means Committee at Washington on January 17. The brief to be filed has been in the hands of John R. Young, ex-president of the National Cigar Leaf Tobacco Association, the secretary of the committee appointed by Julius Vetterlein, president of the Philadelphia Board of Trade. Mr. Vetterlein is an ex-officio member of the committee. Mr. Young has appeared before the Ways and Means Committees in other years when matters pertaining to the tobacco trade came before Congress and has had the necessary and most valuable experience for carrying the work to a successful conclusion.

In order that the tobacco growers and the dealers of Pennsylvania would present a united front on January 17, Mr. Young and Mr. Vetterlein attended a meeting of the Lancaster Leaf Tobacco Board of Trade on Saturday night, January 11, and showed the Lancaster tobacco interests how a community of interests existed between the two sections, and how advantageous it would be to work together. The meeting was largely attended. The tobacco growers also had been invited and listened closely to the address of Mr. Young, who spoke for more than an hour. Mr. Vetterlein and A. B. Hess, of Lancaster, president of the National Cigar Leaf Tobacco Association, also made addresses. The growers had been inclined to ask that the duty on imported tobacco be retained, they asserting that were the duty on fillers lowered it would affect their output.

Mr. Young pledged that the committee representing the Philadelphia interests would ask only that the wrapper duty be put at $1 per pound or less and would not work for a lower duty on fillers.

As a result of the meeting the following resolutions were passed:

"Resolved, That the Lancaster Leaf Tobacco Board of Trade endorse the action of the New York Leaf Tobacco Board of Trade and the Philadelphia Leaf Tobacco Board of Trade taken on the question in regard to the duty on imported wrapper tobacco, which is a reduction of the duty."

The Leaf Tobacco Board of Trade had been divided in opinion regarding the proposed reduction in the duty. As many of them are growers of tobaccos they did not favor any reduction, especially on fillers.

Connecticut Growers to Defend Present Wrapper Duty

TOBACCO growers from all over New England gathered in Hartford, Connecticut, on January 10, at the calling of a meeting by the New England Tobacco Growers' Association for the purpose of taking some steps to head off the possible reduction by Congress of the tariff on imported tobacco.

The session was held at Unity Hall and hundreds of tobacco growers of the states of Connecticut and Massachusetts attended. The movement against the reduction has spread widely through New England, and especially in Connecticut, for it will affect these growers more than any others. They contend that it will mean a complete change in their product, making it a binder rather than a wrapper tobacco, and that the price will undoubtedly drop about ten cents per pound. They assert that were Sumatra tobacco allowed in free, or even with a liberal reduction in the present duty, it would drive them out of business. For even now, with the tariff at $1.85 a pound, more than half of the cigars made in this country are wrapped in Sumatra leaf, they say.

Milwaukee

Rene Van Cambrugge Opens Cigar Stand at Green Bay—Sparta Cigar Company, of Sparta, Files Bankruptcy Petition—Edgerton Begins to Experience Unusual Activity in Leaf Tobacco Circles

MILWAUKEE, WIS., January 10.

BUSINESS with the local retailers has been fairly good during the past two weeks.

Surman reports a nice trade at the Cuba Rica Cigar Store in the Wells Building. The "El Planco" continues to move well; the "La Palina" is also moving nicely.

Harry Ziegler reports a good business at the Wells Building and states business is gradually improving at his new stand in the Merchants and Manufacturers' Bank Building. He carries a nice line there, including the "Webster," "Tom Moore," "Alcazar," "Mi Lola," "Harvester" and a good line of nickel goods.

The United Cigar Stores Company are now settled in their new store in the Caswell Block. Business with them continues very good. Julius Horvath, who conducts the lobby stand in the Caswell Block, added several new brands during the past week, including the "Webster," "Mi Lola," "Harvester," "Alcazar" and "Tom Moore."

Allansons continue to enjoy a very good business on all brands.

A. O. Meister is doing his usual business. The "Equity" and "Cinco" are still proving favorites.

Leo Abraham is doing nicely at Third Street and Grand Avenue. Joe Faiger is enjoying a short vacation and is visiting in New York. He is expected back about the twentieth, when he will take charge of the Third Street store. Oscar Chapman, formerly chief clerk, has been promoted to city salesman. Chap should make a success on the outside, as he is a jolly, likeable fellow.

Earl DeVore, who has been alternating with Joe Leiser as relief clerk at this store, will leave shortly for the Sunny South, where it is understood he will engage in the furniture business.

Fay Lewis & Brother Company are doing a very good business, both wholesale and retail. Sales on the "Webster," "El "Sidelo," "Tom Moore" and "Masterpiece" continue to increase.

The Pabst Building store are featuring the "El Sidelo" with an attractive window display.

Thoroughgood & Company, one of the largest cigar box factories in the West, located at Janesville, Wisconsin, are increasing their output and this week acquired space in Minneapolis, Minnesota, where a branch factory will be operated.

The Sparta Cigar Company, of Sparta, Wisconsin, filed a voluntary petition in bankruptcy. The assets of the firm are placed at $1333.50, of which $203.75 is exempt. Liabilities are $3366.28.

Rene A. M. Van Cambrugge has opened a cigar store at Green Bay, Wisconsin.

Arthur E. Buchanan resigned as Deputy Sheriff at Superior, Wisconsin, to take charge of the Tampa Cigar Store. He is one of the popular men about town, has for several years been in public life, and has a host of friends. He should do well in his new undertaking.

Edgerton, Wisconsin, is beginning to experience its usual activity. Already the United Cigar Manufacturers' Company, P. Lorillard Company, McIntosh Brothers, W. S. Brill and Pomeroy & Pelton have opened their warehouses, while the new Eisenlohr warehouse will soon open with about three hundred hands.

The El Insito Cigar Factory have opened in their new quarters.

Fred A. Greene succeeds William M. Chalmers as state representative of the Pinkerton Tobacco Company, Mr. Chalmers having been promoted to an important position at Toledo, Ohio. Mr. Greene was formerly connected with C. L. Culton.

N. Gillan, of York, Pennsylvania; L. Weil and son, Richard, of New York, and I. Lewis, of Newark, New Jersey, are visitors in the state looking after their purchases in the market.

O. A. KROMPAS.

Late Trade Items

The M. W. Rafferty Company, Canton, Illinois, have planned to expand their cigar factory, devoting more attention than ever before to their line of clear Havana products. The Spanish method introduced in 1912, will be used more extensively in the manufacture of these goods which have made a decided hit with the trade.

An up-to-date cigar store has been opened lately in the State Bank Building, Omaha, under the title of Durran Cigar Company. Among the brands featured are "La Venga," "Charles, the Great," "Henry, the Fourth," "Tom Moore," "Reio," and others, as well as a selected variety of nickel brands.

The Branch-King Cigar Company, located on Parrish Street, Durham, North Carolina, has dissolved partnership, Mr. Branch's interest in the business having been taken over by H. H. King, who will continue to manufacture cigars at the old stand. Mr. Branch is in business for himself, having recently opened a cigar factory in the Everett Building.

Bobrow Brothers Granted Injunction

In Suit Brought Against Balis Brothers Court Sustained Claim—To Discontinue Manufacture of "Balo"

IN the infringement suit recently brought by Bobrow Brothers, of Philadelphia, against Balis Brothers, of that city, for infringement of their trademark and label, the complainants alleging that the defendants by marketing a cigar under the title of "Balo," were imitating their "Bold" cigar, the court on December 31 last granted an injunction against Balis Brothers, which reads as follows:

"We do command you, the said Maurice Balis and Meyer Balis, copartners trading at Balis Brothers, not to use the word 'Balo' or other similar word, upon cigars or boxes containing the same, in imitation of complainant's trademark "Bold," and that you do not further use in unfair competition the label, Exhibit B, or any substantially similar thereto, in fraudulent imitation of complainant's said label, Exhibit A."

Bobrow Brothers claimed that the sale on the "Bold" cigar has been injured through the marketing of the "Balo," which dealers had been selling, being under the impression that they were handling the "Bold" cigar. Balis Brothers have agreed to the injunction and have replied that they will discontinue the manufacture and marketing of the brand.

New Factory for Martinez-Charles Company

A new cigar factory is to be erected in Jacksonville, Florida, by the Martinez-Charles Company. In addition to the factory buildings twenty-two cottages will be erected for the accommodation of the employees. As the majority of them will be either Spanish or of Spanish descent, one of the features of the settlement is to be a Spanish Club. According to the plans now under way, the factory will occupy two city blocks, the factory building itself to be three stories in height, with accommodations for one hundred people.

Frank P. Lewis Remembers Old Employees in Will

Under the terms of the last will made by the late Frank P. Lewis, head of the Lewis Cigar Company, of Peoria, Illinois, who died in that city several weeks ago, six of the oldest employees of the firm are beneficiaries of the will. The employees in question are to receive sums approximating $2600. The cigar manufacturing plant and all the remainder of the property is held in trust for the widow and her children.

Promotion for L. A. Sorg

L. A. Sorg, for some time division manager for the Liggett & Myers smoking tobaccos in the states of Oregon and Washington, has returned to the company headquarters in Chicago, where he becomes assistant to F. H. Ortman, vice-president and manager of the firm. G. M. Locke succeeds him on the Coast.

George Vitiach Sells Out

George Vitiach, the San Francisco cigar dealer, has sold his two stores in that city, and is now a representative of S. Bachman & Company, the wholesale house, of that city. He operated two stands in San Francisco and some time ago wrote a little skit on the cigar business on the Coast, which was commented upon and widely read by many.

A fire, supposed to be of incendiary origin, destroyed a five and one-half-acre tobacco shed belonging to W. Howard Barlow, of Buckland, Connecticut, last week. The loss will total fifteen hundred dollars, which is partially covered by insurance.

all that's new with JOBBERS and DISTRIBUTORS

N. E. Nichols to Sell "La Sinceridads"

Will Cover the Territory East of Denver for Gonzales & Fisher Company

Arrangements have been made whereby N. E. Nichols, long known as the efficient general sales representative for the Philip Morris Cigarette Company has associated himself with Gonzalez & Fisher Company, and will in future cover all territory east of Denver for them in the interests of the "La Sinceridad" brand.

Mr. Nichols has been a popular figure in the tobacco field for a number of years, and he retired three years ago, to engage in another line of business. The call was strong, however, and when Gonzalez & Fisher Company made him a good offer, he determined to once again see his old friends in the trade. He left on his first trip on Sunday last.

New Building of Tobacco Company of California

The Tobacco Company of California, the cigar and tobacco distributing house of San Francisco, is planning to make itself felt during 1913. The concern has secured a good location in the wholesale and manufacturing section of the city at Second and Park Streets. A three-story concrete building will be erected on the site, at a cost of about $50,000, the entire building to be occupied by the company.

Jerome J. Foley Takes on "Bold"

The "Bold" cigar, manufactured by Bobrow Brothers, of Philadelphia, has been taken on by Jerome J. Foley, of Rochester, New York, who will make it his leading nickel brand. Mr. Foley had a wide experience in the cigar business and has made preparations to push the cigar heavily during 1913 in the city of Rochester and vicinity.

David Ellis, who has been conducting a cigar and tobacco jobbing house at 182 Main Street, Buffalo, New York, for the last twelve years, has resigned as secretary of the Haas Tobacco Company, of that city, to devote his time exclusively to the development of his own business.

Dearstyne Brothers Tobacco Company, of Albany, New York, report a heavy increase during 1912 on the distribution of the "Havana Ribbon" cigar over the preceding years.

M. Linkman & Company, the Chicago pipe manufacturing and wholesale house, will move into their new fireproof building at Wells and North Water Streets, that city, about March 1. Two large floors have been leased, which afford ample facilities for their factory, warerooms and offices.

E. J. Reardon & Brother, the Kansas City jobbing concern, has taken on the "Sight Draft" cigar, manufactured by W. K. Gresh & Sons, Norristown, Pennsylvania, formerly distributed in that territory by the Kansas City Cigar Company.

Prosperous Year for J. K. Thomas & Company

The jobbing house of J. K. Thomas & Company, of Norristown, Pennsylvania, report having closed a most successful year. This concern is one of the largest wholesale houses in that part of Pennsylvania and is the distributor of the following brands of cigars: The "Bold" and "Discriminator," Bobrow Brothers, Philadelphia; "Vesper" and "Lord Lancaster," Duff Brothers, Philadelphia; "Rose-O-Cuba," Fleck Cigar Company, Reading, Pennsylvania; "Sight Draft," W. K. Gresh & Sons, Norristown; and the "44" cigar, 44 Cigar Company, of Philadelphia.

Parker-Gordon Cigar Company to Have Memphis Branch

The Parker-Gordon Cigar Company, the Middle West wholesale house, are contemplating opening a branch store in Memphis, Tennessee. C. R. Cameron, formerly connected with the Best & Russell Company, with Mr. Parker, of the wholesale house, will manage the Memphis store.

Disasterous Fire in Peoria, Ill. Wholesale District

In a disastrous fire which swept the wholesale district at Peoria, Illinois, on January 8, entailing a loss of $200,000, the Allen & Large Wholesale Cigar Company was one of the losers. The damage is said to be fully covered by insurance.

Changes Reported in Minneapolis Accounts

It is reported from Duluth, Minnesota, that R. U. Delaphena & Company, wholesale grocers, of Minneapolis, have turned over their cigar business to the Rust-Parker-Martin Company, of Duluth, who expect to open a branch jobbing house in Minneapolis.

S. Bernson & Company have been organized with $10,000 capital at Portland, Maine, by Jacob Shapiro and Samuel Bernson, to engage in the wholesale cigar and tobacco business in that city.

A petition in bankruptcy has been filed by the Sparta Cigarette Company, of Lacrosse, Wisconsin. The company's assets are reported as $1333.50, and liabilities, $3356.28.

The cigar privileges of the Maxwell House Hotel, Nashville, Tennessee, have been leased by the Best & Russell Company for a number of years, with Ed. J. Fuller, formerly employed by the old management, in charge.

"Rey-Oma" and "Dulce" will be strongly featured by the Central Cigar Company, which opened for business last week on Union Street, Nashville, Tennessee.

The Pinkerton Tobacco Company has appointed Fred E. Green, of Janesville, Wisconsin, to take care of their interests in the Wisconsin field. Mr. Green succeeds Mr. Chalmers, who goes to Toledo, Ohio, for the same company.

Big Merger of Western Jobbing Houses Results in Shifting of Many Brands

Niles & Moser and Rothenberg & Schloss Take Over Stickney Business and Put in American Cigar Company's Lines—United Cigar Manufacturers Open New Distributing House in Kansas City, Missouri

DETAILS of one of the biggest deals ever consummated in the wholesale cigar business of this country have been announced during the past week by the Niles & Moser Cigar Company, of Kansas City.

The first announcement of this impending change was published in the January 1 issue of the TOBACCO WORLD, when it was stated that Messrs. Spietz & Worch had withdrawn from the Spietz & Worch branch of the United Cigar Manufacturers Company, of Detroit, and had secured quarters to open up a new factory for themselves.

Back of this announcement of the WORLD was a very significant move which has resulted in Niles & Moser consolidating with Rothenberg & Schloss, big distributors of Kansas City, Missouri, and the taking over of the wholesale and retail cigar business of the William A. Stickney Cigar Company, with headquarters at St. Louis.

Spietz & Worch, in their new factory, will continue to make the "Hand Made" five-cent cigars for the Niles & Moser Company. Approximately sixteen million of this brand were distributed last year.

The consolidation has brought about a big change in the distribution of cigars in the territory west of the Mississippi. The connections of the Niles & Moser Company with the United Cigar Manufacturers Company have been severed and a number of brands of cigars manufactured by the American Cigar Company as well as several big independent factories, will be substituted for such well-known brands at "Tom Moore," "Robert Burns," "Little Tom," "Henry George," and a number of other private brands made by the United Cigar interests.

The change has necessitated the United Cigar Manufacturers Company making new distributing connections in Kansas City to handle the trade through Missouri, Kansas, Oklahoma, Texas and Nebraska. It is announced that a new branch of the Best & Russell Company, of Chicago, has been opened on Broadway, Kansas City, Missouri, under the management of A. B. Adair, who will look after the distribution of the United brands in that territory. C. J. Duddleston succeeds A. B. Adair in the Best & Russell branch at Memphis, Tennessee.

In Denver, the distribution of the United's brands will be taken care of exclusively for the present by the Metropolitan Tobacco Company, which for a long time has been handling some of the "U. M." brands.

In explaining the big deal, E. S. Moser, of the Niles & Moser Cigar Company, denied that the new combination would be controlled by the American Cigar Company, although he admitted that a number of their leading brands would be handled in place of the United's. He states that the break with the United Cigar Manufacturers Company came as the result of a disagreement that has been brewing for some time.

The house of the William A. Stickney Cigar Company is one of the oldest and most prosperous in St. Louis. Under the new deal the Stickney branches at Kansas City and Denver will be closed, but the St. Louis headquarters will be conducted under the original name, with A. T. Stickney, former vice-president, in charge, and the Salt Lake City branch will be continued with S. G. Stickney, a brother, in an executive position. William A. Stickney, head of the house, retired from business after forty years' connection, and will devote the remainder of his years to recreation and travel.

It is understood that Rothenberg & Schloss acquire a half interest in the Stickney business jointly with the Niles & Moser Company. In Denver, the Niles & Moser Cigar Company have taken possession of the Stickney business and announce that they will handle the "La Preferencia," "Chancellor," "Permit," "Principe de Gales" (American Cigar Company); "Flor de Valentine" (A. S. Valentine & Son), "Tungsten" (Jeitles & Blumenthal), "La Mega" (V. Guerra, Diaz & Company), "Cinco" (Otto Eisenlohr & Brothers), "Sancha y Haya" (Cuesta, Rey & Co.), "Webster" (Pendas & Alvarez), "San Felice" and "El Verso" (Deisel-Wemmer Company), and a number of other independent brands.

The Stickney headquarters, at Denver, have been closed and the business has been taken over by the Niles & Moser Company, under the management of Andrew P. Niles.

In Kansas City, Missouri, Niles & Moser and Rothenberg & Schloss will continue to operate their businesses under the old names. It is also announced that the Southwestern Cigar Company, of Dallas, which is controlled jointly by Niles & Moser and Rothenberg & Schloss, will be continued.

Maurice Wertheim, vice-president of the United Cigar Manufacturers Company, who was in Kansas City, January 4, announced that their new local distributors would likely put up a building to handle their business exclusively.

Niles & Moser Cigar Company Purchase Omaha Store

Business and Stand of George Rogers Acquired—Late Owner Taken in Concern and Will Manage Branch

THE Niles & Moser Cigar Company, of Kansas City and Omaha, which recently bought out the William A. Stickney business at St. Louis, has taken over the cigar store of George Rogers, at 1506 Farnam Street, Omaha, Nebraska, which will be used as one of the jobbing centres of the concern.

The Rogers purchase is said to involve about $125,000, and will complete a string of wholesale houses owned by the Niles & Moser Company, combined with the Rothenberg & Schloss Company, Kansas City, extending from St. Louis to Salt Lake City, and as far South as Dallas, Texas. George Rogers is taken into the firm by the new owners and will retain the management of his store and will also assume charge of the jobbing and retail business already established in Omaha by Niles & Moser.

This latest acquisition makes the third store in Omaha for the large jobbing house, one at Sixteenth and Farnam Streets, one at the Loyal Hotel and the Rogers store, which will be run under Niles & Moser's name.

Trying to Readjust Havana Freight Rates

Rene Berndes, Leslie Pantin and Mark A. Pollack have been appointed a committee by the Association of Leaf Dealers, Havana, to convene with the agents of the Ward Line, relative to the dissatisfaction in the trade over the recent advance in freight rates on tobacco. One of the requests of the committee was that the order be suspended until the first of February, but this was refused. A rumor to the effect that a competitive line will be formed is in circulation.

Movement of Havana Tobacco, Sales and Stocks on Hand for 1912

CARLOS M. WINTZER, the well-known authority on the Havana leaf tobacco and cigar market, has compiled an approximate statement of the movement of last year's receipts of tobacco, sales and stocks on hand, which follows:

Stock on hand on January 1, 1912, in first hands estimated		40,000 bales
Receipts by railroad and by steamer during the year		478,254
Receipts by carts and trucks in bundles and bales estimated		49,080
Total		567,334
Less sales reported in Havana during the year	352,669 bales	
Less sales in the country direct by the vegueros to manufacturers and exporters here	164,665	
		517,334
Balance of stock in first hands in Havana, December 21, 1912.		50,000

The above quantity agrees with the reports given to us by the different leaf dealers of stocks for sale in their warehouses upon December 31, 1912.

1912 Crop of Leaf Tobacco of the Island of Cuba Estimated.

	Vuelta Abajo	Semi Vuelta	Partido	Remedios	Oriente	Total
Receipts as above	181,942	23,332	22,879	234,001	16,100	478,254 bales
Do. carts and trucks		400	48,680			49,080
Estimate in country still to arrive	1,000		500	500	2,000	4,000
Shipped from outports				2,000	10,000	12,000
Consumption in the country by small factories				30,000	15,000	45,000
	182,942	23,732	72,059	266,501	43,100	588,334
Less receipts to April 1, 1912, which belonged to the 1911 crop yet	3,415	186	91	3,253	970	7,915
Total 1912 crop	179,527	23,546	71,968	263,248	42,130	580,419 bales

Comparison of the Crops of the Last Eight Years in the Island of Cuba. Figured in 1000 Bale Lots.

	1905	1906	1907	1908	1909	1910	1911	1912
Vuelta Abajo	265	138	275	222	231	202	145	180 bales
Semi Vuelta	25	13	26	25	29	25	12	23
Partido	58	42	60	54	67	53	68	72
Remedios	120	92	130	193	175	101	105	263
Yara and Mayari or Oriente	15	9	21	26	15	11	22	42
	483	294	512	520	517	392	332	580 bales

We beg to add, that we have taken round numbers in this table, and also that in the previous years to 1912, there has not been figured the consumption of the two provinces of Santa Clara and Oriente (or formerly called Santiago de Cuba).

Cleveland

First Week of 1913 Starts off Well for Tobacconists—Stace & Vincent New Location to be One of the Finest in Middle West—With Heaviest Rush Over, Shields & Wertheim Prepare for New Year

CLEVELAND, OHIO, January 10.

THE dealers around these parts are all wearing the "smile that won't come off." The reason is that everyone is looking forward to 1913 as the banner year in the history of cigar and tobacco industry. The first week of the new year has started off with a rush.

To go back a little, as you didn't hear from Cleveland in the last issue, I want to say that the Christmas business in this city, especially with the large down-town dealers, was the largest in years, but outlying retailers complain of the slack in box trade owing to a great many consumers purchasing from the larger down-town stores. On the whole, it was a gala season and the "kicks" were very few.

The Stace & Vincent Company's new location in the Alhambra Building, corner of Euclid and 105th Street, will be one of the finest billiard parlors and cigar shops in the Middle West. They are going to have twenty-two pool and billiard tables, a private room with two tables for ladies and also for private parties. It will be finished in mahogany, with plenty of seats and cozy corners. The writer has looked over the blue prints of same and from their looks we believe it will be one of the most beautiful in the United States. This makes number three for Stace & Vincent. They say that after they are properly settled they will open number four. They are clever young men and well liked. They have made a success of their undertakings so far.

The rush is over with the Shields & Wertheim Company and they are now having a little breathing spell. They are anticipating a very heavy trade for the new year.

The Gollmar Company's business far surpassed their expectations.

The Stein Cigar Company, corner Euclid and East Fifty-fifth Street, are very happy over the holiday business they have done and agree with all of us that it sure was "some holiday season."

Manager Joe Levy, of the Williamson store of the Jenkinson Company, reports that his December business was $1500 larger this month than ever before in the history of his twelve years' connection with this company.

Mr. Roland, the manager of the Jenkinson Company's stores, says their business was unusually big and everyone is satisfied.

The Falk Tobacco Company have sent G. P. Mendelsohn out over this territory, as his predecessor is taking a little trip to Panama.

Mr. Parker, manager of the Hotel Statler cigar stand, reports after a most successful holiday season. Their New Year's business has opened up splendidly. The hotel is full and there is always a crowd around the cigar stand.

The Campbell Cigar Company, of Akron, Ohio, distributors of the "White Knight" cigars, made by the Neuman & Mayer Company, of Philadelphia, are reporting increased business right along on this brand and have lately added a delivery wagon owing to the increase in business. Mr. John T. Campbell, president of the company, is going East to visit his friends. This firm has instituted quite a novel form of advertising on the "White Knight" cigar. Namely, in three different localities of Akron they have a five-gallon fish globe with about $100 worth of coins in each jar. The prizes accordingly will be distributed to the lucky guesser.

I. J. Mittelberger, with the Neuman & Mayer Company, is spending the week in Detroit assisting their distributors, the E. I. Stahl Cigar Company, on their "Bella Mundo" cigars.

Frank Gleichman, of the Boltz-Clymer Company, has just placed his "El Palencia" with the Louis Klein Cigar Company.

The Pyle & Allen Company report conditions exceedingly good. Their holiday business was larger than any previous year. Business in their new store, corner Prospect and East Fourth Streets, is coming along fine. Holiday business there was very fine and they are doing exceedingly well ever since they have opened.

The wholesale business of the Pyle & Allen Company was also very good. They weren't able to fill all their holiday orders and were short on "Sanchez and Haya" goods. They are also way behind on their "New Bachelors" and were unable to get enough to supply the holiday orders. All through the summer months they were one hundred thousand behind.

Their wholesale men started out for the new year and they, as well as other salesmen for other houses, report business very good for the first week of 1913. They all feel that general business conditions are much better than a year ago. Collections are much better and there seems to be more money in circulation. The Pyle & Allen Company feel that the way the fall and winter business has started out, this is going to be the biggest year since they have been in business.

Mr. Snyder, of the Snyder Cigar Company, was in town one day last week in the interest of his business. The Snyder stores have had a very good season and they feel this is going to continue.

Everything went off great with George B. Scrambling Company, and they are looking forward to 1913 doing still bigger things.

M.

J. C. Thompson, secretary of the Beam-Dean Cigar Company, of Canton, Illinois, has resigned his position as secretary of the concern after seventeen years of continuous service.

Baltimore

Cigar Dealers Report That Year Just Closed Has Been a Good One—Latest Doings Among the Big Stands Around Town

BALTIMORE, January 10.

THE year just ending has been most gratifying to the cigar dealers in the business section. Every dealer has exceeded his best years. Monday and Tuesday of Christmas week were the largest days, which naturally was a surprise as every one was of the opinion that the large buying was over.

Morrison & Fifer, druggists, Linden Avenue and Dolphin Street, had quite a pretty window display of Christmas cigars of the following brands, "Sanchez & Haya," "Solace," "L. L. D.," "Encore" and "Eldeeco."

Lilly, Dungan & Company, at both stores, had the largest business they have ever had. The "Reynaldo," "L. L. D." and "Encore" sold beyond their expectation. The brands are made by Luckett, Luchs & Lipscomb, Philadelphia.

Frank Nichols & Company, at Thomas and Thompson's, report a good holiday trade.

Ed. Micheau, manager for Yearley's cigar stand, reports a good business on high grade cigars and cigarettes.

S. J. Purzer, Calvert and Centre Streets, had a very gratifying Christmas business, and his new five-cent brand, "Cal-Cen," has proved a very good repeater.

D. Elmer Fisbach, formerly with M. Melachrino & Company, has taken a position with Siegel, Rothschild & Company, umbrella manufacturers. Mr. Fisbach left for Chicago Sunday.

Edward Rouse, manager of the cigar department for Hopper, McGaw & Company, is spending several weeks in Havana, Cuba, in the interest of Hopper, McGaw & Company.

Mr. W. Truson Davis is again seen hustling in the interest of Wm. Brehm & Son.

William D. Lilly, of the firm of Lilly, Dungan & Company, has been confined to his home for several days with an attack of the grippe.

Jack Gannon, salesman for F. A. Davis Sons, was confined to his home for a few days and is now out again, busy looking things over.

H. O. Schaniger, cigar manufacturer, Gayety Theatre Building, is now well pleased with his "Record" cigar, made in three sizes, which has made a record for itself.

Peppetone Brothers report a good healthy sale of their "Mt. Vernon" cigars.

J. W. W. Cole, of North Calvert Street, states his "Roland Park" is making great progress with the dealers and consumers.

Edward F. Ward, division manager for the American Tobacco Company, was married December 27, to Miss Edna Regan, of Jersey City. Mr. and Mrs. Ward have just returned from the Bermuda Islands. Mr. Ward is pushing the "Omar" cigarette.

Louis M. Silver, representing Neudecker Tobacco Company, who is in charge of the pipe department, reports a very healthy condition.

The recent visitors were D. Harry Moulsdale, of Sanchez & Haya Company, Tampa, Florida; Joseph Skelly, of the American Tobacco Company; W. S. Luckett, of Luckett, Luchs & Lipscomb, Philadelphia, and Mr. Jacobs, of Mendez & Gomez, Porto Rico; also Mr. Channing F. Lilly, of Denver, Colorado, representative of M. Melachrino & Company.

POPE.

Deisel-Wemmer Company May Have Another Plant

With the completion of their new Findlay, Ohio, plant, the Deisel-Wemmer Cigar Company, of Lima, Ohio, will increase the force of their employees of the concern to nearly four thousand. Plans are now under way to establish another plant in one of the larger centres of population in order to fill the many back orders which they now have in hand. There has been a phenomenal run on the "San Felice" and "El Verso" cigars made by the Deisel-Wemmer Company during the past year and the output has been oversold for a number.

Taylor Brothers Purchase Whitaker-Harvey Plant

Taylor Brothers, of Winston, North Carolina, have acquired the entire tobacco manufacturing business of the Whitaker-Harvey Company, of that city. Taylor Brothers have been one of the largest manufacturers in Winston for several years, but were recently wiped out by a disastrous fire. They will market their own brands in addition to those of the Whitaker-Harvey Company. The former employees and salesmen are to be retained. The change in the affairs of the Whitaker-Harvey Company was caused by the recent death of its president, W. A. Whitaker.

Re-organization of United Cigar Stores Co. Now Complete

All Outstanding Stock Now Turned in—George J. Whelan Speaks on Conditions in Trade as Affecting the Chain Store System

ALL outstanding stock of the old corporation of the United Cigar Stores has now been turned in, which completes the reorganization of the concern. Dissolution papers were filed in Albany, New York, several weeks ago. This means that all the stock of the corporation of the United Cigar Stores is now owned by the United Cigar Stores Company of America. All details of the plan outlined in a circular issued by the corporation on July 25 last have been put into effect.

George J. Whelan, organizer of the United Cigar Stores Company, sailed for Europe recently on a short business trip, accompanied by Solomon Schinasi, the cigarette manufacturer. Previous to his sailing Mr. Whelan had some rather pointed remarks to make on the tobacco trade generally, particularly as regards the policies to be followed out by the United management. Concerning the latter, he said:

"The whole situation in the tobacco industry has been changed as a result of the dissolution of the old American Tobacco Company in compliance with the ruling of the United States Supreme Court. The United Cigar Stores Company has been forced to put itself in a position to fight its battles alone. I myself can see nothing but a reasonable advantage of this company as a result of that condition.

"This company is being molded on the idea of permanency. That has been the motto of its directors in the past and will continue to be the plan worked upon in years to come. We care nothing about what the pursuance of such a policy may do in the way of affecting its market value.

"The United is a growing concern. We have recently declared a dividend of one and one-fourth per cent. and an extra dividend of one-half of one per cent. The one and one-fourth per cent. rate quarterly is the regular dividend. From time to time we will declare such extra dividends as the business of the company warrants and directors think wise. If at any time the management is of the belief that earnings can best be utilized in the business instead of being paid out to stockholders it is its duty to so use them. The United must continue as in the past to preserve a large cash balance.

"Those who have benefited by investing in the United, have done so because of the growth of the business; and this very growth is the result of the building up of the permanent friendship of consumers and employes. We have been successful because of the infinite care we have taken of the purchasing public in our stores and paying the employes in our stores earnings greater than any other company in the world pays its employes on the average.

"I can see no reason why the company should not grow at the same proportionate rate in years to come as it has in the past. I am firmly of the opinion that the organization of the company as it stands today is at its highest efficiency. The United's management has no interest whatsoever in the price of the stock and I repeat that people should not buy the stock on its cash dividend prospects, but rather upon what the future holds forth.

"The growth of the real estate companies insures tremendous profits in the future.

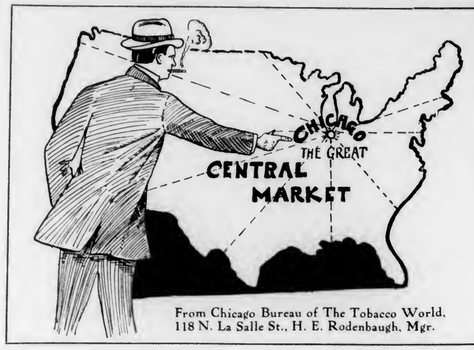
"Those who have profited by their investments in the United Cigar Stores have done so because of their very willingness to hold the stock for an extended period, and the company will continue to be managed in the interests of its permanent shareholders and the public."

Second Store in Toledo for Joseph T. Snyder

Joseph T. Snyder, the retail cigar store chain operator, has secured a lease of 302 Summit Street, Toledo, Ohio, and will open his second Toledo store at that location about February 1.

S. L. Uhrig Tobacco Company to Lease New Location

The S. L. Uhrig Tobacco Company, of Pittsfield, Massachusetts, has taken a lease of a building on West Street, that city, and after changes have been made, it will be occupied as their new quarters. They are manufacturers, but a wholesale and retail department of the plant will be opened later. The president of the concern is W. E. Putnam.



From Chicago Bureau of The Tobacco World,
118 N. La Salle St., H. E. Rodenbaugh, Mgr.

Activity Continues in Chicago

E. G. Bennett, New Chicago Manager of Oppenheimer Cigar Company—Wengler & Mandel Deny Having Sold Out—Over 1600 Cigarette Licenses Already Taken Out For 1913

CHICAGO, January 13.

NOTWITHSTANDING the fact that the tobacco trade enjoyed the best business during the holidays in its history, there has not been any marked cessation of activities during the last week. In spite of a record breaking year and the belief that the trade would be slack after the holidays, factories are still working a full force and in some cases it is said that the supply of labor cannot meet the demand. Many of the large cigar stores in the "loop" were virtually cleaned of stock during the holidays, and as a result they have been re-ordering with a vim. The first two weeks of the new year find manufacturers, jobbers and retailers satisfied with conditions and all look forward to even a greater business during 1913 than last year.

A rumor that Wengler & Mandell, manufacturers, had sold out is denied by them. This concern is now erecting a modern sanitary factory on West Madison Street, near Robey, and are anticipating a decided increase in business. Mr. Wengler has just returned from Cuba, where he purchased two thousand bales from San Juan, Martinez, San Lui, Pilotos and Reo Seco districts, which grow the finest Veulta Abajo tobacco in Cuba. He also purchased five hundred bales from the Partido district. The firm has mailed hundreds of letters denying the sale.

The United Cigar Stores Company has just acquired two new stores in Chicago at Sixty-third and Halsted Streets and Adams and Halsted.

E. G. Bennett, former cigar salesman, has been made general Chicago manager of the Oppenheimer Cigar Company, of Saginaw, Michigan. This concern has just moved its office and stock room from the North American Building to more convenient quarters on La Salle Street, near Madison. Mr. Bennett has a wide acquaintance among the Chicago trade and his host of friends are confident that he will show results in his new position from the start.

John J. Dolan's new store, corner Monroe and Wabash Avenue, is now open for business.

Francisco Bolano, of Tampa, has been in town for a few days.

Many in the trade are mourning the death of Frank P. Lewis, the Peoria cigar manufacturer.

In the future the local and Milwaukee territory will be in charge of J. L. Goldsmith for H. Duys & Company.

George Symons, of the Symons-Kraussman Company was in Chicago recently on his way back from Salt Lake City and conferred with his local representative, Monroe Adler.

Barron Brothers, manufacturers of "High Sovereign" Havana cigars, have moved into their new factory at West Van Buren and Robey Streets.

La Posenda Cigar Company has been incorporated with $2500 capital. The incorporators are Millard J. Roberts, Walter I. Kanaby and Edward J. Pauler.

Samuel Paley, of the Congress Cigar Company, has gone to Havana to look over his tobacco holdings and make additional purchases. The Congress Cigar Company has enjoyed a marked increase in business since it moved into its new factory building.

Leo Schoenman, the well known salesman for Celestino Vega & Company, was united in marriage recently to Miss Stella Berlau at Paris, Illinois. Mr. and Mrs. Schoenman are now in Cuba on their wedding trip.

M. Linkman & Company, pipe manufacturers and wholesalers, plan to move about March 1 into the new fireproof building at Wells and North Water Streets. Two floors have been leased for factory, warerooms and offices.

P. Berkowitz, manager of the cigar department of Siegel, Cooper & Company, was recently united in marriage to Miss E. Klein and the couple are now in the East on their honeymoon.

Edward C. Berriman, who has been visiting the factory at Tampa, Florida, has departed from that point with his wife for the Panama Canal.

David Ritter, formerly with Emanuel Hoffman & Son, is now a traveling salesman for Schroeder, Reiss & Company, Chicago, with headquarters in Chicago. Mr. Ritter will cover the Middle West territory.

Arthur E. Ariel will assist Joseph Carlisle in the latter's territory for A. Santaella y Ca. Mr. Ariel will cover the territory in which Clarence Hirschhorn & Company distribute the Santaella products.

C. R. Cameron, formerly manager of Best & Russell Company's Memphis staff, is now manager of the new branch of the Parker-Gordon Cigar Company, which has just been opened.

Jerome Windmueller, of the Salvador Sanchez Company factory, at Tampa, recently conferred in Chicago with his associate, A. J. Meyers.

Francisco Bolano, head of the Tampa factory of Francisco Bolano y Ca, conferred recently in Chicago with his associates, Mr. Seckback and Greenbaum, regarding plans for the extension of the concern's facilities.

Mr. and Mrs. Clarence Hirschhorn have returned to Chicago after spending the holidays in the East.

C. M. Daily is now connected with the cigar department at the Grand Pacific Hotel. To accept this position he resigned as manager of the Boulevard Cigar Shop.

One thousand six hundred and one cigarette licenses have been taken out so far this year. The tax is $100 per annum, payable every January, irrespective of the time of the year a store may have started up in business.

The "Chicago Tribune" in a special edition issued December 31 gives the result of an exhaustive investigation that it made at the close of the year regarding the tobacco trade. "The increase has been most marked in the sale of cigarettes," says the "Tribune." "Men who have always smoked cigars and scorned cigarettes are rapidly discarding their old habits and adopting the smaller smoke. Probably the most important reason is the fact that the cost of one good Havana cigar may be divided up into ten or twenty short, but equally satisfactory smokes, when cigarettes are purchased. The sales of women's cigarettes have decreased. This apparently should quiet the men and women who delight in criticising Chicago society women and accusing them of indulging in paper pipes on the sly or among their friends. The manufacture and sale of high-grade cigars in Chicago showed a big increase in 1912 over the preceding year. Pipe smokers are not increasing and sales of the various brands of tobacco used by them have not increased except in certain instances, where advertising was carried on extensively. Taking into consideration the more general use of tobacco, it is safe to predict a record year during 1913."

In a fire that did damage to the amount of $75,000 to a building in West South Water Street, T. Altschul & Company, cigar manufacturers, sustained a slight loss from the blaze.

John W. Walters, Wichita, Kansas, representative for Best & Russell Company, passed through Chicago en route for New York to visit his family, who are stopping in the "Big City." Mr. Walters will be in Chicago again about January 15.

George Krebs, of 4937 Calumet Avenue, "The Red Top Agent," has been confined to his home with a severe cold and does not expect to be able to attend to his business before the fifteenth of January.

John F. Burns, of Burns & Goldfuss, will leave for Panama via New Orleans the middle of the month. He expects to be gone two months.

Best & Russell have added the "Little Babbie," five cent cigar, packed in tins, which are selling big throughout the city.

In making the rounds for information with regard to holiday business for 1912, as compared with 1911, the following firms reported:

Best & Russell Company, ahead of 1911; Albert Breitung, ahead of 1911; John J. Dolan, even with 1911; Hillman's, ahead of 1911; The Fair, ahead of 1911; Boston Store, ahead of 1911; Simon Lichtenstein, even with 1911; Sam Marco, even with 1911; Tom Jones Cigar Store, ahead of 1911; Wengler & Mandell, ahead of 1911; Peter J. Bauer, ahead of 1911; W. E. Ward, even with 1911; Fred. L. Wells, even with 1911; Burns & Goldfuss, ahead of 1911; Walter R. Eagle, even with 1911; Home Drug Company, ahead of 1911; Monroe Cigar Company, ahead of 1911; Hittell Brothers, behind 1911; Lillienfeld Brothers Company, even with 1911.

HARRY E. RODENBAUGH.

Letters to the Editor

Gets in Touch With the Right Kind of People

WATERLOO, IA., January 10.

Editor THE TOBACCO WORLD:

Dear Sir—Under separate cover, we are mailing you photo of our cigar stand which was opened July 10, 1912. Also, we subscribed for your valuable paper, which has helped us in getting connected with the right kind of people. Our business has been a success from the start, and everything looks as if this year will be a very prosperous one for all.

Thanking you for your valuable paper, we beg to remain,

Yours very truly,
IRVING SMOKE SHOP.

Wants to Purchase Plug Smoking Tobacco Machine

SAN DIEGO, CAL., January 6.

Editor THE TOBACCO WORLD:

Dear Sir—Will you kindly inform me if possible where I can purchase a plug smoking tobacco machine—for grinding plug tobaccos for smoking purposes—if so, will greatly appreciate the favor.

SARTOR'S PIPE STORE.

We would refer you to John B. Adt, 332 North Holliday Street, Baltimore, Maryland, or to the John M. McGowan Company, Cincinnati, Ohio.

A Good New Year's Resolution

MAHANOY CITY, PA., January 4, 1913.

Editor THE TOBACCO WORLD:

Dear Sir—Our one standing New Year's resolution is to be sure and have THE TOBACCO WORLD with us for the ensuing year, and accordingly, you will find enclosed our check to help us keep this resolution.

Yours very truly,
J. RYAN & CO.

An Inquiry About The "Flor de Murat"

CHICAGO, ILL., January 7, 1913.

Editor THE TOBACCO WORLD:

Dear Sir—Kindly let me know who makes the "Flor de Murat" cigar, and if it is sold in the Chicago market. By doing so you will greatly oblige.

Yours very truly,
OSCAR SACHSEL,
313 West Sixty-third Street.

Answer—Seidenberg & Company, New York.

Improving Burn of Tobacco

January 10, 1913.

Editor THE TOBACCO WORLD:

Dear Sir—Will you kindly inform me how much saltpetre is required to one gallon of water, to improve the burning of tobacco. By so doing, you will oblige.

Yours very truly,
J. N. ENGLE,
25 South Fifty-fifth Street,
Philadelphia, Pa.

Answered by letter.

Buying Offices of British-American Cigar Stores Company

ROCHESTER, N. Y., Dec. 25.

Editor THE TOBACCO WORLD:

We would appreciate it very much if you could give us the address of the buying offices of the British-American Cigar Stores Company, who we understand have started a chain of retail stands in this country. Thanking you, we remain,

Very truly yours,
THE E. T. GILBERT MANUFACTURING CO.

The main store of W. W. St. John, the president of this newly-organized concern is Forty-second Street and Madison Avenue, New York City, where the buying is probably done.

Wants Maker of "Old Times" Cigar

NEW YORK, Dec. 27.

Editor the TOBACCO WORLD:

Please inform me who makes the "Old Times" cigar, and oblige,

Yours very truly,
WILLIAM BADER,
4 Burling Slip.

This cigar was registered by Walter B. Gould & Company, of Bangor, Me., on May 5. Write to them.

Cincinnati

J. Stacey Hill Secures Extension of His Lease at Fourth and Walnut Streets—Burley Tobacco Society Sues E. O. Eshelby Tobacco Company—Number of Tobacco People to Attend Tariff Hearing

CINCINNATI, January 13.

FRED ROSENBUSH, of L. Newburger & Brother, is taking out a new brand called "Rosie." The biggest feature of this new line is a full-sized photograph Rosie is using for advertising purposes. It portrays his broad smile and might be taken for a picture of John Bunny, of Vitagraph fame.

Sidney Hirschheimer, of Hirschheimer Brothers, Pittsfield, Illinois, was a visitor to the wholesale trade this past week.

H. Biederman, who makes the "Cliquot" and "Banker," says that post-holiday business has been better than for years. The retail trade generally is well cleaned up with Christmas goods and after judging their sales compared with other years most of the cigar store people are more than satisfied with results.

All of the local factories have finished their inventories and the general consensus of expression is to the effect that while stock has been high and expenses have increased, the general business of the year has been satisfactory.

Louis Loewenstein, the Main Street manufacturer of "Red Hand" and "Hand Made," was laid up for a couple of days last week. He is far from a well man and sickness has interfered much with his business during the past year.

Another fire, this time in the Carlisle Building, interfered with the business of the Henry Straus store in the Union Trust Building. The traffic has been blocked in front of this store for over a week.

J. Stacey Hill has secured an extension of his lease on the property at Fourth and Walnut Streets, one of the busiest corners in this city. The Hills have had a lease on this site for twenty-five years and use it as an outlet for their factory. Mr. Hill states the interior of the building will be modernized and that he intends to make it one of the most attractive stores in the downtown district.

The vanguard of the drummers is fast approaching this city for the placing of their new year's business. January 15 is about the time when the early birds put in an appearance. So far there have been only a scattering few of the outside boys on the road show up. This week will see a general buzzing for orders.

Suit has been filed in the Common Pleas Court of this county by the Burley Tobacco Society against the E. O. Eshelby Tobacco Company. They ask for a judgment of $12,583 on a contract entered into in 1908, relative to the sale of the pooled tobacco of the two years previous. $9876 is claimed on fifty-one hogsheads delivered at Georgetown of the 1907 crop; $2239 is claimed on twelve hogsheads delivered in 1909.

Among the names of the persons who will take in the Chamber of Commerce trade extension trip to Panama, Jamaica and Cuba and other points of Latin America, is Michael Ibold.

In the United States court the respondent in the involuntary bankruptcy proceedings of the Booker Tobacco Company, of Virginia, against C. V. Barnes, Cincinnati tobacco dealer, has filed a schedule of assets and liabilities. The assets are given as $5558; of this $5499 is in unsecured claims.

Two or three of the local tobacco people are arranging to go to Washington, January 17, when Schedule F, concerning tobacco and its manufacture, will be heard.

Confirmation was received here of the sale of a million pounds of Burley tobacco, at Maysville, Kentucky. The stock was in the hands of the farmers of Fleming County, and was sold to the R. J. Reynolds Tobacco Company. Three million pounds of Mason County tobacco is said to be off.

Receipts on the internal revenue tax for the first district of Ohio for tobacco and cigars shows a decrease for last year. In 1911 the receipts were $2,796,933 on tobaccos, and in 1912 $2,635,749. On cigars in 1911, $121,351; in 1912, $120,401.

Tampa Manufacturers to Attend Tariff Hearing

ON the recommendation of S. M. Sparkman, representative in Congress from Florida, the Tampa Board of Trade, acting in conjunction with the Cigar Manufacturers' Association, has appointed a committee of cigar manufacturers to go to Washington, January 17, and appear before the Ways and Means Committee of the House. On that day the tobacco schedule of the tariff bill is to be considered. The committee is as follows: A. L. Cuesta, chairman; M. W. Berriman, A. Santaella, Edward Wodiska and E. J. Stachelberg. The committee will go prepared to argue the cigar tariff question and to present facts and figures in support of their claims.

Is Influential Western Dealer

THE retail cigar dealers of the western part of the country, known as the Western Association of Retail Cigar Dealers, is meeting in the city of Seattle, Washington, on January 14 and 15, to elect officers and discuss plans for the ensuing year. One man who perhaps more than any other will be the biggest factor in the convention, is the president of the body, James R. Brewster, whose likeness is shown below. He owns and operates two cigar stores in Seattle, one at Third and Union Streets and another at 810 First Avenue.

James R. Brewster

Mr. Brewster has done much for the association of which he is president, having been one of the pioneers in the forming of that body. He has worked hard in its interest and his friends assert that he should be rewarded by re-election to the office he now occupies. Mr. Brewster, however, takes a different view of the matter, saying that owing to a precedent established by the Seattle branch of the association, he will not be a candidate for re-election. But his friends say that with the experience he has had during the past year, he is the logical man for the office, precedent or no precedent.

The "Juan de Fuca" cigar, which is one of the big cigars of Mr. Brewster, is manufactured by a concern in which he is personally interested, the Morgan Cigar Company, of Tampa, Florida. The brand has a wide distribution in that section of the West and is pushed hard by many of the more prominent dealers.

New Connections for Little Pet Stogie Company

The Little Pet Stogie Company, of Wheeling, West Virginia, have appointed W. J. Gilmore Drug Company as their distributors in Pittsburgh and vicinity. Morris Burke, the well-known cigar broker of Los Angeles, California, will represent them on the Pacific Coast. The state of Kentucky will be covered for them by the W. B. Chasteen Brokerage Company, of Lexington, Kentucky.

Following an attack of pneumonia, the death occurred recently, at Lancaster, Pennsylvania, of Nathaniel S. Groff, a tobacco grower and packer. He is survived by a widow and six grandchildren. Interment was in the Lutheran Cemetery at Neffsville.

Seattle

Dwyer & Co., Who Entered Wholesale Field Recently, Report Satisfactory Progress—Dave McInnes, of Dungeness, Sells Store—"Juan de Fuca" Sells Well

SEATTLE, January 8.

DEALERS report trade somewhat quiet in Western Washington. Dwyer & Company, who recently went into the wholesale cigar business here, are meeting with big success. Joe F. Dwyer, of the firm, is well known among the cigar trade, having been manager of the Seattle branch for Mason Ehrman Company. W. J. Levenhagen, the other member of the firm, is also well known among the cigar and tobacco trade, having been with the American Tobacco Company for many years. They report a big business on the "Banner Oak," union made ten-cent cigar.

There are some very attractive window displays around the city in "Union Scout" scrap.

A. J. Innis, of Tacoma, Washington, reports a very big business on his "A. J. Innis Special," a cigar manufactured for him by a local manufacturer. Mr. Innis also does a very big business on union-made goods. He recently added to his stock the following brands: "Winegold," "Union Scout Scrap," "Union Scout Plug," "Forex" and "Country Club."

G. A. Hedreen, who recently opened up a store in Port Angeles, Washington, reports a very big business on cigars, of which his leaders are the "Optimo" and the "Lovera." Port Angeles is having a very big boom at present.

Dave McInnes, of Dungeness, Washington, sold his store to A. Wilder.

Fred Riese, the cigarette man who is always on the job increasing the sale of "Fatimas," returned from San Francisco, where he spent several days on business.

James R. Brewster reports a very big business on "Juan de Fuca" cigars. One can't help but go into Mr. Brewster's store to buy a cigar after seeing his neat window displays.

ERNEST.

Granted Drawback Allowances on Cigarette Books

BY order issued December 31, the Treasury Department granted a drawback allowance on cigarette books known as Oriental, manufactured by the Western Pipe Company, of Chicago, Illinois, with the use of imported cigarette paper. In his instructions to the collector of customs at Chicago, regarding the drawback, Assistant Secretary Curtis said:

"In liquidation, the quantity of imported cigarette paper which may be taken as a basis for payment of drawback may equal the quantity claimed in the drawback entry, provided it shall not exceed one ream of imported paper, 20 x 30 inches to 630 books of 100 pages each, size 2 13/16 x 1 10/16 inches."

A. B. Smith Offers Fifteen Per Cent. Settlement

A hearing on the voluntary petitions in bankruptcy of A. B. Smith & Company, of Boston, Massachusetts, was held recently, at which time Charles H. Morris was appointed trustee in the personal petition and Frank L. Brier, trustee in the petition of the corporation. It is understood that Mr. Smith has offered a tentative offer of fifteen per cent. in settlement.

William Deiches & Company in New Building

William Deiches & Company are now occupying their splendid new warehouse on Eutaw Street, Baltimore. Consisting of a large double building, with four floors and basement, it provides 20,000 square feet of floor space, compared with 5500 in their former building. According to Herbert Deiches, the year 1912 was a very prosperous one for the firm.

At the annual meeting of the stockholders of the British-American Tobacco Company, in London, a final dividend of eight per cent. out of the net earnings of the company for the fiscal year ending September 30, last, was confirmed. The dividend was payable January 7.

Final Revenue Figures Show Decrease of About 16,000,000 Cigars in 1912 Over Production of 1911—The Exchange Cigar Company Goes Out of Business—The Local Leaf House of Emilio Suarez & Co. Closed

TAMPA, FLA., January 10.

FINAL figures on the cigar output for the year 1912, computed from the internal revenue sales, which include local consumption and cigars shipped in less than case lots, give a grand total of a little less than 277,000,000, which is a decrease from the output of 1911, which year broke all previous records. The year 1911 was an abnormal one, owing to the fact that the strike had just been settled and there was an unprecedented demand for Tampa cigars.

One of the most enjoyable recent events in cigar circles was the annual banquet of Cuesta, Rey & Company, given at the Hotel Atlanta, West Tampa, Monday night. The members of the firm, the heads of departments, the traveling men and a number of invited guests were present. Hugh C. Macfarlane, the "father of West Tampa," and a stockholder in the company, was toastmaster, and Mayor McKay, of Tampa, and Mayor J. D. Macfarlane, of West Tampa, were among the guests. At the meeting of the stockholders of the company the same day, A. L. Cuesta, Jr., son of the head of the firm, was elected a member of the board of directors. Young Cuesta has been working in various capacities in the factory, learning the business "from the ground up."

Two quiet weeks have attended the holiday season, but this week found the factories again in operation, with reasonably full forces. Orders for immediate delivery are rapidly coming in and the manufacturers do not anticipate any dull periods this year.

J. R. Burns, of the Lozano traveling force, spent a week in the city incident to the holidays.

J. D. Rush, of Reading, Pennsylvania, who is one of the stockholders in the Tornay-Fernandez Company, is in Tampa, attending to important matters at the factory.

Harry Culbreath, of V. Guerra, Diaz & Company, came in to spend the holidays at home and has just started out on another extended trip. Harry Robare, who represents this firm on the Pacific Coast, also spent a few days at the local factory.

Jerome Windmuller has been in Chicago for ten days. He is the manager and resident partner of Salvador Sanchez & Company, and went to Chicago to visit relatives and, at the same time, discuss business matters with A. J. Meyers.

Manuel Sanchez, leaf dealer of Havana, was a recent visitor to Tampa.

A. Santaella was a prominent visitor last week. He found everything in good shape at the factory, the books showing a record-breaking output of "Optimos" for the past year and every prospect of a heavier demand this year.

The new clubhouse of the Centro Espanol in West Tampa opens with a grand ball Saturday night. This is the second clubhouse of this organization in Tampa, the other, in Ybor City, having been opened about two months ago.

Manuel Lopez, Jr., of the Lopez, Hermanos & Company factory, is expected to return daily from New York, where he went to spend Christmas.

Jose Lozano and H. S. Foley, of the Lozano factory, have returned from New York, where they went for a holiday visit.

Fernando Rodriguez has been in the city since the first of the year and will remain here several months. The "Charles the Great" factory is one of the busiest in the city and predicts a wonderful record for 1913.

Francisco Arango, of Havana, and Jose Arango, of Tampa, went to New York to attend the banquet given for the heads of departments by the officers of the Havana-American Company.

Edward Berriman spent holiday week in the city, but has returned home. Matthew Berriman came in a few days before New Year's and will be here until the committee of cigar manufacturers, of which he is a member, leaves for Washington.

Lawrence Gunst is in New York, but will return in about a week. He has been discussing the outlook with other members of the Gunst house while in that city.

Leon Schoeneman, traveling man for Celestino Vega & Company, has been making a brief visit to the local La Venga factory. He came here from Havana and will resume his work on the road at once.

The Exchange Cigar Company has gone out of business. The stockholders in the company were George Green, Harry Hunt, Elmo Ceconi and W. J. Fitzpatrick.

The local leaf house of Emilio Suarez & Company has been finally closed, Emilio Suarez coming here from New York to attend to the details. Ramon Menendez, who has been in charge here, goes to the Havana branch.

The Jose Lovera factory has a rush of nice orders and will put out some large special shipments early in the year.

Edward Wodiska is preparing to leave for Washington with the manufacturers committee. He has been here for more than a month and has everything running smoothly at the "Julia Marlowe" factory. Recently Mr. Wodiska entertained here Mr. and Mrs. Hiram Hammer, and Elmer C. Phillips, the office manager of the firm.

Frank W. Hopper, Edgar S. Wouse, of Baltimore, connected with the large house of Hopper, McGraw & Company, of that city, were visitors to Tampa last week, and were entertained by Charles Castillo, of San Martin & Leon.

Francis Bolano has been in Chicago for some time. It is expected that on his return announcement will be made of the building of a new factory for that firm, the business having far outgrown the present quarters.

Joseph W. Whitley, formerly with the M. A. Gunst Company, is now with the Tampa-Cuba Company.

The expected retirement of Enrique Pendas from the firm of Y. Pendas & Alvarez has not yet been publicly announced, but is expected to take place in a short time.

The factories of Antonio Rocha, who recently removed here from Jacksonville, and the F. R. Knight Cigar Company, both small concerns, have gone into the bankruptcy courts.

Edgar Stachelberg, George Meigs and Mr. Torrez, of the Sanchez & Haya Company, have been in consultation here about the new year's business. All express themselves in optimistic terms.

Lorenzo Pando spent the holidays in New York.

Jorge Leon, of San Martin & Leon, has returned to Cuba, where he is busily engaged superintending the several plantations of his firm.

Ceferino Balbin has quit the cigar business, on the advice of his physician, and has entered the automobile trade.

Val M. Antuono is preparing a solid carload shipment of his "C. H. S." brand for shipment to Atlanta.

Eli Witt has returned from Saranac Lake, where he spent several months in a sanitarium. While greatly improved, he is still far from well and expects to return soon for another course of treatment.

PERFECTO.

Late Trade Jottings

Ned S. Adams, well known in Nashville, Tennessee, is opening a cigar store at 321 Union Street, that city. The place is to be fitted with marble and mahogany. Mr. Adams says that he will carry only the finest lines of imported and domestic cigars.

Reconstruction was begun last week on the rebuilding of the Wilentz factory, in Newark, New Jersey, which was partially destroyed by fire a short time ago. In addition to the main building being rebuilt, an extension of 35 by 25 feet will be added to the rear. The entire building will be two stories in height and will be 25 by 100 feet in size.

Frank Maguire, who conducted a cigar factory and billiard hall in Macomb, Illinois, has sold his cigar business to Charles Goodwin, a cigar manufacturer, of that place.

The Gibian Cigar and Tobacco Company, of Montgomery, Alabama, has changed hands, the new owner being Simon Loeb, a well-known business man of that city.

Michael J. Murray, a cigar manufacturer, of Oswego, New York, has taken his son, Roger P. Murray, in partnership with him, and the firm will be known hereafter as M. J. Murray & Son.

The dissolution of the partnership existing between Marshall Fenderson and Frank Cole, wholesale and retail cigar and tobacco dealers of Biddeford, Maine, has been announced. They started in business thirty years ago and during that time have been uniformly successful. Mr. Fenderson will continue the business, having purchased Mr. Cole's interest.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, January 7.

IN order to keep our records for a year complete, and also as we are always more or less pressed for time at the end of the year, we have this time only stated the sales up to the end of December. Besides the operations during the first six days of the new year have been of no great importance, and may barely reach 1000 bales of all kinds of leaf. If it had not been for the large transactions of one important leaf dealer from New York during the closing days of the old year, we should have had little to report either, but these have helped to create more life than usually. The market closed well sustained for all good vegas, as they may be barely sufficient to meet the expected demand on the part of the manufacturers until the next crop could be ready for their use. On the other hand, those dealers that are still having some stocks of the old 1911 growth in their warehouses are feeling less confident in obtaining their previous asking figures, and would now be willing to make concessions.

Sales from December 21 to December 31, 1912, amounted to 3306 bales, or divided represented: Vuelta Abajo, 1039; Partido, 295, and Remedios, 1972 bales.

Buyers were: Americans, 2618; exporters to Europe, 250; shippers to South America, 176, and our local manufacturers of cigars and cigarettes, 262 bales.

Exports of leaf tobacco from the port of Havana from December 23 to January 4, 1913, were: To all ports of the United States, 10,218; to Bremen, 573; to London, 55; to Mexico, 75; to South America, 493; to Australia, 30; thus making the total of 11,444 bales:

Receipts of tobacco from the country were:

	From December 22 to December 31, 1912.		Since January 1, 1912.
Vuelta Abajo	6 bales		181,942 bales
Semi Vuelta	..		23,332
Partido	..		22,879
Remedios	139		234,001
Yara and Mayari	80		16,100
Total	225	Total	478,254

The crop reports from the Vuelta Abajo are extremely promising, as it has rained several times last month, as well as this month, therefore, if nothing unforeseen should occur, we might have a very large, and possibly also a fine quality crop. However, as we have become skeptical by glowing accounts of the Vegueros, and other parties interested in spreading brilliant reports of the coming crop beforehand, when afterwards just the opposite has been the case, we prefer to await further developments, before trusting too much in the premature promises of what is going to come yet. Some tobacco has been cut already since the latter part of December, and further cuttings are going to take place this month. And while the first part of the very early planted tobacco may perhaps yield a fine quality later on, we are however entirely in the dark yet, how the tobacco may dry off, and still later, how it is going to pass the pilon. The nicotine plant is subject to so many changes, not alone while growing, but also later on in the drying sheds and during the process of the escogida, that one is never sure about the quality, until the tobacco has passed the second fermentation in the bales, and is then fit to be put on the cigarmakers' table for the final test. Before this period everything is more or less guesswork, but unfortunately in our great haste to discount the future we are jumping too often at conclusions and are forming a judgment, when we ought to take matters more calmly and wait for the proper time to come, as otherwise we are liable to be mistaken, and will have to pay the piper for our haste. This happened notably in the year 1907, when the great majority of the buyers thought they had a splendid crop before them, and they bought heavily of the green leaf, which later on turned out to be crude, and did not go through the fermentation, staying raw for a long number of years. Fortunes were lost, and it is very doubtful whether all the dealers have been able to recoup themselves in the meantime.

We have heard some complaints about the Partido crop, that some places are suffering from the drought, while other people, however, paint the situation in the same rose colors as regards this growth.

The accounts about the Remedios crop are mixed, as in some districts, like Manicaragua and Sancti Spiritus, not a drop of rain shall have fallen for six weeks, while, on the other hand, in Camajuani and its neighborhood they shall have had too heavy rains, which have washed away the young plants, as well as the seedbeds. However, as the Remedios crop is generally one month behind the Vuelta Abajo one, there may be still time to repair the damage done, provided the weather henceforth should prove to be more beneficial during the next two or three months to come.

Principal Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: S. Wallach and Jessie Falk, of G. Falk & Brother; Aleck Goldschmidt, of E. Blümlein & Company, August Biedermann, of August Biedermann.

From Philadelphia: Adolph Loeb, of Karl Straus & Company.

From Chicago: August Kuttnauer, of Rothschild, Sons & Company; Benito Martinez, of Martinez & Company; Sam. Paley, of S. Paley & Company.

From Tampa: Anacleto Baro, of Anacleto Baro.

From Hamburg: M. Jessurun, of Jessurun & Company.

From London, England: Alexander Elkan, of John Hunter, Morris & Elkan.

Returned—Francisco Arango, manager of the Henry Clay & Bock & Company, Ltd.

Representatives of Cigar Factories.

From New York: Robert E. Lane, representative of the Partagas factory for the United States and Canada; Charles Landau, representative of the H. Upmann factory for the United States and Canada.

From Buenos Aires: José Alonso, who with his brother Lorenzo, are the representatives of the Partagas factory for the Argentine Republic.

Departures—To New York: Howard L. Friend, Bernhard Lichtenstein, S. Wallach, Jessie Falk, José Aixala, Felipe Rodriguez and Robert E. Lane.

To Tampa: Anacleto Baro.

To Hamburg: M. Jessurun.

Cigars.

We have not yet received the details of the reports from the fifteenth of December to the thirty-first of the same month, but we have heard that the total shrinkage in our exports from Havana shall have amounted to 9,147,716 cigars, as compared with the year 1911. This evidently proves that our customhouse statistics are not kept very accurate, as we surmised, when the extreme shortage occurred in the month of November of nearly six millions in fifteen days, and evidently the clerks must have noticed their error, and in order to make good the mistake they added the difference to the second half of December. There is no other explanation, because it is likewise impossible that we should have gained 3,394,065 cigars in the fifteen days from December 16 to 31, as compared with 1911. The United States have taken 6,159,579 cigars less than in the previous year, England 3,440,448, and Germany 1,187,395 cigars less; while Canada has increased her imports by 1,639,906 cigars.

This shows that our famous reciprocity treaty has not helped Cuba one bit in her cigar industry, and the sugar people are also stating that the profit under the reciprocity treaty has not gone into their pockets, but into the hands of the refiners in the United States.

We are awaiting anxiously to see what the Democratic party is going to do in the way of cutting down the duties, and whether later on it will grant us fifty per cent. reduction on the duties, instead of the paltry twenty per cent. As we are not alone polit-

Continued on Following Page

Leaf Tobacco Jottings

A report from Lancaster, dated the 13th, states that the big tobacco concerns, which were so active in buying Lancaster County's new tobacco crop, appear to have evacuated the field, the understanding being that they had procured all the tobacco they needed. They procured it at an average price of ten cents for wrappers and three cents for fillers per pound.

With only twenty per cent. of the crop unsold, prices have stiffened, and the majority of the holders of these goods now demand from eleven to twelve cents a pound. Few local packers have been among the buyers, some because they are loaded with old goods, and others, who are ready to buy, waiting for the drop in prices the growers say will not take place.

The damp weather has been ideal for stripping, and the growers are now stripping and delivering at the warehouses as fast as possible. Few old goods are being sold now, and the prices are not high. The 1911 sells at fifteen to sixteen cents a pound, and the 1909 goods at ten to fourteen, according to grade.

The tariff hearing at Washington is going to bring out some interesting points on the importing of Sumatra tobacco. The interests who advocate a reduction in the present rates have a pretty strong case outlined and assert that $1 is ample to protect the domestic grower. They assert that it is ridiculous to pay a duty of $1.85 on an article, which ordinarily costs on an average of from $1 to $1.25.

Yet a number of the larger leaf importing houses realize that a reduction of the duty will enable a number of their smaller competitors to compete on a more even basis against them and accordingly are not anxious to see the duty reduced. The smaller cigar manufacturer, too, would probably do his own importing, were the duty lower and this would make inroads on the trade of the importing houses. This, the larger cigar manufacturing houses, which do their own importing, are not willing to see prevail, and oppose it vigorously.

Although the Connecticut Congressmen are Democrats, all indications point to their working hand in hand with the tobacco growers of that state. They assert that they will do all in their power to keep the duty at a point where the domestic grower need not fear the competition of the foreign planter.

But with such wide variance of opinion as to what changes should take place in the tobacco schedule there is small reason to believe that any radical reduction will be recommended.

One million pounds of tobacco, said to be in the hands of the Fleming County, Kentucky, tobacco growers, has been reported to have been sold to the R. J. Reynolds Tobacco Company. The price paid was around $15 per hundred pounds.

E. J. Dienst has purchased the wholesale leaf tobacco business of Nunn, Buse & Dienst, wholesale tobacco leaf dealers, of St. Louis, and will continue business under his name. The other interests will do business under the name of Nunn, Buse & Company.

Lancaster Leaf Tobacco Board of Trade Elects Officers

At the annual meeting of the Lancaster Leaf Tobacco Board of Trade, held in that city on January 8, the following officers were elected: President, Herbert J. Taylor; vice-president, Milton H. Ranck; secretary, L. H. Nolt; treasurer, Morris Rosenthal. The seventy-five persons present evinced much interest in the question of the proposed lowering of the tariff on foreign tobacco. A straw vote was taken which favored leaving the duty as it now exists.

The Cuban Market

Continued from page 34

ically dependent upon the United States, but also economically, we ought to have some benefit of a real importance in the shape of a reduction in the duties over the other foreign countries.

Business in general is dull, as always at this season of the year, although there are a few factories which have not cut down their forces of cigarmakers, but it is the small minority.

The principal factories that are working well are: Romeo & Julieta, Partagas, H. Upmann, Sol, Castañeda, Henry Clay & Bock & Company, Ltd., Flor de P. A. Estanillo, Hoyo de Monterey, Por Larrañaga, C. E. Beck & Company, La Flor de José Otero and Allones, Ltd.

Buying, Selling and Other Notes of Interest.

Planas & Company were the biggest sellers during the last ten days of December, as they turned over 800 bales of Remedios.

Messrs. S. Wallach and Jessie Falk were our biggest buyers, as they acquired 1900 bales of choice Remedios and Vuelta Abajo in our market for their firm of G. Falk & Brother, of New York.

Camejo & La Paz sold 400 bales of their choice holdings of Veulta Abajo.

Bernhard Lichtenstein purchased 600 bales additional of leaf, thus making his whole investment 800 bales, when he left here on the 25th ulto.

Sobrinos de A. Gonzales had a quieter time during the last ten days, as they only disposed of 300 bales. However, in figuring up their total sales during the year, they ran up to 52,303 bales, a truly royal quantity for one house to handle, and there were only two weeks out of the fifty-two that they did not report any transactions, although this might have been that the number of bales were too insignificant and were added to the following week.

Howard Friend had added another 200 bales of leaf to the purchase of Friend & Company before he shook the dust of Havana from his feet on the 25th ulto.

José Menendez was a seller of 200 bales of Partido and Remedios to his clients.

M. Jessurun is reported to have purchased 250 bales of Vuelta Abajo leaf for his customers in Hamburg.

Gutierrez & Diehl, José C. Puente and Menendez & Company sold each 100 bales, while Ernest Ellinger & Company closed the old year with a sale of 78 bales to a local customer.

Don Pepin Rodriguez, the senior partner of Rodriguez & Argüelles, owners of the famous Romeo y Julieta factory, has cabled that he will leave Liverpool on the 10th inst. for Havana, via New York.

Don Adolfo Moeller bought and shipped a trille over 40,000 bales of leaf during the year 1912, the major part of which went to Germany.

Mr. Leslie Pantin purchased for his customers 36,000 bales of all kinds of leaf, out of which quantity he has shipped 25,000 bales and 4500 barrels of stripped fillers. If the latter were figured at two bales for one barrel, then it would make his shipment come up to 34,000 bales.

J. F. Berndes & Company gave their purchases as amounting to 34,200 bales during the year, principally to Germany and Austria, although they have also exported goods to their customers in the United States and Buenos Aires.

Herr Hermann Diehl, partner of Gutierrez & Diehl, will soon become a benedict, as he asked for the hand of a beautiful Cuban señorita, Lourdes de la Torre, a niece of the Chief Justice of the Supreme Court, and the wedding bells will ring some time in the month of February next.

Shippers above 300 bales of leaf tobacco from the port of Havana were: J. F. Berndes & Company, 3921; Leslie Pantin, 2432; J. Bernheim & Son, 1277; C. E. Beck & Company, 835; H. Upmann & Company, 727; Garcia & Company, 505; Manuel Suarez, 374; Ernest Ellinger & Company, 346; Rodriguez, Menendez & Company, 302, and Diego Montero, 300 bales.

ORETANIV.

Late Trade Bulletins

The Security Trust Company has asked for the appointment of a receiver for the R. Lowther Company, conducting a cigar stand in the Lemcke Annex, Indianapolis, Indiana. The plaintiff asks judgment for $4764.39, which amount they allege is due them on notes.

W. A. Yates has taken possession of the cigar store formerly conducted by John Francis, on Center Street, Baker, Oregon.

Fire nearly destroyed the cigar store of Joseph Pastora at 506 East Washington Street, Syracuse, New York, recently. The damage to stock, amounting to about $200, is an entire loss.

William H. Hammond, Saratoga, New York, recently of Glen Falls, is now established in his new cigar store.

The cigar store of Charles Goodwin, Macomb, Illinois, was formerly conducted by Frank Maguire.

The Scranton Tobacco Company, now building at the northwest corner of Franklin Avenue and Spruce Streets, Scranton, Pennsylvania, have purchased the properties adjoining this site, 211 and 213 Franklin Avenue.

The Central Cigar Company, Nashville, Tennessee, have taken a ten-year lease on the store located 321 Union Street, that city, and will remodel the building along up-to-date lines, opening for business just as soon as alterations are completed.

Fire recently threatened to destroy the factory of the Columbia Club Cigar Company, Salt Lake City, Utah, but quick action prevented the flames from spreading, the damage being trifling.

The Mexican Congress has increased the import tariff on tobacco one hundred per cent. in order to obtain necessary funds needed by the government.

Extensive alterations are now in progress on the building located 37 Grant Square, Brooklyn, New York, which has been leased for a number of years and is to be occupied by the United Cigar Stores Company.

The Wheeling Traction Company, the Wheeling Natural Gas Company and Bloch Brothers Tobacco Company distributed to the firemen of Wheeling during the Christmas holidays many boxes of cigars, Bloch Brothers supplying carton upon carton of their "Mail Pouch" tobacco.

Albert Wutzler, owner of the Wutzler Cigar Factory, St. Louis, Missouri, died at his home in that city a short time ago.

Roy Abbey is now occupying his new cigar factory on Cherry Street, Burlington, Iowa.

J. W. & D. E. Chase have taken over the interest of Jerry Simpson in the cigar store in Theatre Block, Eugene, Oregon.

Rife & Earhart, Milton, Ohio, have purchased a site in that township on which they propose to erect a warehouse for the handling of tobacco. It is their intention to keep the place open the year 'round.

C. B. Davidson, a salesman connected with one of the largest cigar houses of San Francisco, California, has taken a half interest in the Palace Cigar Stand, Porterville, California, and will conduct the business in conjunction with J. Dorsey Seal, original owner of the business.

Ed. H. Miller, who formerly operated a cigar factory at Winton, Minnesota, is now located in Princeton, Minnesota, having joined his father at that place, it being their intention to run a large cigar establishment in Princeton.

The Superia Cigar Manufacturing Company, Detroit, Michigan, a short time ago, tendered their employees a banquet, this being an annual custom.

For the benefit of his creditors Samuel Barnard, doing business as the Annex Cigar Store, No. 6 Milk Street, Boston, Massachusetts, has assigned to William Hirsh.

Harry Krueger has taken over the cigar store at 36 North Main Street, Butte, Montana, formerly operated by J. Strobel and J. M. Reynolds.

Alterations and improvements to the value of $17,000 are being planned for the cigar store conducted by Jack Carroll, Sault Ste Marie, Michigan.

The United Cigar Manufacturers' Company plans to erect a modern cigar factory on a lot which they recently purchased, located on Maple Street, Seven Valleys, Pennsylvania.

It is estimated that the leaf tobacco brought into Chicago during 1912 by local importers amounted to almost a million and a half dollars. The report of the collector of customs shows $841,662 to have been paid in duties. These record-breaking figures are attributed to the very rapid increase in the growth of local cigar factories during the past year. It is predicted that the imports for this year will even surpass those for 1912.

J. F. Mills, a prominent wholesale and retail cigar dealer of Galesburg, Illinois, has opened up the Basement Cigar Store at 12 East Main Street. He is making quite a success with his new five cent cigar, which he has named "518," after the local aerie of the Eagles.

Incident to the Christmas season the Cigarmakers' Union No. 54, Evansville, Indiana, gave a dance shortly preceding the holidays, which was participated in and greatly enjoyed by its members.

C. J. Holton, a prominent cigar merchant of Detroit, Michigan, who resides at 620 Trumbull Avenue, held "open house" between the hours of 2 and 7 P. M. on New Year's Day for his many friends.

A cigar and tobacco store was opened January 1 on Dunham Street, Pittsfield, Massachusetts, by Charles B. Dunham, formerly of the firm of Dunham & Wilcox.

It is the intention of Joseph Roach, who recently acquired the cigar manufacturing business of Green Brothers, North Adams, Massachusetts, to continue the manufacture of the brands made by that company. His shop is located in the rear of the Smoke Shop on Main Street.

Calderwood & Robbins, tobacconists, for many years located in Merrimack Square, Lowell, Massachusetts, have moved into their new store, located 27 Prescott Street.

Charles and Margaret Robinson, proprietors of the Illinois Tobacco Company, Springfield, Illinois, have purchased a site on the south side of East Adams Street, near Ninth Street, and will erect thereon a warehouse for the storage of tobacco, the estimated cost being about $10,000.

As the result of a fall sustained while at work in the plant of the Liggett & Myers Tobacco Company, St. Louis, Missouri, Emil R. Witzig, one of the oldest employees of the old Drummond and Liggett & Myers tobacco companies, died in the latter part of December. He is survived by two sons, two daughters, a brother and a sister.

Charles H. Revere and Thomas Pullin have acquired joint ownership of the cigar store and manufactory in the Lilley Block, Main Street, Torrington, Connecticut, succeeding William G. Terry.

Ben F. Shearer, of the Shearer Cigar Company, St. Joseph, Missouri, has signified his intention of giving to associated charities ten per cent. of the total receipts of two days' business.

Cigars to the number of 195,000 having been destroyed in a fire which burned out the Burgesser-Sweetring Cigar Factory, Clayton, Illinois, the company have planned to locate in a short time at Quincy, where operations on a more extensive scale will be carried on at 318-320 Hampshire Street. It is the intention of the Burgesser-Sweetring Company, who now manufacture five or six popular brands, to so develop their business that the output will be greatly increased.

U. C. M. Company to Have Another Pennsylvania Factory

Arrangements are being made for the opening of a branch factory of the United Cigar Manufacturers Company, in Johnstown, Pennsylvania. The machinery and supplies needed for the plant are already in the city and it is expected that the factory will be in full operation about January 18.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

1913 Has Good Start in Lancaster

LANCASTER, January 9.

ALTHOUGH the cigar manufacturing interests are taking stock and are not rushed as hard as they have been the past month, there is every indication of a good start for the new year. Many manufacturers state that orders have been coming in with pleasing regularity since the traveling representatives have been off the road. If the trade continues as nicely as it has started, 1913 will be one of the big years for the Ninth District. The poor start and dull summer hit some of the factories hard, and had it not been for the fall boom, 1912 would in all likelihood have fallen below the average of recent years.

The business was so brisk and holiday orders came in so fast with some of the firms that they were unable to fill the orders as required. One firm was compelled to turn some of the orders down because of the dearth of cigarmakers throughout this region. Hands are very scarce just now. Of course, this is also the case in other cigar manufacturing centres like Reading and York.

J. Aldis Herr, president of the Tobacco Growers' Society, has been notified that the Department of Agriculture is increasing the annual appropriation toward tobacco experiments. Special work will be done, it is understood, toward an investigation of the curing work throughout this part of the state. Congressman Griest has been able to get this appropriation for the growers.

I. E. Ryder, the cigar manufacturer, is again home after a short trip to New York City.

Milton Ranck, the leaf dealer, has been confined to his home in Strasburg from a slight illness.

Since the first of the year an inventory has kept the S. R. Moss factory busy. Indications point to a very successful year. This firm has broadened their fields of endeavor during 1912 with good results. Throughout the Middle West cities the "Flor de Moss" has been pushed hard and the orders, which fairly swamped the factory during the closing months of the year, have been repeating themselves the past week, arriving in every mail. The brands of this factory which are receiving the most attention at present are the "Flor de Moss," the "Moss Kids" and the "Little Minister."

At the annual meeting of the Lancaster Leaf Tobacco Board of Trade on Saturday evening, at Hotel Wheatland, a vote was taken on the question of favoring a change in the present tariff on tobacco and the result was almost unanimously for making no change. Officers were elected for the year as follows: President, Herbert P. Taylor; vice-president, M. H. Ranck; secretary, Leroy H. Nolt; treasurer, Morris Rosenthal; Board of Directors, Joseph Goldberg, I. H. Weaver, Charles Emory Long, Samuel Siesel and J. H. Hoober.

Following the business meeting a banquet was served, Mr. Taylor acting as toastmaster. Dr. I. Rosenthal delivered the invocation. The discussion at the banquet was on the tariff levied on foreign tobacco. Nearly all the speakers favored allowing the tariff to remain as it is. Among the guests were a number of the officers and prominent members of the Lancaster County Tobacco Growers' Association, and these also were in favor of not making any change.

It was decided to hold a banquet, at which time action is to be taken on a number of resolutions protesting against a change in the tariff on foreign tobacco. A committee, probably will be appointed to appear before the Ways and Means Committee in Washington on January 17, when a hearing will be given on this subject by the committee.

Robert Granat & Company are moving into their new offices and warehouse on North Queen Street, formerly occupied by Siesel & Tole, who have moved to their new building.

One of the heaviest transactions reported in the leaf market here for some time has taken place in the sale of eight hundred cases of 1911 tobacco by A. B. Groff, of New Holland, to Morris Levy. The deal is said to represent nearly $50,000.

Latest Doings in York and Vicinity

YORK, January 9.

WHILE there has been a let-up in cigar manufacturing circles, 1913 has started out in a nice manner for the majority of the factories. They have been taking inventories and the results are satisfactory. The leaf market is quiet, sales being small in volume. Dealers look for a resumption of activity before very long.

The C. H. Plitt Cigar Company report a good showing on the "Liar" cigar, only recently introduced to the trade. This brand is found in every worth-while store around town and is beginning to find excellent distribution in outside places. Mr. Plitt recently stated to the writer that, although the cigar was far above the majority of the other nickel brands in this market, he was continually improving it. The "King Rowser," ten cent cigar, made for W. A. Hall, a distributor of the Plitt brands in Washington, D. C., is making excellent headway in that market.

The Christmas rush in the cigar business ended several weeks ago, but there has only been a slight decrease in the amount of stamps sold at the York office of the Ninth Internal Revenue District during the month of December. The receipts for the month amounted to $96,564.94, as compared to $118,627.78 for the preceding month.

The receipts for the past month amounted to $17,952.72 more than for the month of December, 1911. From the large sale of stamps made at the office every day there seems to be little let-up on the boom in the cigar industry in York County. New factories are being opened continually in different sections of the county. Twelve new factories, giving employment to forty-nine persons, were opened during the month of December. The largest factory licensed was that of the Glen Rock Cigar Company, Glen Rock, giving employment to ten hands.

The following are some of the larger factories and number of hands employed in each licensed during the month of December:

Glen Rock Cigar Company, Glen Rock, ten hands; Walter G. Altland, York No. 5, five hands; Sarah Rider, Windsor, five hands; Elmer Hake, Red Lion No. 1, five hands; Ethel A. Keesey, Laurel No. 2, five hands; David L. Myers, Red Lion No. 3, five hands.

Reading Could Use 300 More Cigar Makers

READING, January 6.

JUDGING by the reports one hears from the different cigar factories, 1913 has started out with a rush. The large fall trade assisted in making a good 1912. Orders have been coming in the latter part of the year which insure a steady operation of the plants for some time. The dearth of cigarmakers is the proposition the cigar men are now up against. Several factories have ads running in the local papers and want fifty. Unfortunately, the aforesaid fifty are slow in materializing. It is now up to those manufacturers to teach hands or get machines to do the work.

The Fleck Cigar Company has just closed a most successful year. They have concentrated their attention on the "Rose-O-Cuba" for some time and prophesy an even larger increase in 1913. George Parker, who distributes this cigar in Philadelphia, recently purchased an auto delivery truck, which carries a "Rose-O-Cuba" advertisement. R. K. Thomas & Company, of Norristown, Pa., jobber of the "Rose-O-Cuba" in that section, who have two auto trucks, report a big sale on the brand. One of their trucks carries the "Rose-O-Cuba" ad also.

The affairs of John J. Eshleman, the Mohnton cigar manufacturer, it is understood, were settled. The offer of 33 1-3 cents has been accepted and the factory is again operating.

Straightening of accounts and taking of stock is the order of the day now. W. W. Stewart & Sons are busily occupied at this, and outside of stating that the figures were entirely satisfactory had little to say.

"1912 has been a good year for us," said John Spatz, the cigar manufacturer. "The same methods and policy that have characterized our operations in the past will continue for the following year."

The offer of a settlement of thirty per cent. cash has been made to the creditors of George W. Lehr, the cigar manufacturer. Samuel E. Bertolet is the referee in bankruptcy.

Foreign Trade Inquiry

The daily consular and trade reports notes the following trade opportunity. An American consular officer in a European country reports that a local tobacco importer desires to get in touch with American tobacco growers and producers for the purpose of importing this article. He is particularly interested in tobacco adapted for the manufacture of snuff. Further information regarding this item may be obtained by addressing the Bureau of Foreign and Domestic Commerce, care of Department of Commerce and Labor, Washington, D. C., and referring to number 10,137.

Late Trade Jottings

The Bowers Cigar Stores Company recently incorporated at Newark, New Jersey, names as its incorporators, T. F. Bowers, Newark, New Jersey, H. A. Rosner, New York City, and J. E. Smith, East Orange, New Jersey. The capital is rated at $125,000.

For the purpose of manufacturing and dealing in cigars, cigarettes, etc., the La Posenda Cigar Company was incorporated a short time since at Chicago, Illinois, with a capital of $2500. The incorporators are listed as follows: Millard J. Roberts, Walker I. Kanaby and Edward J. Pauler.

LEAF TOBACCO MARKET

New York Market Dull---Buying of Pennsylvania Crop Going Along Steadily---Connecticut Growers Prepare for Tariff Hearing---Shortage of Help in Some Wisconsin Places

NEW YORK.

NEW YORK CITY, January 9.

THERE has been little of interest transpiring in the local leaf circles the past two weeks. Pennsylvania has been selling well.

The binder situation remains about the same. Dealers are looking forward to the 1912 Connecticut crop and the Wisconsin crop, which will be available before long.

There was little activity in Havana. Remedios sold fairly well. The other tobaccos were at a standstill. The manufacturers have been taking inventories and have shown little inclination to do business with the leaf dealers. Inquiries have been coming in within the past few days, and it is only a question of a short time before many manufacturers must renew stocks.

More interest is evinced in the tariff hearing at Washington on January 17 than in anything else. Opinion is divided in this city.

PENNSYLVANIA.

PHILADELPHIA, January 10.

THERE has been little doing in the leaf market during the past two weeks. Sales have been few and far between. Manufacturers have been busy taking inventories and will probably look around for new stocks when the time arrives. It is the general opinion that there will soon be a revival of interest in leaf tobacco.

Philadelphia leaf men have been discussing the tariff hearing on January 17 more than anything else. Some of them feel that this time it is a case of "Do or die," and they have no intention of dying either. They have made preparations for the hearing and when the conflicting interests get in Washington there are going to be some lively arguments.

LANCASTER, January 8.

Buying of the new crop is going along in a steady fashion. With the exception of a few cases the prices have been around ten and four. Local packers are buying slowly. The weather has been ideal for stripping in the country districts and the growers have been stripping their tobacco as fast as possible. Reports from some parts of the country give it that there will be much hail cut tobacco on the market. Some growers have their hail cut leaf divided in three classes; that tobacco which was riddled by one storm, some which received it twice, and a third class which has gone through three storms. Some growers did not take the trouble to cut tobacco after it passed through two storms.

There has been much dissatisfaction among the leaf interests here about some reports which have gone out of this market. Growers claim, and packers also, that the reports have been misleading in many respects, and that prices quoted at times were ridiculous.

The tobacco planters are united in opposition to any reduction in the imported filler duty, which may be lowered at the next session of Congress. They believe that any reduction will injure the American grower. The packers are divided. Some of them are in favor of a small reduction and others are distinctly opposed to it. The Growers' Association will probably send a delegation to Congress to protest against any reduction.

CONNECTICUT.

HARTFORD, January 8.

THE annual meeting of the New England Tobacco Growers' Association will be held at Unity Hall, Friday, January 10, at 11 A. M. Action will be taken on resolutions in regard to the proposed reduction on the tariff on wrapper tobacco, the rate now being $1.85 per pound, to a rate of 75 cents per pound.

The Ways and Means Committee of Congress have set January 17 for the hearing on the tobacco schedule. W. K. Ackley, secretary of the association, says: "The life of the tobacco industry in this section is at stake and any reduction in the present rate of duty would paralyze this industry. Every wrapper-growing state will have representatives in Washington at this hearing."

SUFFIELD.

A number of the farmers who sold their tobacco crops early in the season are now complaining of the action of some of the out-of-town buyers who bought tobacco in the bundle on the farms, and now, declaring the product not up to the standard, have reduced the price per pound several points. Some of the farmers have accepted the cut price rather than take the chance of keeping the crop over a whole year, while others have refused to let the tobacco go until the original price is paid. In most cases the buyers paid money down, to bind the contract, but the agreements have been broken in two or three cases in town so far. One grower in Main Street was docked this week three cents a pound, but the figure was accepted rather than hold the tobacco for a higher price. This year several buyers bought in the field, a new practice for both the buyer and grower, and considered unfair to both.

WISCONSIN.

EDGERTON, January 6.

THE holiday week given over so largely to pleasures has not been productive of much news in the tobacco trade. A few buyers are still traveling the growing districts, though there is but little competition in the country trading at present. A good deal of tobacco has been delivered at receiving points during the week, permitting the packers to gain a supply of bundle stock while the roads are fine. Warehouse handling is getting well started and the coming week will witness the sorting season under full headway at the packing points. A shortage of help is reported in some centers.

The beginning of a new year finds the tobacco growers of Wisconsin in excellent financial condition and in the best of spirits. The great bulk of last season's crop has been sold at a good average price, that must yield considerably more than $100 profit per acre. Much of it is now ready to be converted into cash that will go a long ways towards fattening bank accounts or meeting obligations. The country districts have been thoroughly cleaned of all old tobaccos, leaving the farmer to start in another year with a clean score and with a prospect that the coming season will prove equally as satisfactory, for the market stands ready to absorb easily any forty or fifty thousand acres that meets the demands of the binder trade. The packers, too, of Wisconsin leaf have little reason to regret results of last season's business as they study the balance sheet of the year. There has been a ready sale of all their holdings at a fair margin of profit, and good, healthy business has prevailed during the year; the demand for good binder stock has far exceeded their ability to supply until stocks held by local packers have been reduced to a condition seldom witnessed in this state. Old leaf available for independent manufacturers is doubtless the smallest ever known since Wisconsin became an important factor as a tobacco state. With no surplus of old stock on hand the prospects for business the coming year could scarcely well be improved upon.—*Edgerton Reporter.*

STOUGHTON.

Enough tobacco of the 1912 growth has been delivered to indicate its condition as to quality and weight. At Stoughton about 100 acres have been received. One crop that sold at 12½ and 4 went 1750 pounds to the acre. One hundred and fifty dollars an acre is a good return for labor and expense, and when the sum runs above $200 an acre, tobacco production is considered profitable. It is asserted that a sounder crop than 1912 has not been delivered to packers in several years, but the growers are disappointed in the weight. The excess of moisture in the leaf is lacking this year, as it was taken from the pole while in light case. Some yields may go as low as 1200 pounds to the acre, and the average yield may be about 1500 pounds.

Every man, boy and other help that can be crowded into the work is being utilized, and little is the rest or sleep in the tobacco sections. There is a general remark that the leaf is light, having cured completely with a thin texture, and the weight per acre will not be as great as anticipated at harvest season.

Packing started at the Viroqua warehouses on January 6.

KENTUCKY.

HOPKINSVILLE, January 4.

CHRISTMAS took all of the life out of this tobacco market last week. But this was nothing unusual, for it always so happens and the tobacco dealers declare a vacation in advance and religiously observe it.

Except for loose sales on Monday and Tuesday there was nothing doing during the week. These sales aggregated about 50,000 pounds and prices held strong at former quotations of $3 to $4 for trash, $4.50 to $7.00 for lugs and $7 to $10.75 for leaf.

This week the market is expected to show the busiest time so far this season. The weather conditions are still unfavorable, but it is believed that the farmers can now handle the tobacco, and as they are very anxious to get it off of hand they will take advantage of every opportunity that offers.

Prices show no sign of decreasing and it is believed that the market will hold steady at present quotations. If there is any change it is believed it will be upward. Buying on the loose floors and at the barns increased considerably just before the holidays and will be heavier than ever now.

LEXINGTON.

It is generally admitted by both tobacco growers and the buyers who have been through the country that the crop of White Burley tobacco of this year is light in weight and will be shorter in pounds from 25 to 33 1-3 per cent. than the usual crop. To this admitted shortage, as well as the fact that the Burley tobacco of this season has furnished much of bright grade, the good prices thus far realized has been generally attributed, and it is believed that as this shortage

Newsy Paragraphs From Leading Leaf Tobacco Centres

The past year has witnessed many changes in leaf tobacco circles around Suffield, Connecticut. Quite a bit of land has been bought from the smaller farmers by the tobacco syndicates. While the demand for tobacco continues to hold up the prices, little will be heard of abandoned farms in that section. The Polish farmers of Connecticut are said to be buying up quite a great deal of land in that region, being very thrifty workers.

The Miami Valley Tobacco Growers' Sales Company, of Dayton, Ohio, which recently organized, has contracted for the services of two salesmen, who will have charge of the marketing of the crops from the warehouses of the growers represented in the company. An office is to be opened in Dayton. The association has made preparations to deal directly with the manufacturer and user of the tobacco, ignoring the middle man, the broker or the packer. It has been said that the big drawback to the plan is the uncertainty of the time at which the grower will receive his money, and that sooner than be compelled to wait until the tobacco has been marketed many planters will sell their crops as heretofore, thus insuring receiving the purchase price immediately upon delivery of the tobacco.

The new year was characterized by great activity in Burley circles throughout Ohio and Kentucky. All markets were crowded with business and country sales to speculators continued unabated. High prices and the general enthusiasm have caused hundreds of inexperienced buyers to enter the field of speculation. A number of these, no doubt, will quit poorer, but wiser, men. Interest in Western Ohio cigar leaf centres in the future of the new organization of growers and its effect upon the market. Conditions are quiet with but few sales.

It has been announced that Augustine Lonergan, Congressman-elect from Connecticut, will go to Washington with the delegation of the Hartford County Tobacco Dealers' Association to attend the tobacco hearing on January 17. The committee will leave for the capital on January 15 and will be granted three hours to present their claims.

Much has been said in the past year about the growing of Turkish tobacco in California. While this industry has barely passed the experimental stage, growers have been averaging over $200 an acre off the large plantation near Dinuba, in Tulare County. This leaf has been sold to the American Tobacco Company through their Coast agent, the John Bollman Company, of San Francisco. Prices paid for the product range from twenty-five to fiifty-five cents per pound, a much lower average than last year. This is accounted for by the fact that the quality was very poor, the growers not yet having the necessary knowledge for the proper culture of the leaf. The first tests were made two years ago, but now there are two hundred and fifty-five cents per pound, a much lower average than last man Company. This company next season will plant thirty acres of Turkish leaf on an experimental farm near Exeter, Tulare County, under the superintendence of Logan Umstead, a North Carolina expert. This step was taken on the actual results and on the recommendation of a man who studied the culture of the tobacco near Saloniki, in Turkey.

In one of the recently issued consular reports, an American consular officer reports that a local tobacco importer desires to get in touch with American tobacco growers for the purpose of importing this article, particularly the Virginia and Kentucky varieties. Anyone interested should write to the Bureau of Foreign and Domestic Commerce, Washington, D. C., giving file number 10,161. The correspondence should be in Portuguese or French.

It has been estimated that the 1912 crop of tobacco will yield Lancaster County growers in the neighborhood of $3,000,000. The majority of the local dealers have not done much packing as yet. It was the general belief last summer that if the planters would get seven and eight cents per pound they would be fortunate. The competition developed by big cigar manufacturing interests has caused prices to take a big jump. In some instances twelve cents was paid, but the average for the Lancaster tobacco crop this year will be around ten cents and three cents. There is quite an amount of the hail-cut tobacco on hand. The heaviest purchasers have been one of the largest cigar manufacturing firms in the country which took upwards of 30,000 cases and a prominent Philadelphia firm purchased probably 15,000 cases. Western cigar manufacturing firms have also been heavy purchasers.

Growers of shade tobacco, of Southern Alabama, are preparing for the tariff meeting before the Committee on Ways and Means in Washington, on January 17. They have prepared petitions asking that the tariff on imported wrapper tobacco remain the same. They assert that tobacco growing in Alabama is still in its infancy and that the proposed reduction would be fatal to the industry in that section. Large investments have been made in the equipment for the growing of wrapper tobacco. They contend that this would be entirely lost if the grower must compete on anything like an even basis with the Sumatra plantations.

Green River Association to Sell 20,000,000 Pounds of Burley

THE Green River Tobacco Growers' Association, with headquarters in Louisville, Kentucky, by a vote of its members, recently determined to accept the offer of an association of buyers for the 20,000,000 pounds pooled with it. The American Tobacco Company and the Imperial Tobacco Company are to take from 12,000,000 to 15,000,000 pounds, the remainder to be distributed among other factories. The price to be paid is from $5 to $9 for leaf and lugs and $3 for trash. There remains about 18,000,000 more to be disposed of, which is in the hands of the Green River Equity Association. The negotiations for the purchase of this tobacco at the same figures are now pending.

Under the report required by the Cantrill law, the stock in the Green River section on October 1, was 42,876,000 pounds or virtually a two years' supply. With the 1912 crop of about 20,000,000 pounds due in the market, in the next six months, the decision to sell at this time, is obviously an attempt to clean up stock before they become large enough to work against the best interest of the growers.

San Francisco

Holiday Trade Over, Finds Dealers Stocks Well Depleted—Plan Under Way to Establish $60,000 Commercial Travelers' Building—Present Year to See Many Changes in the Country Trade

SAN FRANCISCO, January 4.

AFTER about a couple of weeks of comparative quiet, the distributing cigar and tobacco trade is preparing for the late winter activity. Most of the traveling men working out of this city have been in for the holidays or absent on short vacations. Now all hands are getting the sample cases ready for an early and active start. In the city the holiday retail trade was large, especially during the last few days before Christmas, and the city salesmen for the local jobbing houses will have an easy time selling goods for the first few days, as everybody is well sold up and has more cash than cigars. Reports from the country also show a good business in most sections, the region from San Francisco north being especially favored. In the southern half of California, while the holiday sales were well up to, if not above, the average, the continued dry weather is beginning to have a slightly deterring effect on business in some of the farming sections. The dry weather has as yet done no real damage to crops, but the fear of it will, it is believed, make the cigar men a little cautious about ordering very heavily. So far the only regions affected are Southern California and the San Joaquin Valley.

The M. A. Gunst & Company traveling force, which has been in San Francisco for the usual annual gathering during the last two weeks, is now preparing to break up and get busy with the January business. H. C. Walters leaves in a few days for his regular trip through the San Joaquin Valley, and Will Crane, who works the Sacramento Valley, will get away about the same time. The salesmen have had a good time resting up and getting in touch with each other and with headquarters, and the points gained will be made good use of. The shortage of "Van Dyeks" gives the clear Havana business a little handicap, but additional supplies are coming in right along, and the comparatively small oversale will soon be filled. New bookings will be filled with very little delay.

Anton Michalitschke, for many years one of the leading wholesale cigar and tobacco men of this city, but now of Dresden, Germany, has remembered his old time friends with the season's greetings and is reported to be passing his time pleasantly in his native land.

Cigar travelers and manufacturers' representatives are interested in a proposition to establish at a cost of about $60,000 a Commercial Travelers' Building in this city. The question has been taken up seriously by the Pacific Coast Commercial Travelers' Association, of which H. L. Judell, of the wholesale cigar house of H. L. Judell & Company, is an officer and a very active member; and it now looks as though definite action will be taken shortly.

Sam Friend, one of the selling force of the Klingenstein Company, of Los Angeles, was in San Francisco for a few days last week. Mr. Friend reports that the Los Angeles trade had a splendid holiday season, his own house doing especially well with the "Webster" line.

J. T. Mercier, one of the live dealers of Santa Rosa, California, came to town to take in the New Year's festivities, and stayed over a day or so to get some trade pointers and leave some orders for additional stock. He closed a good year in his home town and counts on the usual progress or a little more for the opening year.

One of the earliest nickel campaigns for 1913 will be that of the San Francisco house of Boltz, Clymer & Company on their "El Merito" brand. This campaign is to be started just as soon as a big stock now on the way reaches the city.

The office of H. H. Manley, Western representative of the American Cigar Company, has now been removed to the Sherwood Building at 320 Market Street. Mr. Manley himself is now in the east visiting the New York headquarters, but will be back on the Coast early in the month in order to get a good start for the late winter trade.

The present year is expected to see a good many changes in the country cigar and tobacco trade. The elections of the fall left a good many counties and parts of counties on the dry side of the anti-saloon fight and, in a few cases, some places on the wet side that had formerly been dry; and as many of the country saloons controlled a considerable tobacco and cigar trade, a good many adjustments will have to be made. This will, it is believed, in the end tend to consolidate the trade in stronger hands and lead to the establishing of more exclusive cigar stores, but a good many jobbers will regret to lose their saloon trade, particularly as this trade has been above the average in financial dependability.

The new stand of Frank Cook at Fourth and Mission Streets seems to have made quite a hit. This is in a workingman's section and has fallen in line for a good trade on medium priced goods. The store takes over the cigar privileges of the Walsh & Lyon saloon, with which it is connected, and has the additional advantage of being directly beneath the headquarters of the Carpenters' Union, the membership of which runs into the ten thousands.

The city and outside salesmen of the "La Natividad" factory of this city began the new year promptly on January 2 this year with the active distribution among their customers of some handsome diaries. These are tastefully bound in leather and are just the right size for the pocket. Besides the usual calendar and memorandum space, the diaries are filled with a lot of well-selected and valuable information on all sorts of subjects.

R. J. Blaine, traveling representative for the "Belmont" factory of the Havana-American Company, has been spending some time in San Francisco in conference with the local agency and with M. Blaskower, the distributor for Northern California. He expects to inaugurate some special work in the interest of the Czar size of the "Belmont."

H. Bohls & Company this week put on the market their new "Naida" Egyptian cigarette to retail at two packages for twenty-five cents. An interesting lot of premiums is offered in connection with the new line, on which it is proposed to do some active promotion work.

Display of "Watt" cigars in store of H. L. Judell & Company. San Francisco

M. C. Patterson Resigns From American Tobacco Company

Official announcement of the resignation of M. C. Patterson as vice-president of the American Tobacco Company was made recently at the offices of that firm in New York City. Mr. Patterson is at his home in Richmond, Virginia. No reason for his resignation has been given by him.

Leaf Tobacco Market

Continued from page 38

becomes more fully realized prices will go still higher. Although the Lexington market opened one week later than usual this year, up to Christmas 5,636,140 pounds have been sold at an average of $12.74, while last year up to the same time only 4,894,135 pounds had been sold at an average of $8.50.

The Lexington market, which had been suspended for the holidays, re-opened Thursday January 2.

OHIO.

CINCINNATI, January 4.

THE closing sale of the year was held in the local Burley tobacco market with a light offering at two of the warehouses. Quality and condition of tobacco was about on a par with the previous few weeks and the market showed but little change. The bidding on all grades of both old and new stock was quite spirited and some very good prices were paid for choice types. Colory styles, though scarce, were strong. In the old tobacco the common sorts prevailed and, while displaying no unusual strength, were not quotable lower. Medium to good red tobacco in old stock was firm. The average quality of the new tobacco was of a higher order and everything offered was disposed of at prices which were considered high. The general run of the new tobacco seen on the breaks so far this season seems to bear out the prediction previously made that the 1912 crop will prove one of the finest in several years.

One-third of the Ohio cigar leaf crop is sold at $8@10. Much interest centers in the National Cigar Leaf Growers' Union with its new and progressive methods. It is probable that the twelve large warehouses of the concern will soon hold the larger part of the remaining two-thirds of the crop of 1912. These warehouses will "work" and "finish" their tobacco and sell direct to manufacturers by sample and competent salesmen. The cost of the process is given at $1.50@4 per cwt., according to condition and the amount of sorting required. Each crop bears its own expense, which is considered better than to charge an average price. As in other tobacco organizations the one great disadvantage is the inability of the grower to await payment until his tobacco is sold. It is confidently expected that this difficulty will soon be overcome as comprehensive plans to meet the situation are now being considered.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

FLOR DE LE ROI:—25,278. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 27, 1912. P. E. Throm, Mitchell, S. D.

HOLTZ-GREIB H. G.:—25,279. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 27, 1912. Cores-Martinez Co., Philadelphia, Pa.

GOLD BEADS:—25,280. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 28, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

TASSEL:—25,281. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 30, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

GOLD PINCHES:—25,282. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 30, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

PINCHO GOLD.—25,283. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 30, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

GOLD PICKS:—25,284. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 30, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

McHIE'S HIGH WINE:—25,285. For all forms of manufactured tobacco. December 30, 1912. McHie-Scotten Tobacco Co., Detroit, Mich.

SEAFORTH:—25,286. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 31, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

DEEP RUN:—25,287. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 31, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

LADY STOUT:—25,288. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. December 31, 1912. Gordon Cigar and Cheroot Co., Richmond, Va.

ABODE:—25,289. For cigars. January 2, 1913. Katz & Scheer, Cincinnati, O.

WISCONSIN COUNTRY CLUB:—25,290. For plug, fine cut, twist, scrap, and all forms of manufactured tobacco. January 2, 1913. McHie-Scotten Tobacco Co., Detroit, Mich.

SOUTH DAKOTA COUNTRY CLUB.—25,291. For plug, fine cut, twist, scrap, and all forms of manufactured tobacco. January 2, 1913. McHie-Scotten Tobacco Co., Detroit, Mich.

NORTH DAKOTA COUNTRY CLUB:—25,292. For plug, fine cut, twist, scrap, and all forms of manufactured tobacco. January 2, 1913. McHie-Scotten Tobacco Co., Detroit, Mich.

NEW JERSEY COUNTRY CLUB:—25,293. For plug, twist, fine cut, scrap, and all forms of manufactured tobacco. January 2, 1913. McHie-Scotten Tobacco Co., Detroit, Mich.

HAVANA SUCCESS:—25,294. For cigars, cigarettes, cheroots. January, 2, 1913. A. C. Henschel & Co., Chicago, Ill.

LA FELMA:—25,295. For cigars, cigarettes, chewing and smoking tobacco. January 3, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

HOME TOBACCO COMPANY:—25,296. For the title for a business concern. January 3, 1913. Allen Sterner, Lock Haven, Pa.

LADY DAVIS:—25,297. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 4, 1913. C. B. Henschel Manufacturing Co., Milwaukee, Wis.

BLENDED SPLITS:—25,298. For cigars, cheroots, stogies. January 4, 1913. Union-American Cigar Co., Pittsburgh, Pa.

MELO DURO:—25,299. For cigars. January 4, 1913. W. Kruschke, Portland, Ore.

WINDSOR:—25,300. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 6, 1913. The Columbus United Sales Co., Columbus, O.

CROWN PRINCE CONSTANTINE:—25,301. For cigarettes. January 7, 1913. Anthony Sampatakos, Lowell, Mass.

LA ESTERLA:—25,302. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 7, 1913. J. Friendo, Chicago, Ill. Has been used for ten years.

LITTLE MARK:—25,303. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 7, 1913. Coraza Cigar Co., Milwaukee, Wis.

J. R. KEENE:—25,304. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 8, 1913. Bondy & Lederer, New York.

SIR EDWARD GREY:—25,305. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 8, 1913. Cole Lithographing Co., Chicago, Ill.

COOMBS SMOKING MIXTURE:—25,306. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 8, 1913. Charles Coombs, Detroit, Mich.

TRANSFERS.

BEN HARIB:—24,174. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 25, 1912, by the Chicago Box Co., Chicago, Ill. Transferred December 11, 1912, to Charles D. Altschul & Co.

ST. SIMONS ISLE:—24,918. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered September 14, 1912, by T. O. Lloyd, Brunswick, Ga. Transferred December 31, 1912, to P. O. Mead, Brunswick, Ga.

MERANO:—19,689. For cigars, cigarettes, cheroots. Registered February 15, 1910, by Moller, Kokeritz & Co., New York. Transferred January 8, 1913, to Kaufman, Pasbach & Voice, New York.

CANCELLATIONS.

DOROTHY DAY:—25,183. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 9, 1912. Kaufman, Pasbach & Voice, New York. Has been cancelled.

GRAND SLAM:—25,239. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 23, 1912. Wm. Steiner, Sons & Co., New York. Has been cancelled.

LITTLE SLAM:—25,240. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 23, 1912. Wm. Steiner, Sons & Co., New York. Has been cancelled.

CORELLA:—25,157. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered November 29, 1912. Kaufman, Pasbach & Voice, New York. Has been cancelled.

Richmond Factory for Anglo-American Tobacco Company

The Anglo-American Tobacco Company, recently capitalized at $500,000 in New York City, is to have a large factory in Richmond, Virginia, although the principal plant will be in New York. It is understood that the money behind the new enterprise is Northern capital.

The new concern is to confine itself exclusively to the manufacture of cigars. The president is George J. Smith, a New Yorker who had much to do with originating the "Cremo" cigar. Several years ago Mr. Smith sold the "Cremo" to the American Tobacco Company and retired from active business. J. E. M. Walker, a Richmond cigar manufacturer, is vice-president and general manager of the new company.

The cigar store located in the Reisher Building, South Main Street, Chambersburg, Pennsylvania, owned by Ross Kuhn, has been purchased by William Orendorff, who will conduct it.

Lee & Bring, who have acquired a lease on the entire office room of the Hoffman House, Eugene, Oregon, will move their cigar store from the Goodman Block into the space formerly occupied by the barber shop, which is to be removed to the rear.

Smoking from a Medical Viewpoint

Physician States That Its Use Is Purely a Matter of Temperament—Late Suppers Much More Harmful

THE influence of tobacco on health and morals has been the subject of controversy ever since its introduction into Europe, and we seem to be no nearer a sane and definite conclusion now, writes a physician in the Dietic and Hygienic Gazette, than at the time when smokers were actually persecuted.

It may be said, without hesitation, that many of the harms said to be done the human body are due to individual idiosyncrasy or to overindulgence, and the idiom, "What is one man's meat is another man's poison," may in a sense be applied to the use of tobacco. "Moderation" is a relative term. What is moderation to one may be excess to another.

In this relation, therefore, every smoker must study and know himself. Everything—even pure water—is a poison if used in quantities to make it so; on the other hand, the most potent poisons, such as potassium cyanide or arsenic, are often useful if taken in non-poisonous, harmless doses. If tobacco is harmful, alcohol is to be looked upon as an extreme poison in comparison; if tobacco has killed thousands, alcohol has killed tens of thousands.

But, generally speaking, does tobacco smoking, if indulged in with reasonable moderation, really shorten life? I am strongly tempted to reply in the negative.

It must be confessed, even by those opposed to its use, that in most tobacco smokers the judicious use of this weed removes exhaustion, restlessness and listlessness due to bodily and mental fatigue, and seems to restore mental equanimity with extraordinary promptness. Anger, chagrin, worry, vexation and irritability gradually and solemnly take their leave under the soothing calming influence of a few puffs from the divine weed, and nothing else on earth can successfully be substituted—not even the nerve sedatives of the physician's armamentarium.

The time honored after-dinner smoke has become a real necessity, even more so than the spices or condiments of the table. This has become such a deeply rooted habit that deprive the smoker of his after-dinner cigar, though this may be the only smoke in twenty-four hours, and he feels miserable and prone to nervous indigestion.

The luxuriant sense of complacency and the calming narcotism of the mild smoke in the form of the cigarette has caused many of the gentler sex to indulge in its pleasures. Despite the numerous protests at first, many ladies of the royal courts are confirmed smokers. This is especially true in the court of Russia.

Smoking is a fad among some women, and if indulged in quantities consistent with reason and in proper place and time, there should be no more ground for objection than playing cards, attending champagne suppers, late dances, etc. Why object to the occasional whiff from the care dispelling, soothing cigarette, which is really less harmful than the late supper? It should be a matter of pure personal like or dislike and not that of sex privilege.

Smoking will shorten life if indulged in by those singularly susceptible to its effects or if the limit of moderation is overreached, bearing in mind that each person is a law unto himself regarding what is moderation. Under those adverse conditions tobacco may abbreviate existence, just as is the case in overindulgence in meats, tea and coffee, which causes organic disease.

But the habit of tobacco smoking, gauged by reason and discretion, is not only a harmless pleasure, without which all social functions among men would be sadly incomplete, but I venture to say that in the present day of strife and high mental tension, many lives are distinctly prolonged by smoking. If the nervousness caused by the high tension of life today, with its excitability, worry and restlessness, shortens life (and this is agreed upon by all authorities), then tobacco, dispelling excitability, restlessness and overcoming the high tension for a while, will do more good than harm and will consequently prolong life.

I do not advocate to the world the use of tobacco, nor do I condemn it. I ask the reader to draw his own deductions from the arguments presented. Inwardly, however, I say, "Blessed be the divine weed."

Oscar Invents a New Machine

That Oscar Hammerstein has made up his mind to keep in the limelight is again demonstrated by a report that he is about to put on the market a device invented by him, which it is claimed will flatten all kinds of tobacco fillers, rendering the tobacco as "smooth as writing paper." The machine will at the same time, through an electrical process, so treat the tobacco stems and veinings that uniform burning of the tobacco will be assured. This, in the past, was not possible, inasmuch as the stems had to be removed, as they would not burn.

The New Year witnessed the opening of a cigar store at Calhoun and Brackenridge Streets, Fort Wayne, Indiana, by L. H. Stahn.

Howard Sims recently opened a cigar store on Broad Street, New Castle, Indiana.

Philip J. Galinscky and Rocco Motto have taken over the cigar store formerly operated by Z. E. Cooper & Son, 38 Charlotte Street, Utica, New York.

A cigar store and restaurant will occupy the first floor of a brick and stucco building, which John O. Button plans to erect at Farmingdale, New Jersey.

The report which was filed with the proceedings relative to the bankruptcy of Oscar Gassmann & Company, cigar dealers, of Cincinnati, Ohio, a fortnight or so ago, showed total assets of $4820, of which amount $2526.57 went to unsecured creditors on their claims, totaling $28,086.43. The secured claims were paid in full and amounted to $655.19.

Newsy Trade Items

The Columbia Club Cigar Store, of Ogden, Utah, was slightly damaged by fire a short time since by an overheated furnace in the rear of the basement.

The United Cigar Store in Irons Hall, Olneyville, Providence, Rhode Island, closed down December 31. Report has it that the entire block has been leased by a prominent concern handling a large chain of lunch rooms throughout the country.

A new cigar store will shortly be opened at Mitchell, South Dakota, by Dave Kempton.

The Jackson Hotel cigar stand of Sioux City, Iowa, has been purchased from William Holmes by James Adair.

Joseph Green has purchased the tobacco business at 327 Washington Street, Newton, Mass., from George F. Briggs.

The United Cigar Stores Company has leased the building at Maine Street, East and Water Streets, Rochester, New York, now occupied by the Bijou Dream Theatre, and will open a cigar store at this stand at the expiration of the present lease.

William Payton has purchased the interest of "Bingo" Wilson, of the firm of Wilson & Hill, San Diego, Cal., and the firm name in future will be Payton & Hill.

E. W. Addis has sold his cigar business at National City, Cal., to L. B. Broadhead.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings. Write to H. ADLER, 304 - 306 E. 48th., NEW YORK.

WANTED—"Strickler's" success scrap cutter. Must be in first-class condition. Address E. E. F., 353 East Seventy-eighth Street, New York City.

WANTED—Large manufacturer wishes to buy several lots of labels. Must be snappy and up-to-date. Also second-hand molds, up-to-date shapes, not less than 100 of a kind wanted. Address, "A. C. G.," care of "The Tobacco World." 1-15-c

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1_tf

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

GOOD SALESMAN wants to represent a Pennsylvania factory, making cheap and medium grade cigars, to sell jobbing trade only. Address C. L. P., care of "The Tobacco World," 102 South Twelfth St., Philadelphia.

EXPERIENCED FOREMAN is open for position. Thoroughly understands tobacco and the manufacturing of cigars. Address, Box 100, care of "The Tobacco World." 1-15-c

REPRESENTATIVE WANTED for the best hard bottom corn cob pipes. Exclusive territory given. Simon Friedberger, manufacturer's agent, Newark, N. J. 1-15-c

For Rent.

FOR RENT—Three lofts, 40 x 100, 106th Street and E. R., either collectively or singly. Well lighted steam heat, elevator, electric light, etc. Well suited for tobacco manufacturing purposes. Apply, J. & J. W. Stoltz, 440 East 106th Street, New York City, or your own broker. 1-15-c

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-tf.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

PIPES REPAIRED Expert Workmanship. Satisfaction guaranteed.
THEODORE KLINGER, 214 W. 108th St., New York

Flor de Durstein Perfectos Extra, Seed and Havana, 10c Segars.
Sen Auben Hand-Made 5c Segars—Londres, Blunts and Conchas—23 years' run.
High-Grade, Quick-Selling Brands which will interest all Jobbers and Retailers
Write today for details of this attractive proposition to
S. H. DURSTEIN, Mfgr., Wilmington, Del.
Factory and Office, WALNUT & SECOND STREETS

A "Pure Gold" Christmas Sentiment

THE Pure Gold Tobacco Company, of Greeneville, Tennessee, sent to the trade as their Christmas greeting a beautifully embossed card done in gold leaf on white. Unlike the conventional Christmas card, this greeting bears neither a picture of Santa Claus nor a wreath of holly, but it does carry a message that is well worth reading, as follows:

"Merrie Christmas—We hope that this Christmas may reveal to you that power within us all—the power to eat a crust with relish—to make our increasing burdens smaller by the way we shoulder them—to learn self-control and forget the doctor—to be content with the little left because of the much we give—to wear your heart upon your face, and your face thereby a joy be to those who have to live with it."

The regular monthly meeting of the Connecticut Leaf Tobacco Association, Hartford, Connecticut, which was held last month, was preceded by a dinner to the members, after which the meeting was called to order and the reports of the secretary and treasurer were read. Numbered among the guests of the association was Congressman-elect Augustine Lonergan.

Alfred E. Kilbourne Dies in East Hartford

Stricken with apoplexy while on his way to the office of the East Hartford Tobacco Storage Corporation, Hartford, Connecticut, of which he was president, Alfred E. Kilbourne, a well-known resident of East Hartford, died suddenly in that city, December 19. Born in 1849 in East Hartford, Mr. Kilbourne received a common school education followed by a course in business college. In 1884 he became connected with Mr. Osterweis of New Haven, for whom he bought tobacco. Remaining with him until 1892, he then accepted a position as manager and agent for Sutter Brothers, of Chicago and Philadelphia, taking care of their large tobacco interests in East Hartford. In 1904 he organized the East Hartford Tobacco Storage Corporation, with which he was connected until his death. The funeral was held December 21, interment being made at Center Cemetery. He is survived by a widow and two daughters by a former wife.

The death is reported recently of Michael Scholl, a cigar manufacturer, of 1196 Broadway, Brooklyn, New York, due to incessant bleeding of the nose brought on by the breaking of a blood vessel following a sneezing spell.

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H. UPMANN HABANA

Strictly Independent Manufacturers

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Sole Agent for United States and Canada

82 Wall Street - New York

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Above par.

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United Cigar Manufacturers Co., New York

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City Hall Square, Philadelphia

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Luxello, Vandalia and Copyright, hand made 5c cigars

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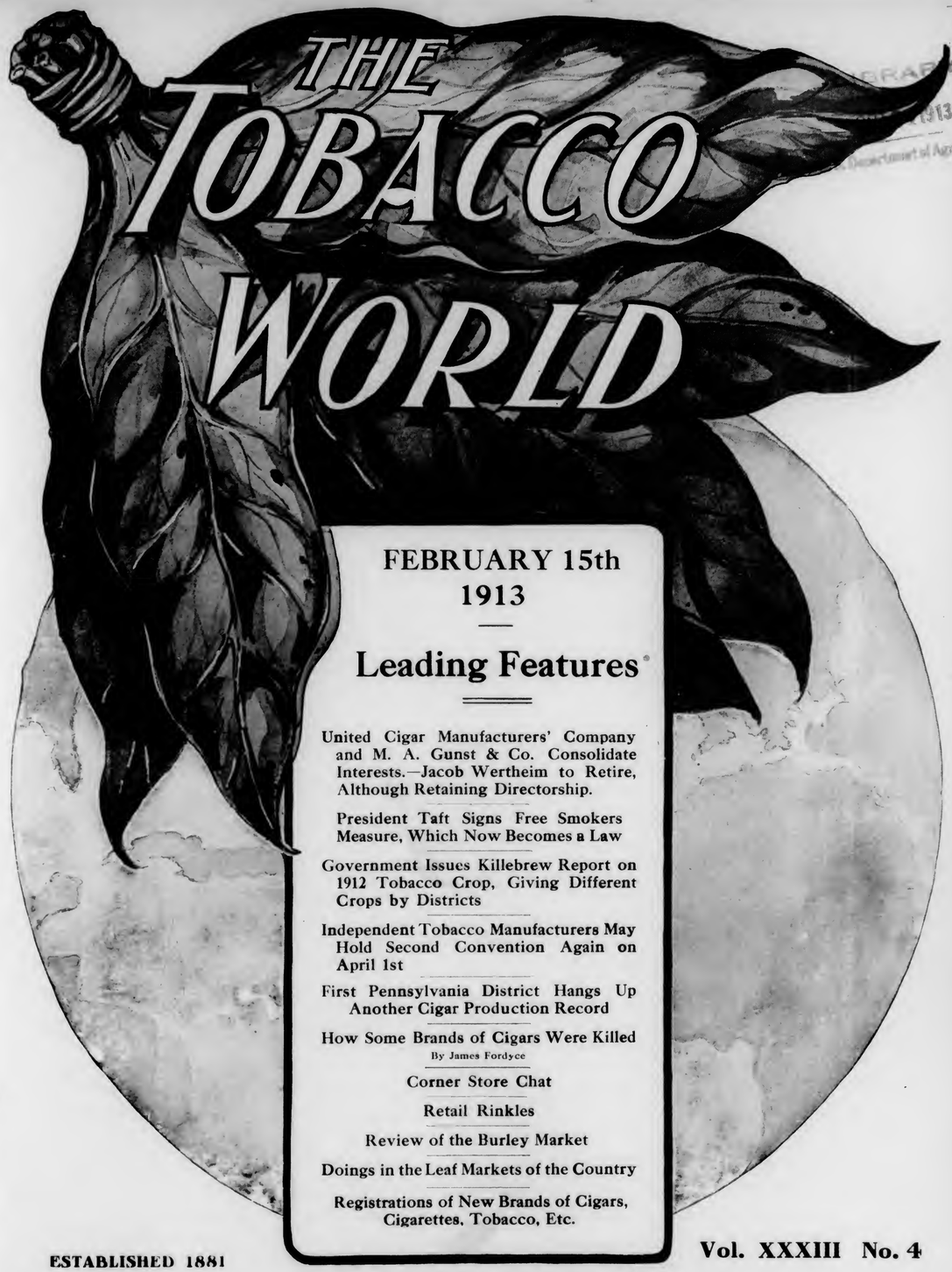

FEBRUARY 15th
1913

Leading Features

United Cigar Manufacturers' Company and M. A. Gunst & Co. Consolidate Interests.—Jacob Wertheim to Retire, Although Retaining Directorship.

President Taft Signs Free Smokers Measure, Which Now Becomes a Law

Government Issues Killebrew Report on 1912 Tobacco Crop, Giving Different Crops by Districts

Independent Tobacco Manufacturers May Hold Second Convention Again on April 1st

First Pennsylvania District Hangs Up Another Cigar Production Record

How Some Brands of Cigars Were Killed
By James Fordyce

Corner Store Chat

Retail Rinkles

Review of the Burley Market

Doings in the Leaf Markets of the Country

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXIII No. 4

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41 Union Square, New York

Announcement

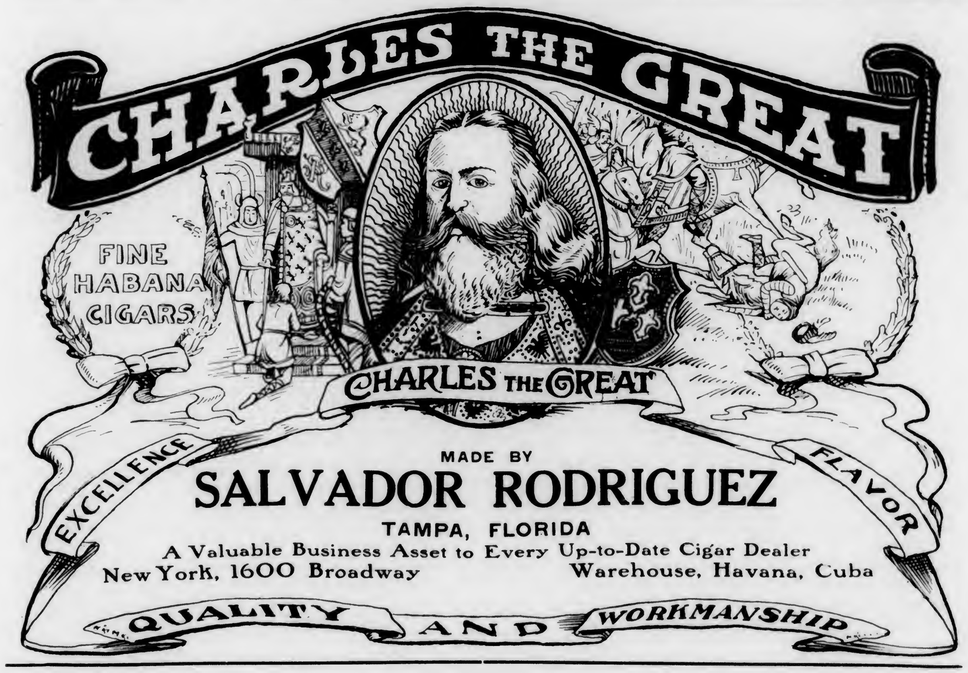
E. REGENSBURG & SONS

HAVANA CIGAR MANUFACTURERS

Announce the opening of their New Offices and Salesroom at 47 West 34th Street (Marbridge Building), New York.

You are cordially invited to inspect our new quarters

Telephone, 5900 Greely



BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Two New PORTUONDO Brands—

SINTOMA

A worthy ten-cent cigar tribute to the Founder of the house and a solid quality offering to the trade.

ALL ALIKE

Our nickel brand with a new attractive label. It forcefully emphasizes our forty years standard of uniform cigar excellence.

Effective Window Display Cards Furnished for Both Brands.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

If you want an uncommonly good Segar, try this brand nothing better can be made.

¶ They make trade for you—they make money for you—also some for the makers.

Segar de Luxe.

His Connoisseurs' Edition de Luxe

Rubaiyat

was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba under the personal supervision of

JOHN W. MERRIAM & CO.

139 Maiden Lane, New York

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

Announcement

E. REGENSBURG & SONS

HAVANA CIGAR MANUFACTURERS

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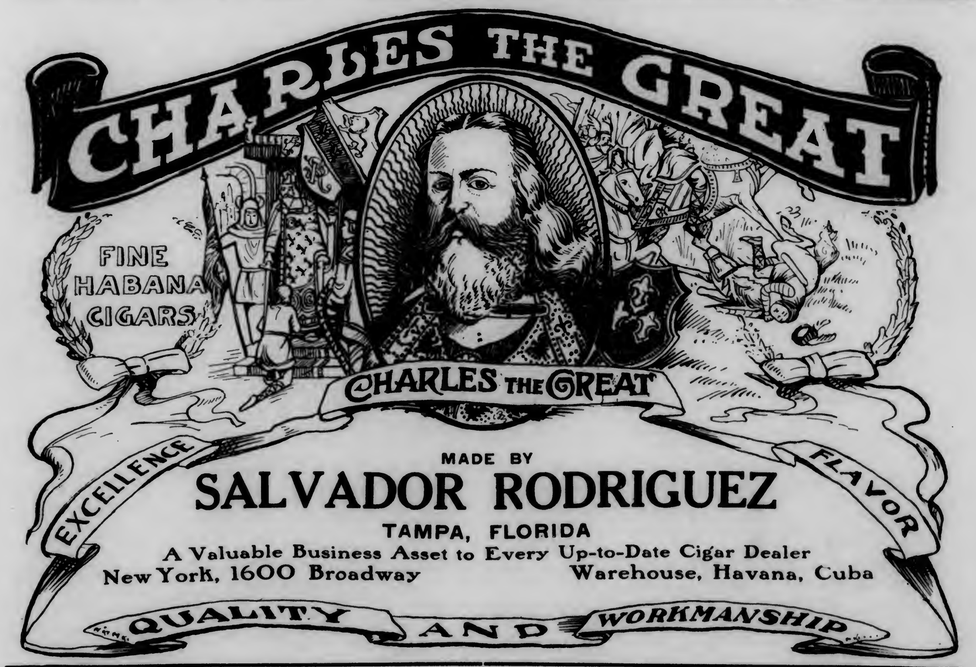

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New York, 1600 Broadway — Warehouse, Havana, Cuba

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Look for the woman's face and the Union Label on each package.

PRICE, 5c.

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CRESSMAN'S COUNSELLOR 5¢ CIGAR

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"The Best You Ever Saw" That's What They All Say.

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JEITLES & BLUMENTHAL, Ltd.
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RUY LOPEZ TRADE MARK KEY WEST CIGARS

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"IS THE BEST TOBACCO VALUE"

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Not Merely All Havana But the Best
Made in 40 Different Shapes and Sizes
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26 SIZES

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all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

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Main Offices and Factory: 129 Virtudes Street Havana
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GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

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RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

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Manufacturers of the celebrated "ELITE" Habana Cigars.

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PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded, 2 for 5c. and a full line of 3 for 5c. stogies Correspondence from jobbers and brokers olicited.

Wabash Cigar Co., Pittsburgh, Pa.
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The Standards of America:

Lorillard's Snuff, : Est. 1760
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ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

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GEORGE W. HELME CO., 111 Fifth Ave., New York

Finest Workmanship

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Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

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All Kinds of Rights

Right Quality—We ask the dealer, and through him the smoker, to prove the "Liar" has all this.

Right Workmanship—Ask any cigarmaker to compare the "Liar" with any other nickel smoke of its size. We will abide by his decision.

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Write for samples and prices to

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Parmenter Wax-Lined Coupon Cigar Pockets

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Sole Owners and Manufacturers

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Sargent Patented Chests with the only practical moistening device in the market.

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Special chests for cigar manufacturers.

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Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

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Independent Manufacturers **Detroit, Mich.**

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

"Our Principal" has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

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The Big STOGIE Sensation

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Live Distributors Will be Interested

Write for particulars

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JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

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"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

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For Genuine Sawed CIGAR BOXES, Go to Established 1880

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Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

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Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

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Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

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102 South Twelfth Street, Philadelphia

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Made at our **NEWARK, N. J., FACTORIES**

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We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh factories. **Highest Quality Always.** Write for quotations to

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No Humidors, No Moisteners, Cigar Cases or Lid Holders Required

The Becker Glass Cigar Box Lids Provide the Best Protection Known

25 different constructions and patent attachments to select from at 10c. to 35c.

Over one million made. Some of these have been in use eleven years in nearly all countries, many customers praising their great value.

The Knockdown Frames for adjusting glass *sent by mail* all over the world.

P. A. BECKER CO., 132 Cumberland St., Brooklyn, N. Y.

Established 1891

Makers of All Kinds of Moisteners and Display Goods

IF YOU WANT STANDARD, ORDER THE

EL JAFFE

THE KING OF BROADLEAF WRAPPED

HAVANA CIGARS

DISTINCTION
QUALITY
CLASS

COMMUNICATE WITH US

BAUM-JAFFE CO.

115 NORTH THIRD STREET, PHILADELPHIA

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867

TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

Quality and Success Go Hand in Hand

BOLD AND DISCRIMINATOR

embody these two essential features.

They have the supreme quality which has won for them remarkable success.

Live jobbers: We have some open territory. Write now for our proposition.

BOBROW BROS., 114 So. Second Street, Philadelphia, Pa.

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155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

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Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
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535-543 East 79th Street, New York

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Equal to Imported

Write for Samples and Prices

Push a good thing along!

When you get something everybody wants, what do you do? We believe in BACKING A WINNER —do you?

Piedmont has left every other 5c cigarette away behind.

So now we are going to push Piedmonts harder than ever. That's what the new coupon means.

All aboard!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

Here's the **WHEELING STOGIE** that **SELLS**

POSITIVELY MILD

Wheeling Delights

Made of the best grade of selected tobacco in a sanitary factory by the best stogie-makers in the world. Exclusive territory open for live jobbers. Write today.

LITTLE PET STOGIE CO.

Factories: 1427 16th St., 1110 Market St.

Wheeling, W. Va.

Manufacturers of Wheeling's Famous Stogies

The Cigar for the Connoisseur

Stratford

Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia

Distributors Wanted. Write for Price List.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

German Process Cigar Bands Are the Best

Write Now—Made Only by

Wm. Steiner, Sons & Company
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Steiner Bldg., 257-265 W. 17th Street
NEW YORK

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
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LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

Established 1857

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Havana Cigar Makers

Tampa

KEEP The Tobacco World
For Ready Reference
In the Big Ben Binder

Here shown—the only binder that has the appearance of a regular bound book. No punching of holes necessary; all that is required is a slight slit between the pages with a pen knife. Each Binder holds one volume. We can supply these binders at the following prices:

Price for one - - - - $1.00 prepaid
Price for six - - - - 5.50 prepaid
Price for twelve - - - 10.00 prepaid

Illustrating simple method in binding

Hernsheim Company of New Orleans Operates a Clean Factory

CIGAR FACTORIES FOUND GOOD

State Board of Health Shows That Wanton Attack on New Orleans Industry Is Not Justified by Inspection.

Two tobacco factories were rated "good" and one was adjudged bad in their general sanitary conditions by Dr. Mayer Newhauser, inspector of the State Board of Health, following an inspection of the premises Thursday morning.

Of the W. R. Irby branch of the Liggett & Myers Tobacco Company, Dr. Newhauser reports that the premises were clean and employes were tidy, but the toilet conveniences were inadequate.

The inspectors gave the Hernsheim Company, Limited, cigar factory one of the best "boosts," perhaps, which has ever been given a New Orleans cigar factory by the State Board of Health. Of this plant he said: "A minute inspection of the sanitary arrangements and washing facilities, as well as the floors and tables, shows this institution to be exceptionally clean and employes in fairly good health and tidy."

In his report to Dr. Dowling, however, the inspector complains of conditions in the Havana-American Company's factory at Gravier and South Peters Streets as follows: "Toilet and washing facilities in this building are detrimental to the health and welfare of the employes."

Dr. Dowling's condemnation of a cigar factory a year ago and criticism of another about a month ago have been seized upon by rivals of the New Orleans cigar industry to make a vicious attack on it, and suggest that boards of health of other states should prohibit New Orleans-made cigars from entering other states. This form of attack is not justified by the facts, for the local institutions, as soon as warned by the State Board of Health, have remedied conditions complained of. Where there was criticism by the health officer at the time of the inspection, subsequent inspections have shown improvement. The inspection Thursday showed two of three places visited in splendid condition, while the third will attain that condition just as soon as the proprietors can bring about reforms suggested.

From The Times-Democrat, New Orleans, La., Feb. 7, 1913.

THE KING'S COURT IS A CLEAN PLACE

But One Tobacco Factory of Three Gets Jolt From Newhauser

The Hernsheim Company, Limited, maker of the "King's Court" and other high-grade cigars, came bravely through the rigors of an impromptu visit by the inspector for the State Board of Health Thursday, getting a highly complimentary rating for its attention to details of sanitation.

The W. R. Irby branch of the Liggett & Myers Company received a good report, with the qualification that some of its toilet facilities are inadequate.

These details of the Havana-American Company's factory at Gravier and South Peters Streets are described as detrimental to the health and welfare of the employes. Dr. Mayer Newhauser made the rounds:

"A minute inspection of the sanitary arrangements and washing facilities of the Hernsheim Company," he reports, "as well as the floors and tables, shows this institution to be exceptionally clean and the employes in fairly good health and tidy."

The managers of the Hernsheim Company are particularly gratified by the inspector's findings, inasmuch as the firm was more or less "stung," as an employe phrased it, some time ago, by an adverse report made on another tobacco company in an old building bearing the Hernsheim name. The Hernsheim Tobacco Company had moved its business out of that building long before and had no connection whatever with the enterprise operated there.

"We are pleased with the visit of the doctor," said one of the makers of "King's Court," "because it recognizes the efforts we have consistently made to turn out a safe product as well as a good one. The process of cigar rolling, involving as it does the application of moisture and the constant contact of human hands, in rooms where a number work together, on an article that is finally to be put into your mouth, ought, in our judgment, to be surrounded with every sanitary safeguard that can be applied to it. We think this is true even if the proper care costs enough to make an insignificant addition to the cost of the cigar. We have spared no expense that is really needed to make our goods right.

"History tells us that the royalty of olden days was about as unkempt and dirty as the rabble. Times have changed, however, and dames and gentlemen of high degree have changed with them. Anybody that keeps company with any of the dukes, princes, queens or kings of our court, whatever he thinks of their quality otherwise, can gamble that they're clean."

From The New Orleans (La.) Item, Feb. 8, 1913.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

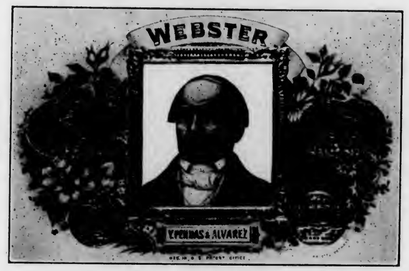
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality

Y. PENDAS & ALVAREZ

WEBSTER



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HAVANA CUBA

QUATILITY 5¢ CIGAR

YES! IT IS DIFFERENT

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"THE DAYLIGHT FACTORY"
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¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
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XXX—23c.—Contains more Havana than XX
The largest handlers of scrap tobacco in the world.

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EGYPTIAN CIGARETTES

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AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

The Tobacco World

Vol. XXXIII. PHILADELPHIA AND NEW YORK, FEBRUARY 15, 1913. No. 4.

United Cigar Manufacturers' Co. and M. A. Gunst & Co. Consolidate Interests

Under Arrangement Outlined, President Jacob Wertheim Retires on April 1st, Though Retaining Directorship Vice-President Fred Hirschorn to Be New Head of Concern—Country-wide Changes to Take Place

COINCIDENT with the annual statement of the United Cigar Manufacturers' Company, which showed it to have passed through one of the most satisfactory years since 1909, announcement was made on the twelfth inst. that preliminary agreements had been executed between the United Cigar Manufacturers' Company and M. A. Gunst & Company, whereby the entire business of each will be consolidated with the other. The first steps in this transaction were taken by Moses A. Gunst and Jacob Wertheim during the recent visit to New York of Mr. Gunst from his home in San Francisco.

Under the arrangement outlined at present, President Jacob Wertheim, of the United Cigar Manufacturers' Company, will fulfill a long-cherished desire, and while remaining a director of the company, will retire to private life about April 1 next. It is understood that Vice-President Fred Hirschorn will then become the president. At the same time, Alfred I. Esburg and Preston Herbert, of M. A. Gunst & Company, will enter the management of the United Cigar Manufacturers' Company, and Mr. Maurice Wertheim, son of the president and himself the secretary, will also withdraw and leave the United States to enter the diplomatic service.

This consolidation is considered as the crowning achievement of Mr. Wertheim's splendid management of the United Company, and he believes that his concern is now in such shape, both from a manufacturing and distributing standpoint, that its stability and continued prosperity, without his active labors, is assured for the future.

The announcement that George L. Storm & Company, a subsidiary of the United, had purchased the exclusive jobbing and distributing business of Bissinger Brothers, Pittsburgh, Pennsylvania, is another cog in the wheel, which will insure an uninterrupted output of all of the United brands in the big territory of which Pittsburgh is the centre. The business there will be operated as the Pittsburgh branch of George L. Storm & Company.

M. A. Gunst & Company, which has now joined with the United, will not make any change in the general conduct of its business, with the exception that all of the earnings will become a part of the United Cigar Manufacturers' earnings. M. A. Gunst & Company operate large clear Havana factories in Tampa and Key West and are rated as among the largest cigar distributors in the United States, with other big distributing houses in San Francisco, Los Angeles, Portland, Oregon; Seattle, and Spokane, Washington, and in Honolulu. They also own a large chain of retail stores in the cities named, as well as some retail shops in New York City, the most important of which is at No. 1 West Forty-second Street, where the general Eastern offices of the company have been located.

Under the new arrangement, in addition to their tremendous output of domestic and seed and Havana goods, the United Cigar Manufacturers' Company, now has several splendid clear Havana brands to offer to the trade, the leader of course being the well-known "Van Dyck."

At the annual meeting of the company, held February 10, the regular quarterly dividend of one and three-quarters per cent. on the preferred stock of the company was declared to be payable on and after March 1.

The healthy condition of the United Cigar Manufacturers' Company is shown by the report for the fiscal year, end-

Continued on page 27

Free Smokers Bill Becomes a Law

President Taft Signs Measure Passed by Congress Permitting Workmen to Have 21 Cigars Per Week, Tax Free

WASHINGTON, D. C., February 12.

AT last, the Free Smokers' bill is a law, having been signed by President Taft. By this action, Congress overturns the free smoking regulations promulgated by Commissioner of Internal Revenue Cabell, and hereafter cigarmakers will be permitted to smoke twenty-one cigars per week, tax free.

Commissioner Cabell interpreted the present law to require a revenue tax on all cigars and cigarettes manufactured, no matter whether they are sold to the trade or given away to the workmen in the factory, and issued instructions to that effect. This caused considerable trouble in the trade and Congress was appealed to to lighten the requirements of the law. As a consequence of this a bill was introduced exempting from taxation those cigars smoked on the premises of the factory, not exceeding twenty-one cigars per week to each workman.

The law as amended by this action of the Senate will read in part as follows:

SEC. 3392.

Provided further, That each employee of a manufacturer of cigars shall be permitted to use, for personal consumption and for experimental purposes, not to exceed twenty-one cigars per week without the manufacturer of cigars being required to pack the same in boxes or to stamp or pay any internal revenue tax thereon, such exemption to be allowed under such rules and regulations as the Secretary of the Treasury may prescribe.

Commissioner Cabell did not care to discuss the new law, although it was intimated that the Internal Revenue Bureau is not displeased with the present conditions in the trade as regards free smokers. It must be remembered, however, that the new law will not take effect until regulations have been drafted. It is but a little over two weeks before the present administration will leave office, so it is safe to predict that the smokers' regulations under the new law will be drafted by a Democratic administration sometime after March 4.

V. GILMORE IDEN.

How Some Brands of Cigars Were Killed

Written for "The Tobacco World" *by James M. Fordyce*

Continued from the January 15th issue

ON the other hand, there have been cases where the other extreme has helped to kill a brand. One firm came to my attention recently which devoted altogether too much time on the manufacturing end of the business and very little on the sales end. The concern had been in business for a number of years and in all that period had never put a salesman on the road. The city in which they did business had a population of about one hundred thousand. Their cigars were as uniformly good as could be made for the price. The head of the company was known as a crank on leaf tobacco and knew cigar manufacturing from A to Z. After he had secured all the trade he knew was possible in his home town he began to look around on the outside for more. His brands were fairly well known, but he had not pushed them as he should have done. When he reached for more outside trade, he found himself in the peculiar position of having several dead brands on his hands which had never been very much alive. He finally decided to drop them in reaching for more business, and introduced others composed of the same tobaccos. The sales organization of the firm had not been properly balanced with the manufacturing end and it proved disastrous to him when he began to expand the business.

He looked around his plant and finally decided to use one of his men, who had been successful in selling cigars in the home city. This man was almost inexperienced, but he had the right stuff in him and is making good. He had no one to rely upon or get advice from when he started out, but he kept his eyes open and is slowly, but surely, making headway. Had the sales organization of the firm been on a right basis, he would not have had the uphill fight for recognition he had to undergo.

About five years ago a cigarmaker, who had been in the employ of a large firm as factory superintendent for fifteen years, decided to embark in business for himself. There was no question about the fact that he could make good cigars. This man, Jones, we will call him, opened a factory in his home town with two hands. The cigar he put out was a hummer, being better than any three-for-a-quarter and equal to most ten-cent cigars then on the market. It retailed for a nickel.

Shortly after he opened up I called upon him and found out that it was his intention to work up a fair box trade in the home town. Everything was to be put into the cigar and none in fancy labels, advertising or other expenses. Any one in touch with the business knows full well that were the marketing expenses of tobacco products eliminated, the smoker would get almost twice as much for the price as he now does. So Jones could sell a mighty fine cigar for five cents. He had drummed up a fair trade when he made a trip to a neighboring city so as to increase his business.

Here is where he was up against it. There was so much in the cigar that the dealer had to pay more than for any other nickel cigar on the market. And the brand was not well known enough to warrant any man putting them in and pushing them. It was all right for Jones to sell them at his retail store for five cents, and even then the profits were small, but it was out of the question to market them and allow for another to make a profit on them also.

The market in his home town was limited, the population being about 10,000, and when Jones tried for the outside trade he had to introduce another brand. Failure to allow for selling expenses caused this trouble.

Another case similar to this one came to my attention recently. A cigar dealer in one of our larger cities had been operating two stores for a number of years. Most of his cigars were manufactured by himself in a small factory in the city.

About a year ago he decided to make a cigar that would beat everything at that price in the town. It would sell at a nickel. The brand came out and sold like wild fire. It was the utmost value possible that he could put in the cigar and sell at that price. Through a good salesman he soon had a nice trade with retailers in the city, selling it at $35 straight, allowing for no discounts whatsoever.

It was of such a superior value that several dealers bought heavily and sold it to other tobacconists at $40 and even higher. In a number of cafes it sold readily for a dime; at others it retailed three for a quarter and many dealers sold it for five cents straight.

Smith, which was of course not his name, was pleased with the reception the brand received and spoke to me in glowing terms of the future in store for it. He formulated plans to advertise heavily in trade journals and try for outside trade. One reason he wished to make a bid for the outside was that dealers were beginning to get dissatisfied with the way the brand had been selling around town, prices ranging all the way from a nickel to a dime.

Before Smith completed his plans for advertising he asked my advice about them, which he never took, but I was right all the same.

The cigar he allowed for was a good one when only one profit was allowed for—in the case of his own stores—but I inquired what he was going to call it when he commenced advertising—a five or a ten-cent brand? It could not be put in the hands of a jobber for $35, which was the rock-bottom price, and expect any one to sell it at a nickel. The profits were too small and no one would push it.

On the other hand, if he advertised it as a ten-cent piece of goods, what would his distributors in other cities think when they ascertained that the same brand was selling in the manufacturer's home city for five cents and that dealers were purchasing it for $35, whereas they would have to pay more outside for the same piece of goods.

Finally, I told Smith, the brand was neither a five-cent cigar nor a ten-center. It was too good for the first-named class and not quite good enough for the second one. If he cut the quality to put it in the first class he would surely kill it in his home city. So we put that possibility aside. And if he increased the quality to put it in the dime class, he would be compelled to raise the price to home dealers, which would mean a loss of trade. It was a pretty kettle of fish. The upshot was that he put out another brand for the outside and made good headway on it. But the standard of his goods in the home town was so high that it never sold there to any extent, as compared with the first brand.

High-handed methods of doing business by some cigar jobbers and manufacturers have in some instances done much to kill certain brands. Several months ago, the sales manager of a large cigar manufacturing concern placed his goods with a jobber in a city of about 85,000 population. This man made all kinds of promises and assured the jobber that he would have the firm's hearty support in distributing the cigar. He spoke of newspaper advertising and a factory missionary, but made no definite promises. The

Continued on page 16

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Businesses

A Guessing Contest is Always Popular

A large and hustling retail cigar firm in an Ohio city recently tried a guessing contest which was quite popular while it lasted. They were pushing a well-known cigar in that town and persuaded the manufacturers to bear half the expense of the contest.

The concern operated three stands in the city. In the show window of each store they displayed a fish globe, containing a number of coins. It could not be seen just what the value of the coins were, but it must have been more than several hundred dollars. Each purchaser of the cigar they were popularizing in the city was entitled to take one guess at the number of coins in the jar. The prize was given, of course, to the purchaser making the closest estimate. The prize in working a "Rinkle" such as this would be the coins in the jar, or it could be a box of cigars, lighter, humidor, or anything the ingenuity of the dealer suggests.

Make a Specialty of Clever Trick Smoking Devices

Holmes & Walthers, owners of a popular retail cigar stand at the corner of Ellis and Powell Streets, San Francisco, carry an interesting side-line which has drawn considerable attention to their store from its novelty, and has been a source of some profit in itself. The line consists of everything they have been able to get hold of in the way of trick devices—barring, of course, infernal machines containing dangerous explosives. The nearest approach to this is the cigar that will "go off" like a Roman candle. They have over two hundred different devices in the line, and as many as possible are regularly displayed in one of their windows, which serves continually to attract the notice of new customers. For the holiday season they made up a number of special combination boxes containing assortments of these devices, at various prices, an idea which was well received.

Man Who Knocked the "Eyes" Out of Competition

It never pays to knock your competitor, when he gets some business you think you were entitled to. The only way is to smile and "dig" all the harder and see that it does not occur again. In a certain city some time ago one merchant was watching his younger competitor across the street closely. Shortly after he experienced the competition of the fast-growing house he put out a large sign reading:

WE WELCOME COMPETITION.

The intent of the sign was so obvious that the younger merchant decided he could not overlook it, although he was averse to getting into any seeming argument with a competitor. But he knocked all the wind out of the sails of the other fellow by immediately showing a large sign reading:

I AM THE FELLOW THAT KNOCKED BOTH "EYES" OUT OF COMPETITION.

The cleverness of the sign was not lost on the many passers-by and afforded much amusement to persons watching the commercial warfare.

Hand Matches to Prospective Customers

Some time ago the writer entered one of the larger cigar stores in the city of Baltimore. He walked up to the counter intending to purchase several cigars, when a clerk stepped up and before an order could be given, pushed a small box of matches toward him. In many cases a customer will ask for a match or matches, and the idea of handing the customer a box before he makes his purchase makes a very good impression indeed. Such a little thing may seem trivial, but the cigar merchant who is on the lookout for courtesies such as these leaves a good taste in the mouth of the smoker by the plan. Many times the matches will not be taken, but the store gets the credit of giving good service nevertheless.

Popularity Contest for Persons of Musical Talent a Success

A merchant in the West tried a scheme some time ago, which made a decided hit with his patrons. He held a popularity voting and business-getting contest in which a number of young women were invited to take part. The number of contestants was limited to fifteen, each one of whom was expected to have a reputation for some sort of musical talent, either vocal or instrumental.

Each of the contestants was supposed to give a concert at the store between certain hours, in return for which he or she was given one per cent. of the day's cash receipts, and also ten votes with every dollar's worth of goods purchased by his or her friends—the votes to count any day, but the cash commission only to count for the day of the concert. The scheme was declared to be a good one for boosting sales.

Does Card and Cartoon Work in Show Windows

W. F. Patillo, specialty man for Bondy & Lederer, was recently working on a publicity campaign for some cigars, in San Francisco. His specialty is card and cartoon work, which he does in the show windows, and his start in San Francisco was made in the window of Ed. Goodman, at Pine and Market Streets. He kept up a rapid fire of catchy window cards, getting out something new every few minutes, and kept the sidewalk crowded all day—so much so that at one time a policeman felt called upon to clear the sidewalk. Of course, this brought a rush of business in the store, and Mr. Goodman has had a big run on the cigars as a result.

If it is hard for you to get along with people, make up your mind that it is hard for people to get along with you.

There is nothing you have to sell that will not be better sold if it is not displayed in the best possible manner.

Most of your customers depend upon what you tell them about the goods they are buying. See to it that your information about your stock is correct.

There is no trouble in getting a new line of goods introduced to your trade if you will get your clerks genuinely interested in it.

A Few Pointers on Pipe Repairing

SOME of the edges of carved meerschaum are so sharp that it is a common accident to chip off a piece of the meerschaum; in all probability it is a small piece; if so, it is an easy matter to trim the broken edge with a sharp penknife, always supposing that the surrounding carving will admit the operation without disfigurement. If, however, the fracture be too large to treat in this manner satisfactorily, then carefully wrap the broken-off piece in tissue paper, place it inside the bowl, and put the pipe away for future treatment when you can sit down quietly and uninterruptedly. Then get some "diamond cement" or other transparent preparation with which the fracture can be repaired in such a manner that it does not show where joined. "Secotine" is not colorless enough for this work. A very small portion of cement should be used, it being necessary to allow it to dry perfectly, after which the superfluous cement must be very carefully removed with a knife. This job must be done with perfectly clean fingers, as dirt, grease, or even perspiration on the fracture will prevent the cement holding. Should you have any doubt about your capability, then send the pipe to a professional pipe-repairer. A colored or partially colored pipe does not require so much care, as the trimming off or fracture can be darkened with tobacco juice.

It sometimes occurs, even to the most careful man, that a pipe drops out of the hands; should this occur, try to let it fall on your feet, this may not save it, but it will certainly lessen the impact, as the feet are not so hard as the floor. Practice this with an old wooden pipe.

With cheap goods it is best to put broken ones into the "cripples' box" (of which we will treat hereafter); but with better qualities—they generally break close to the mouthpiece—attempts should be made to repair them by cementing the broken parts together, letting the same become perfectly dry, then cover the fracture with a silver band. If the screw simply becomes loose, then proceed in the same manner as with meerschaum, but using secotine instead of plaster and gum; as a rule, they are loose for want of a little moisture only. When screws are broken, it is sometimes possible to extract the broken pieces and put in new ones; but, as a rule, it is better to put the pipes in the "cripples' box," taking care to place the mouthpieces in the bowls after wrapping them in paper; this to ensure that the right mouthpiece can be afterwards put to the right pipe.

There are very few repairs which the novice can not do himself, with the exception of when the lip-piece is broken or bitten off. With small pieces it is not worth the time and trouble that the repair involves; but it is different with a long, and therefore expensive mouthpiece. To begin with, the fractured part must be cut off level with the small three square file, or, better still, with a very fine small saw such as metal-workers use; now with the medium safe-edge file held flat on the table or bench, the cut-off end must be made smooth by moving the amber, held perfectly upright, from end to end of the file. The next process is to cut a lip on the amber with a fine file; the lip must be started somewhat thicker than would seem to be necessary, because the subsequent trimming will considerably reduce it. Now graduate the cut along the amber so that the result may not be too stubby and sudden; this is the most difficult and tedious part of the process. When done, trim the end of the amber and the new lip to a crescent shape, with the medium and fine files in succession. To get the right shape take an unbroken mouthpiece as a pattern. The repaired mouthpiece now requires polishing, firstly with No. OO glasspaper, then with chalk and water, finishing with oil vigorously rubbed on with a piece of flannel.

When amber or amberoid is bodily broken send it to your pipe-repairer, who can join the edges after filing them flat, by inserting a screw; as this shortens the mouthpiece, it is necessary in a bad break to insert also a piece of amber or amberoid to fill up the gap, when the screw goes completely through the new piece, which may well be of a different color to the original without disfigurement; on the contrary, it frequently enhances the appearance.

With stock goods the overturning is generally caused by the screw having shrunk from drought, and is easily remedied by the application of moisture; but with customers' pipes it is mostly caused by constant unscrewing for cleaning purposes; in these cases it will mostly be found that the portion of the screw inside the stem of the meerschaum or briar, as the case may be, is very firmly fixed. To correct this overturning it is needful to cut down the joining face of the mouthpiece so as to convert the "over-turn" into a complete half-turn, sometimes this proves to be insufficient and a whole turn is required. The cutting-down process is effected with the file held quite flat on the table, and the amber worked steadily and firmly to and fro; trying the mouthpieces on the screw frequently so as not to file off too much. As this is a very tedious process, to avoid the necessity of cutting a whole turn when the pipe is of wood, and it happens that the stem is not perfectly cylindrical, then the wood may be cut away and the amber filed where projecting so as to bring the edges level; but do not attempt this with meerschaum. We should remark that large square ambers require a lathe to reduce them properly; hence it is best to send them to the pipe-repairer. Caution: Go very gently with a new file, or tiny bits are liable to be chipped off the amber.

—Cigar and Tobacco World, London, England.

How Some Brands Were Killed

Concluded from page 14

wholesale house told their salesmen to place the brand wherever possible, and it was put with a number of good stands in a comparatively short space of time.

One morning the manager of the jobbing concern received a bill for advertising in one of the largest morning dailies of the city. He had not contracted for any advertising and was dumbfounded. He called up the advertising manager of the newspaper and asked him to call upon him immediately. He received him and was told that the contract had been placed in the paper by the sales manager of the cigar manufacturer, who instructed the advertising man to send the bills to the wholesale house.

The jobber was hot under the collar and immediately wired for the man who had placed the cigars with his house. He placed his bill before the salesman and inquired the meaning of it. The advertising was placed by him, the representative explained, and he wished the jobber to pay half of it, since he was profiting by it also. And furthermore, he explained to the astonished buyer, if they terminated the contract by which they were handling the cigar, it would be placed with another dealer in the same city, who would receive their support.

The jobber saw that the sales manager was trying to "put one over on him" and gave his ultimatum. The remaining cigars would be shipped back the next day. This was done and these goods have not been placed with any other firm in that town. The jobber explained the matter to all his retail customers, who threw out the cigar. The other jobber, who the salesman stated would take on the brand, found out the true situation and resolved to keep his hands off. The brand, for the time being at least, is dead in that city. And this can be attributed to the sharp business methods of the sales manager only.

PROBLEMS of the RETAILER

What Does the First Six Weeks of 1913 Mean to You?

ALREADY one month and a half of the new year has sped into the past.

What have you done, Mr. Live-wire Dealer, to make a record for the next twelve months? Perhaps you said when the new year approached: "I am going to throw out some of the dead brands and will stock up with others worth while." Or it may be that you made a resolution to try and have a more cheerful and attractive store. The window was to be utilized more also than it had been in the last twelve months. You were, in addition, going to try a few "stunts" to draw the attention of the smokers of your town to your establishment.

Have you done these—or any of them?

It is the easiest thing in the world to get in a rut. And it is not the most simple matter to awake when one has fallen in a temporary trance. Do you belong to this class? Do you belong to that class one finds in each town whom the up-to-the-minute merchants consider outsiders, men who have not the ambition to have up-to-date, progressive methods and stores?

Regardless of what you think of others, regardless of what they think of you, you know what stuff you are made of—you realize that within you there are capabilities which will not brook indifference. You have said that you have the ability of making good. When you pass away, the world will not pass on you according to what you thought of yourself, but what you did when you were here. Your stature is to be measured by the foot-rule of accomplishment.

Therefore, if you have made a resolution to go onward and upward to a bigger business—get busy. And if your resolution was tabled in the rush of other matters, make one now.

And work it out.

Keep Your Windows From Becoming Frosted

What are your show windows like these frosty mornings, Mr. Storekeeper? Windows are bound to frost if care is not taken to prevent it. It is caused because the temperature on the outside and inside of the window is not the same. This can be remedied by having holes bored in the lower and upper parts of the window which admit the air and provide for sufficient ventilation. Some merchants, instead of boring holes, cut small slits about six inches long and two inches wide. These should be covered with a fine screen. In every case where this plan is used there should be an opening at the top of the window also. The air will not draw through unless there are openings in both the top and the bottom—or rather on two sides.

Your window displays will do you little good if you allow the window to frost up on you. There would be some excuse for some merchants, for some products put in windows, freeze easily. But not so with goods sold in the cigar store.

Fine Report on Hernsheim Factory

The report of Dr. Oscar Dowling, State Health Officer of Louisiana, upon the sanitary conditions found in the cigar factory of the Hernsheim Company, at New Orleans, is sufficient refutation of the charges recently appearing in print that this factory was not in a fit sanitary condition. Details of the report are published in another column of this issue and are well worth perusal.

Who Keeps You Down, Mr. Clerk?

IF some other person secured the position you were counting on in the place you are now working, if some one, who has been in the business world only half as long as you have been, seems more successful, do not console yourself with the idea that you are being *kept* down. Nobody of any sense will agree with you. If you are made of the stuff that wins, if you are determined to get ahead, nobody can keep you back. Your achievement will be no more than the aim you have set for yourself. If you believe that you are tied down so that you cannot move, you will never advance.

Up-to-date employers are on the lookout for the man or woman who is above the average standard of ability; the one who stands out from the crowd as an individual; who is not afraid to be original; who can carry out old plans in a better way; one who can originate new plans. Employers of this class are looking for initiative and ability to facilitate business. They are looking for the wideawake, ambitious employee who can help them to attain greater success. He knows he can get any number of ordinary men, who will obey his orders—the extraordinary man is the person he is after.

Can you prove that you are all this? Are you alive to the interests of the man who is paying you wages? Do not allow inaccuracy and lack of interest in details to interfere with your success. Get a reputation for thoroughness and reliability. Use your opportunities, your imagination, be persistently determined to get ahead and you will surely get there.

Don't blame anyone for keeping you down but yourself. When you get a reputation for the qualities that spell success, you will have no reason for kicking. Your services will be in demand.

Window Bulletin Suggestions

If We Don't Have It, We'll Get It

We carry the most complete stock of cigars, cigarettes, tobacco and smokers' articles in the city, secured from the big markets of the world.

If we don't have what you want, we will get it. It matters not whether it comes from England, Turkey or the Philippines.

The ----- Cigar Hits The Right Spot

It is made not merely of Havana, but of the best. The blend is mild, yet retains all the richness of the best Cuban leaf. A trial will convince you.

2 for 25c.

The Smoke For The Man on The Street

Our "Wheeling Favorite" stogies are just the thing for the man who wants a short good smoke. Don't be without them, if you must light up often.

2 for 5c.

Or better still—take a box, and get them at our special reduced price.

G. A. LORENZEN, a Chicago cigar salesman, retiring from business a short time ago, made public his expense accounts, showing $18,000 in tips the past twenty years. His average was seventy-five dollars per month. "If you don't pay tips," said Mr. Lorenzen, "you are blacklisted." As all the tips a salesman hands out are paid by the house a man represents, it would be interesting to know just how much the consumer must pay to hotel servants and others for this item in the course of a year. This must be allowed for in the ultimate price of the goods.

It may seem strange, but the drummer appears to be the natural prey of the tip system. The tourist may never come that way again, so he can give as he chooses. But the traveling man carries impediments in the way of sample cases; he comes around that way again, and sooner than have a war each time, he must allow himself to be mulcted. There have been myriads of cases where a new man starting out for a house decided that tipping was a nuisance. After a time his trunks did not come along in time, he would have a fight about it; the same thing would happen the next time he came along, until finally realizing that he needed his energy to transact business, he gave in and tipped in future.

Perhaps this is the reason, or one of them, why only a certain type of man makes a success as a salesman. Just as he must be able to sleep doubled up in a day coach, and put up with innumerable inconveniences, so must he be able to be continually milked and keep on smiling. The man with too keen a sense of justice couldn't stand it.

The whole system will be adjusted when the hotels pay their help a living wage and prohibit tipping. The employees can not be blamed. Were their wages made public the consumer would realize that they must secure additional money somewhere, and the tipping practice is the only one which affords that.

* * *

I was one of a group of men in a hotel corridor some time ago, who vied with each other in telling the wildest yarns. The palm was awarded to a bright cigar salesman who put this one across:

"I was traveling with a missionary crew several years ago, introducing a plug tobacco which I will call 'Red Jack,' because that wasn't the name. One day I tried an advertising stunt which was pronounced the best the town ever saw. I had spied a space between two windows over the porch roof of a two-story store building which I considered an elegant one for the large muslin signs we were putting around town. After I had gotten the dealer's consent I climbed out on the roof and went to work merrily with my little hammer.

"Just as I drove the last tack my foot slipped and as the law of gravitation was stronger than my eyebrows, I descended earthward. I reached terra firma a writhing, groaning mass of flesh. The crowd which rapidly collected, bore me tenderly to a shady spot and applied the simple restoratives that were at hand, but seemingly with no effect.

"Just as they were going to send for the hospital ambulance, I rose and asked for a chew of 'Red Jack.' It was just the thing needed and after I had taken a good chunk I got up and wended my way to the next cigar store, feeling better than ever."

* * *

Many Philadelphians have made a lot of money out of tobacco in one shape or another—and not by going actually in business either. William L. Elkins, the late eminent capitalist, is said to have put $1,000,000 in one tobacco venture from which he shortly took out $3,000,000, which to be real conservative, beats Little Johnnie Horner's plum trick fifty ways. Mr. Widener is said to have done even better than that. Some Philadelphians have used snuff investments to help them keep the wolf from the door. One of the romances of the Quaker City trade, though, is the story of the Greeks, who, starting in an extremely modest basement store, became one of the largest manufacturers of cigarettes in the East, or in fact, the country. This was almost duplicated by one of our cigar manufacturers—the difference was only in methods used to secure the same results.

* * *

"I certainly am the prize Jonah of this 'burg," said a friend of mine the other day. "I've always been a heavy smoker and I don't think any man ever got more solid satisfaction out of a cigar or pipe than I did. I smoked assiduously for many years and the other day when I got a case of 'nerves' I went to the doctor, who told me that I would have to stop for a time, or else I would be a case for the undertaker before spring.

"Well, it would be mighty inconvenient for me to die this winter, so I threw away my pipe and a box or two of cigars. That was several weeks ago, and since then I have been in so many peculiar positions that I am beginning to pity myself.

"Before I quit smoking, I never seemed to notice anyone coming around and handing me any free smokes, but since I have been compelled to swear off, my friends seem determined to see that I am well supplied. I had a birthday last week and I received two meerschaum pipes, a cigar-holder and three boxes of cigars, in addition to a silver match-safe and a few other things which go to make a smoker's life one round of pleasure. Every time I seem to come down town somebody wants me to sample a favorite brand of cigars and I expect it will begin to rain cigarettes some day when I am around without an umbrella."

"That's the way it goes," I replied; "I suppose it's just the general contrariness of the world."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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How Will Free Smoker Law Be Interpreted?

The signing of the Free Smokers' bill by President Taft this week brings nearer to final solution, the mooted question which has been agitating the cigarmakers ever since Commissioner Cabell interpreted the revenue laws to forbid any cigars being smoked on which a revenue tax had not been paid. The law, as amended, permits employees of the cigar factories to use for personal consumption and experimental purposes, twenty-one cigars each week, tax free.

The only possible trouble that may now arise from this amendment is the interpretation the Internal Revenue Commissioner might place upon it.

As the new law will not become effective until regulations drafted by the Secretary of the Treasury, through the Internal Revenue Commissioner, are promulgated, it remains to be seen whether the new administration, which takes office March 4, will draw the line fine enough to confine the smoking of free cigars to the factory premises.

It has been the custom for many years, for cigarmakers to take their free cigars home with them, and if the new Secretary of the Treasury should deny them this time-honored custom, he will be met with considerable opposition which may reopen the entire question. Unfortunately, this phase has been left open to the Treasury Department and its interpretation of the new law will be awaited with interest.

Well Deserved Rest for Jacob Wertheim

The announcement that Jacob Wertheim, the president of the United Cigar Manufacturers' Company would, on April 1, retire from the active management of that big and most prosperous concern, and endeavor to spend the remaining years of his life in pursuit of recreation and rest, comes with surprise and gratification to a large circle of friends.

Mr. Wertheim is one of the finest examples of the American self-made man of whom we know in the tobacco industry.

It has always been his pride that whatever he achieved in life, was accomplished solely through his own energies and ability. He had no rich daddy to back him and he entered a field of industrial pursuit that required a strong hand and keen brain, if success was to be achieved. He is essentially a big man and his plans were all in keeping with his physique.

With the consolidation of his company and Gunst & Company, as detailed elsewhere, Mr. Wertheim considers that his work in the tobacco field is practically finished and he will retire from the active arena with the deepest affection of his numerous friends, and particularly of scores whom he has assisted and counseled in their commercial life, and with the heartfelt respect of his most bitter antagonists.

An Address That Hit the Nail on the Head

During the recent convention of the Western Retail Cigar Dealers' Association, in Tacoma, a number of unusually stirring addresses were made. Perhaps nothing brought out at the meeting was more heartily endorsed and appreciated by the hearers than the words of N. E. Nelson, the secretary of the association. He reviewed the efforts made the past year by the officers and others and the results obtained.

The summing up of his speech brought out a few points which every tobacco dealer, whether large or small, should read carefully and digest. In part, he said:

"In closing let me emphasize the fact that you have a moral obligation to perform in connection with the association work. If we say that we are going to give preference to the manufacturers and jobbers whose goods pay the best profit, we should be consistent and honest and push their goods in preference to all other lines that do not pay a fair and reasonable profit. The man behind the counter cannot only stimulate the demand, but create it, if he has the confidence of his patrons. If you are a salesman and a business man, sell goods at a profit. Anybody can GIVE AWAY goods. Salesmanship is the ability to sell goods at a PROFIT. Do not make an automaton of yourself for the benefit of the manufacturer who is forcing his goods upon you through the medium of bill-board and magazine advertising. So long as you insist upon the manufacturer creating a demand for his goods, just so long you will be at his mercy."

There are few persons in the West who are more conversant with the trade situation in that region, as affecting the retailer, than Mr. Nelson, and his words caused many a man to scratch his head and think a bit harder than usual.

Wagner & De Beer, the Amsterdam tobacco brokers, have removed their offices and sample rooms from Nes 88-90 to corner Nes 71 and Kuipersteeg 2.

Alfonso Rios & Company, of Chicago, announce that they have removed their office and factory to more commodious quarters at 17 West Kinzie Street, near State. The new telephone number is Randolph 5630.

From The Tobacco World Bureau, 910 Hartford Building, New York

Cuba Cigar Company Liquidating

According to F. O. Rhoades, the Business Affairs of the Firm Will Be Closed by May 1st.

Despite certain contradictory rumors concerning the Cuba Cigar Company, F. O. Rhoades, the general manager, authorizes THE TOBACCO WORLD to state that the company is in process of liquidation and that all of their affairs should be wound up by May 1 next. The "Kings Club" cigar, which this company has done so much to popularize in the New York market and elsewhere, will be merchandized in future, by Pedro Castro & Company, the manufacturers of the goods, whose factory is in Tampa, and E. P. Oakes, the president of the old concern, will be associated with them in the selling and sales management under the new conditions.

Arrangements have been made with Louis G. Smith & Company, whereby they will act as New York distributors for "Kings Club" cigars in future. F. O. Rhoades says that his other business interests are of such a varied nature, that as soon as he has closed up the affairs of the Cuba Company, he will withdraw from the cigar field.

American Tobacco Co. Declares Dividend

The American Tobacco Company has declared a dividend of five per cent. and an extra dividend of fifteen per cent. on the common stock of the company. The dividends are payable March 1, to stockholders of record February 15. The American Tobacco Company states officially: "This distribution action is similar to that six months ago, when acting in accordance with the decree, $8,000,000 was distributed. The amount of the present distribution is $6,000,000."

The extra dividend of fifteen per cent., it is said, will almost clean up the proceeds of the sale of the various securities left in the hands of the directors of the new company for distribution. It is estimated that about $500,000 still remains unsold, which must be disposed of before February 1, 1915.

Independent Salesmen Meet

Judge Henry Hunter addressed the members of the Independent Salesmen's Association of America, at the regular meeting at the Hotel Marie Antoinette, on Friday, February 7. He outlined the work that had already been accomplished, giving an interesting talk. President Oscar Veit was in the chair.

G. S. Nicholas & Company, the large importing house, announce a substantial increase in their business during the past month over the same period last year. W. A. Charles, the Western traveler for the firm, has opened up some very desirable accounts since the first of the year and expects to hang up a record for 1913.

Effective Car Advertising on "Regensburg"

E. Regensburg & Sons, the Havana cigar manufacturers with New York offices, at 47 West Thirty-fourth Street, have just placed one of the catchiest cards seen in the street cars for some time. It depicts the Man in the Moon enjoying a "Regensburg." One eye is closed and the whole expression denotes the utmost satisfaction in smoking. To the right of the face is printed: "Get the expression—'Regensburg' for mine."

The really big distinctive feature of the card is the illusion secured by covering the tip of the cigar with tinsel, thus giving the effect of it being lit. It can be noticed from any angle and in any part of the car. The whole thing should be a most effective bit of advertising.

Fifty Sales Managers of "United" Dine

Fifty sales managers from fifty-two cities in which the United Cigar Stores have stands, were rewarded the evening of February 8, for faithful service by the presentation to each of one hundred shares of stock in the company. The presentation took place at a dinner in the Astor House following the second annual convention of sales managers. Addresses were made by J. H. O'Neil, G. H. Peterman, Charles Sherlock and John F. Whalen.

A. Kern & Company have been doing yeoman work on the "Bernadotte" cigar since the first of the year and state that their efforts have been most satisfactory. Although the cigar has been known among the best cigar circles of New York, it is now beginning to make itself felt on the outside.

Canadian Factory for M. Melachrino & Co.

A Canadian branch of M. Melachrino & Company will be established at Montreal shortly, under the direction of W. H. Munson, who is an experienced cigarette man. The business will be operated under the title of M. Melachrino & Company, of Canada, Limited. Mr. Munson expects to assume charge early in March and he plans to have the factory in operation in April.

Assignee Named for Business of S. H. Harris, Inc.

Charles A. Riegelman has been named as the assignee of the business of Samuel H. Harris, Incorporated, cigar manufacturer, located at 422-430 East Fifty-third Street, New York.

The business, which was started a little over three years ago, by Mr. Harris, was incorporated in December, 1910, he, himself acting as president, and the reported capital stock being $100,000. It is stated that the liabilities are about $50,000, and nominal assets $100,000. Dissensions among the officers is said to be the cause for the assignment.

Importers of Havana Cigars Actively Assert Their Claims

Say They Should Have a Re-adjustment of the Rate, So That Duty Will Be $3.00 Per Pound

THE Association of the Importers of Havana Cigars of the United States, have been exceedingly active in furthering their claims before the Ways and Means Committee for a readjustment of the tariff, so that the duty on imported cigars will be placed at three dollars per pound, specific duty, and the ad valorem duty entirely wiped out. Special meetings have been held at the office of Robert E. Lane and practically all the importers of note have signified their interest in the matters under discussion.

The brief which the importers filed before the Ways and Means Committee at its recent meeting and which was summarized in the last issue of THE TOBACCO WORLD, has been put into a neat booklet and mailed by the New York members to every firm in the United States which was credited with importing a case of Havana cigars during 1912.

With the pamphlet, containing this brief, was a letter to the importer requesting that he sign the brief as an indication of his endorsement of the tariff change suggested, and return to the New York Association. Of the one hundred and thirty-five importers who received this pamphlet, more than a quarter have already signified their interest in the question and signed and returned their brief with a tacit promise to enlist Congressional support in obtaining the changes desired.

Some of those who had already signed up to the date of going to press, included R. L. Rose & Company, Providence, Rhode Island; S. S. Pierce Company, Boston, Massachusetts; D. Osborn & Company, Newark, New Jersey; Stoddard, Gilbert & Company, New Haven, Connecticut; Best & Russell Company, Chicago, Illinois; C. Jevne & Company, Chicago, Illinois; Louis G. Smith & Company, Robert E. Lane Company, G. S. Nicholas & Company, Park & Tilford, C. A. Van Rennselaer & Company, Waldorf-Astoria Segar Company, Macy & Jenkins, B. Wasserman Company, Acker, Merrall & Condit Company, Benson & Hedges, J. W. Surbrug, Charles & Company, Felbel, Spyer & Company, R. H. Hahn, Calixto Lopez & Company, G. W. Faber, Incorporated; Garcia, Pando & Company, all of New York City.; Washington Tobacco Company, Washington, District of Columbia.

The Havana Manufacturers Association are watching the work being done in New York with keen interest, and through Mr. Charles Landau, American representative of H. Upmann, have promised their hearty financial support to the association.

It is believed by many of the importers that with a specific duty of three dollars per pound, which would mean about forty-five dollars per thousand on imported Havana "Perfectos," the manufacturers in the United States will not take a very antagonistic stand to such a change in the tariff.

The "La Mega" Pleasing Club and Hotel Trade

The "La Mega" Havana cigar, manufactured by V. Guerra, Diaz & Company, of Tampa, has been receiving excellent distribution throughout New York City and vicinity recently through the efforts of Mr. Roman Dobler, who is championing this brand. The high-class club and hotel trade is appreciating the merit of the "La Mega" and a tour of many of these places would find it up in front with the big ones, selling strongly. Mr. Dobler is a keen student of the cigar game and when it comes to pushing a good thing, he loses no time in getting the desired results.

The independent retailers held their regular meeting at Terrace Garden, on Thursday night.

Cincinnati

Heavy Shipments of Burley Keep Warehouses Busy—Charles Krohn & Co. Spring "Veiled Lady" on Passersby—Nathan Straus, of Straus Bros., Marries

CINCINNATI, February 11.

THE arrival of 2500 hogsheads of burley tobacco on this market in one day created a furore in the warehouse sections, being the largest in volume of shipments that have come here for many years. The big jam was brought in entirely by steamboat from up and down river points and was a part of the accumulation caused by the high water the Ohio Valley suffered last month.

Tobacco dealers in the bottoms are beginning to appreciate what it would mean for Cincinnati to be blessed with a curing plant. Maysville, Kentucky; Lexington and Louisville all have this adjunct to the trade, and as a business producer much credit is given.

How much the basket business is breaking in to the business on the local breaks is just beginning to be realized by the warehouse people. Talking with one of the oldest tobacco men in this city, he asserted that Cincinnati would have to be up or doing or this industry to which so much pride was given would be fast slipping from their fingers.

Chickering Brothers—they are not comedians, but good entertainers—who have charge of Bejacks Vine Street store, are building up a large trade in cigarette and cigar smokes. So enthused by success is Lou Chickering that he is seriously thinking of taking unto himself a frau.

"A few bands picked up from the floor of our store. Is yours here?" is the catchy sign that is displayed over a heap of rolled bands which appear in the retail window of J. Stacey Hill's store and has attracted a great deal of attention.

Speaking of novel window attractions, Charles Krohn & Company sprung a new one in the Walnut Street window. It was called the veiled lady, a litho with a fish net veil over her face. Curiosity seekers would gaze long at the thing, and it sure was an attraction.

Another novel trade producer was tried in a Vine Street store with meerschaum pipes. They were high-priced goods and were reduced a dollar a day until sold. It cleaned them all out when they reached the five dollar mark.

Lee Cahn, the retired cigar dealer, received the sympathy of the trade through the death of his sister, Mrs. Fannie Bloom.

In a two-column article in the "Commercial Tribune" one of the reporters rhapsodized so over a pipe and the joys to be had therefrom that down-town dealers have been stocking up after the depletion.

Nathan Straus, of Straus Brothers, wholesale and retail dealers, was married Wednesday, February 12, to Miss Elsie Frauhoff. They went East for the honeymoon.

P. Zeltmacher, of the Hamilton Pipe Works, Brooklyn, New York, was another business caller.

W. E. James, of Cuesta, Rey & Company, Tampa, paid a visit on business bent among the local jobbers and dealers.

Valentine day had an observer in the Straus Brothers' establishment on Walnut Street. The fixtures and trimmings were gotten up by one of the expert trimmers of the biggest department store in town.

Hirsch Brothers, who have had all sort of trouble through accusations against them for conducting a hand book on races, have been picketed by a policeman again. For two years off and on a blue coat has stood guard on their place. "The only cigar store in captivity with police protection" is the sign Nathan Hirsch is thinking of putting up.

Cigar stores here have wondered why every person they had ever known in Atlanta, Georgia, were sending for the top lid of the "Webster" cigar boxes and bands. The answer came last week, when it was announced that the "Webster" had won a popularity contest with such strong competitors as hams, flours and soaps to contend with.

Sig. C. Mayer, of "El Wadora" fame, was a busy man with the order book this week. He placed a big line. Dan Wolf will do the distributing.

"El Classo" is the name of a new broad leaf ten-center that Lee Heine is getting out.

Anthony Kleiner, of E. Kleiner & Company, New York, was a business visitor.

Tobacco Products Company to Declare Dividend

It is reported that the directors of the Tobacco Products Corporation will meet some time during the coming month, according to present plans, and declare an initial dividend of 1¾ per cent. on the preferred stock for the quarter begun January 1, when the stock became cumulative. This dividend, it is said, will be payable about April 1. It is said that, although some of the directors favored semi-annual dividends, quarterly disbursements were decided upon.

PHILADELPHIA.

Quaker City Trade Outlook

Cigar Manufacturers Doing Big Business—Leaf Trade Brightens Up—Retailers Quiet

FROM all appearances the First Pennsylvania District cigar manufacturers are going to knock the 1912 production record higher than a kite. The figures recently received, as compiled from the revenue receipts, show that last January was the busiest in the history of the local trade. The output for the month, more than sixty-two millions, is almost eleven millions ahead of the same month last year. If the activity continues for the year, at the usual rate, 1913 will be a hummer. Several of the larger firms are on the outlook for outside factories and will open up just as soon as desirable locations can be secured. Conditions are way above normal for this time of the year.

There is not much doing in the wholesale circles. New brands are coming along in the usual after-holiday manner, a number having been taken on since the first of the year. The retail branch of the trade is quiet, say the jobbers, to which the dealers agree.

There has been a decided brightening of conditions among the leaf men. Almost every kind of leaf has been in demand. The new Connecticut has been received favorably in this market, but there has been some hedging at the prices asked. It has met with general satisfaction. Wisconsin, which is being force-sweated in order to relieve the binder scarcity, is also going well, although this can hardly be said to be fully on the market as yet.

Will Open Stock Exchange Cigar Stand March 10th

Yahn & McDonnell will open the cigar stand in the new Stock Exchange about March 10, according to plans now under way. The new stand will face Walnut Street, on the main floor, in the lobby. The furnishings will be of mahogany, plate glass and marble, similar in design to the Fifteenth Street store of the firm, and the very latest equipment will be used.

Yahn & McDonnell are direct importers of "H. Upmann" and "Romeo y Julieta" clear Havana cigars, which brands will be featured, though a complete line of imported and domestic goods of the higher grade will also be carried. The selection of a manager and his assistants remains yet to be decided.

W. L. Clauser, the well-known cigar salesman, formerly with Lilly, Dungan & Company, Baltimore, is now representing Luckett, Luchs & Lipscomb, pushing the "Reynaldo."

Anti-Smoking Edict for Street Cars Strictly Enforced

As a Result of the War Between Trolley Company, and Riders Who Persist in Violating Rule, Many Smokers Are Arrested and Fined

THE new edict of the Philadelphia Rapid Transit Company, which went into effect on February 1, resulted in some lively skirmishes between the smokers and the street car men. The transit company asked the public to co-operate with them in stopping the practice of carrying lighted cigars in street cars and also spitting in the trolleys. The announcement which was carried by thousands of cars several weeks previous to the enforcement of the order, was greeted with amusement by many, but the laugh is now on the rider who violates this rule contrary to the orders of the conductors.

Two convictions were handed down by Magistrates Harris and Toughhill last week, which would seem to prove that the "P. R. T." means business this time. One man, a pipe smoker, was fined for smoking on an elevated station platform, after he had been warned. Another felt the hand of the law when he expectorated in a street car. When cautioned he became offensive. The magistrate decided that ten days in the "pen" would cure him of the habit. In one case the objections of a rider to having his morning smoke stopped resulted in a riot. In the fight which followed the ejection of the smoker from the car, his friends joined in. A policeman, who happened to be near, decided that it was a case for the riot squad and turned in an alarm.

At each station of the elevated road, in West Philadelphia, there is a metal receptacle into which smokers are compelled to deposit their "butts" before entering the trains. Quite a number of half-smoked cigars and cigarettes are cast into these cans during the course of the day, in fact so much so that one of the station hands, who has a thrifty nature, awakened to the fact that these "butts" have a commercial value. The cans filled with the stumps are taken to nearby florists and sold, the florists using them to make tobacco water, a concoction which they spray upon their plants to kill insects. This would seem to prove the adage that "It's an ill wind that blows nobody good."

"R. B." Cigar for Speed Goodloe Cigar Co.

The Speed Goodloe Cigar Company has taken on the "R. B." cigar of Rosenthal Brothers, of New York. This is a nickel brand, and the manufacturers supply the jobbers of the cigar with much catchy literature in order to popularize it with the dealer and smoker.

"Cuban" Horse Seeks Havana in "Stratford"

Last Monday morning, about ten o'clock, after an accident at Arch Street above Second, a horse broke loose from a team and headed down Arch Street toward the river. He had not gone very far, though, when he made a break for a show window at the southeast corner of Second and Arch Streets, and went right through it as though it were paper. As a result, the El Draco Cigar Manufacturing Company will be compelled to invest in a new plate glass front for one of their show windows.

The odd manner in which the accident occurred caused one wag to say that he believed thoroughly that the equine was of Cuban nationality and was after the Havana in the "Stratford" cigar, made by the El Draco Company. At any rate, if all the "Stratford" smokers insisted at all times and places so emphatically for their favorite smoke as the horse did, we would venture the assertion that the factory would soon require an addition.

Failure of J. H. Stitler

J. H. Stitler, a druggist at Twenty-first and Mount Vernon Streets, was declared insolvent several weeks ago, and a meeting of his creditors was held on February 10. There is a cigar stand connected with the store. As a result a number of cigar men around town were interested in the failure. Several offers were made to settle, and if a proposition now under way to adjust matters goes through, the creditors will receive from 25 to 30 per cent. The liabilities are placed at $4000.

L. M. Walters, of Bobrow Brothers, is on a trip through the Eastern cities calling on the "Bold" jobbers. He returned a short time ago from the Middle West, where he found the trade in excellent shape.

Quaker City Notes

Charles J. Eisenlohr, of Otto Eisenlohr & Brothers, is on a pleasure trip to Florida, and will be gone about three weeks.

Charles Heath, of the El Draco Cigar Manufacturing Company, is on a trip to Pittsburgh and Western Pennsylvania in the interests of the "Stratford" cigar.

Sig. C. Mayer, of Sig. C. Mayer & Company, is on a trip to the Middle West, calling on the jobbers in that section.

Louis G. Smith & Company, 52 Beaver Street, New York, are distributing "Reynaldos" in the metropolis with great success. Mr. Monroe Luchs, of the factory, has been doing yeoman work in assisting Smiths to place this popular cigar in New York.

Nathan Baum, of the Baum-Jaffe Company, was very favorably impressed with the outlook in the Middle West for the Baum-Jaffe goods upon the occasion of his recent trip to that territory. They intend to open up that territory with unusual vigor during 1913. He reports the new year as commencing well for the "Coiner," "El Jaffe" and "A. J. Cassatt."

Dusel, Goodloe & Co. Reelect Officers

AT the recent election of officers of Dusel, Goodloe & Company, W. W. Goldsmith was again chosen president, with N. Popper as vice-president, and P. L. Brogan, secretary. Dusel, Goodloe & Company have announced that hereafter they will devote their time to the cigar end of the business, they having sold out their pipes.

In a recent interview Mr. Popper was most enthusiastic as to the results they have secured the past month on Manila cigars, particularly the "Flor de Legarda," made by the Germinal factory, one of the largest in the Philippines. "I believe there is a great future for the Manila cigar in this and other cities," stated Mr. Popper, "and if the dealers would only carry high-grade goods in their cases, instead of the cheap brands they have been selling in the past, the results would have been more satisfactory than they have been. I have become a rabid enthusiast on the Manila cigar—the quality product—and the progress we are making on our brands warrants me in saying that they will be one of our biggest sellers before long."

A nickel brand was taken on several days ago, which will be given a trial. It is the "Golden," and is made by an Evansville, Indiana, factory.

Real Estate Men Smoke "Stratford's" at Banquet

At the annual dinner of the Philadelphia Real Estate Brokers' Association, which was held in the Bellevue-Stratford Hotel, on February 1, the "Stratford" cigar, made by the El Draco Cigar Manufacturing Company, was supplied to the three hundred diners. This body of men is composed of all the big real estate men around town, men of big means, and the fact that the cigar selected for the occasion was the "Stratford," proves pretty well that it is a brand for the discriminating smoker.

Godfrey S. Mahn, the Philadelphia and New York importer and retailer, sailed for Havana, Cuba, February 15, and expects to touch at Key West and Tampa before returning.

Terry & Duncan, Tenth and Chestnut Streets, Philadelphia, are offering a cigarette humidor to every customer who makes a purchase of one hundred "Melachrino" cigarettes. The humidors are small at the base and are of a design adapted for use on desks and smoking tables.

Claude E. Turner, representing Salvador Rodriguez, closed some attractive orders for "Charles the Great" cigars, while in Philadelphia this week.

Mr. Dolby, the "B. B. B." pipe man, visited the Philadelphia trade this week.

C. W. Saunders, general sales manager of the Cortez Cigar Company, called on the trade in the Quaker City this week. Orders of a substantial nature resulted from the visit.

W. Leamy, formerly identified with the Pall Mall branch of the American Tobacco Company, has joined the Pennsylvania selling force of M. Melachrino & Company, working under the direction of Mr. Mahan, district manager.

TOO LATE FOR CLASSIFICATION

SALESMAN having worked for exclusive houses and covered Pennsylvania territory, desires connection with a reputable house. Domestic or Key West goods preferred. Address "Salesman," care of "The Tobacco World," Philadelphia, Pa. 2-15-c

all that's new with JOBBERS and DISTRIBUTORS

Stallings & Co. Take on Well-Known Cigars

STALLINGS & COMPANY, of McKeesport, Pennsylvania, a wholesale grocery house, which recently opened a cigar department, under the management of W. F. Sharples, well known in the trade in Pittsburgh and Western Pennsylvania, have announced a number of the brands which they intend to carry. Among them will be the "El Wadora" and "El Trendo" cigars, manufactured by Sig. C. Mayer & Company, of Philadelphia; "Salome," Heineman Brothers, of Baltimore; "La Saramita," Shields-Wertheim Company, Cleveland, Ohio; and "Ology," Casper Rosenberg, Cleveland, Ohio.

The "Charles Denby" cigar, H. Fendrich, Evansville, Indiana, which was formerly handled by Haworth & Dewhurst, of Pittsburgh, has been taken on by Stallings & Company for Western Pennsylvania, including Pittsburgh and West Virginia. The "La Saramita" cigar will be pushed heavily by them and with their six salesmen working hard, should do much to make all the brands a big feature in the cigar trade of that region.

The "Bold" Cigar in Atlantic City and Reading

William Crook, an Atlantic City cigar dealer, has taken on the "Bold" cigar and is making splendid headway with it. Mr. Crook has reported to the manufacturers of the cigar that it has taken hold better than any nickel cigar he ever introduced in that market.

Charles Breneiser's Sons, of Reading, Pennsylvania, who took on the "Bold" account for that territory some time ago, are pushing it with good results with the Reading dealers. Breneiser Brothers operate one of the finest retail stores in that city, in addition to doing a large jobbing business.

Storm & Co. Take Over Bissinger Bros.

From Pittsburgh comes the announcement that Bissinger Brothers, who conduct one of the largest wholesale and jobbing businesses in that city, sold out their business to George L. Storm & Company, of New York, who will use their business as a nucleus for a new Pittsburgh branch. Bissinger Brothers have for some time been prominent distributors of cigars made by the United Cigar Manufacturers' Company.

Shipton & Payne Co. Entertain 25 Guests at Banquet

Shipton & Payne Company, the Philadelphia wholesale cigar house, gave their fifth annual dinner in the Bingham Hotel, in that city, February 6. There were over twenty-five guests present, including the employees and a number of invited guests. The dinner was a most elaborate one and was enjoyed by all until a late hour. During the course of the evening an address was made by Mr. Shipton, of the jobbing firm, in which he gave a comprehensive history of the business and its aims for the future. Responses were heard from nearly all those present, among them representatives of cigar and pipe houses of this and other cities.

Hudson Cigar Co. Now Mendelsohn Cigar Co.

The Hudson Cigar Company, of Hudson, New York, has changed its name and will hereafter be known as the Mendelsohn Cigar Company, and will do business in Albany, New York. They moved to their new location a short time ago in Albany. This concern is the distributor in that district of the "San Felice" cigar, Deisel-Wemmer Company, Lima, Ohio; also of the Theobald & Oppenheimer Company lines, among them "Little William Penn." This firm has been in the wholesale business for three years and reports having made good progress in that time.

Kearney-Lehmann Co. New Buffalo Jobbers

The Kearney-Lehmann Company, of Buffalo, New York, is the title under which Alfred Lehmann and P. E. Kearney, of that city, will do a cigar jobbing business. Mr. Lehmann is well known among the trade in that section of the state, having been a cigar salesman. Mr. Kearney is the proprietor of a retail store at 335 Washington Street, which is the location also of the wholesale business. The retail and wholesale businesses will be separate.

Niles & Moser Purchase C. H. Meinhart Cigar Co.

Another move growing out of the changes recently put into force by the Niles & Moser Cigar Company, Kansas City, was the purchase of the C. H. Meinhart Cigar Company, of St. Louis, for that firm. It is further announced that C. J. Thorne has been appointed to take charge of the retail stands of the Stickney Cigar Stores Company, under which name the retail branch of the William A. Stickney Cigar Company will be operated.

Pushing "Portuondo" in the West

Warner P. Searle, Western representative of the Juan F. Portuondo Cigar Manufacturing Company, Philadelphia, has been particularly active through his territory, lately having opened a campaign on the "Portuondo" cigars on behalf of the Aylesbury Mercantile Company, Wichita, Kansas, and the Tollerton-Warfield Company, Sioux City, Iowa. He is now pushing a campaign for the Sprague-Warner Company, of Chicago.

New "Stratford" Account in Baltimore

The "Stratford" cigar, manufactured by the El Draco Cigar Manufacturing Company, of Philadelphia, has been taken on by the Associated Drug Company, of Baltimore, Maryland. This concern is now operating three stores in Baltimore, and has two more under consideration. The "Stratford" will be carried by them in five sizes.

Mason, Ehrman & Company, of Portland, Oregon, are doing a nicely increasing trade on the "Flor de Moss" cigar, made by the S. R. Moss Cigar Company, of Lancaster, Pennsylvania. They are distributors in that city also for the "La Mega" cigar, of V. Guerra Diaz & Company, of Tampa, Florida.

Seattle

February Trade Increasing in Volume—With Two Suffragette Members, Washington Legislature No Longer Smokes While in Session—Many Changes Among Retail Stores

SEATTLE, WASH., February 3.

BUSINESS has been somewhat quiet during January. February business up to date is much better.

One of the old time pipe salesmen, Gus Gillis, is now located in Seattle, being vice-president of The S. G. Russell Company.

The Legislature is now in session at Olympia and the retail dealers report a very big business. Winstanley & Blankenship report business better than ever, notwithstanding the fact that the House of Representatives has two suffragette members and smoking is no longer the fashion while the body is in session.

W. W. Mackey has sold the Cosmopolis store to Rourke & Breakiron and opens up a new stand at Chehalis.

Seattle has the distinction of being the largest pipe distributing center west of Chicago. Three jobbing houses, namely, Schwabacher Brothers & Company, Incorporated, the National Grocery Company and the S. G. Russell Company having exclusive pipe salesmen, who travel with complete lines. The leading brands sold are the "C. P. F.," "W. D. C.," "Three Star Manhattan," "B. B. B.," English and Peterson pipes.

The firm of Benzer & Volger, at Concrete, Washington, has been changed to Benzer & Miller.

V. G. Sadler, formerly at Olympia, Washington, has opened a new store at Monroe, Washington.

Charles and Michael Rantz have opened up a new cigar store on the new Municipal wharf at Bremerton, Washington. They have the exclusive right on the wharf.

Valentine & Fredrickson have opened up a new billiard hall and tobacco store at the entrance of the navy yard, Bremerton, Washington.

Martin Elk, known as "Slim" also, being the slimest Elk in Bremerton, Washington, also the most popular tobacco dealer among the sailor boys, reports a very big business—better than ever before.

J. L. Jenson & Son, formerly at Centralia, Washington, sold their interest there and opened a new store at Blaine, Washington.

Ira Ellison, representative of Kaufman Brothers & Bondy, of New York, has recently been in the city.

Abe Dallman, representative of Wm. Demuth Company, New York, has been a recent visitor here among the trade.

Guy Hedreen, of Port Angeles, Washington, sold his tobacco store to A. W. Pollitt. Mr. Hedreen has accepted a position with the Brunswick-Balke Company, of Seattle, as manager.

Many favorable comments are being heard in local trade circles concerning the splendid new cigar stand of Wills Brothers, located in the Lacy Robertson Building, at the corner of D Street and Yosemite Avenue, Madera, California. Ornate and up-to-date fixtures make the place very attractive.

William L. Frye, an enterprising tobacconist, doing business in the Commercial House block, Salem, Massachusetts, does not believe in following the "beaten track" when he has a special to offer. Desirous of featuring his special cigar, known as "1-70-9," he employed the services recently of an expert shouter, whose duty it was to draw passers-by to the window of the shop, where an expert cigarmaker was busily employed making the favorite brand. The innovation proved quite a success, in that the sales were largely increased.

D. E. Crawford and Frank Price have taken over the cigar store of John Afflirbock.

Fire lately destroyed the cigar and grocery store of K. Lancua, Thirty-second and S Streets, Omaha, Nebraska, valued at $1000, the insurance amounting to $800.

Fire in Niagara Falls destroyed the retail cigar store of Joseph T. Snyder, last week.

Wheeling District Stogie Output Gains Heavily

According to the report of Deputy Internal Revenue Collector Alexander Campbell, of the Wheeling, West Virginia, district there were 11,360,000 stogies made by the factories in that district during the month of January. The January sales of 1913 show a decided gain over the same period last year, despite the fact that the revenue office was closed in Wheeling for four days, on account of the flood several weeks ago. The output for January, 1912, was 10,318,000, a gain of 1,042,000 over last January.

Cigar Makes Pronounced Hit With Hotel Trade

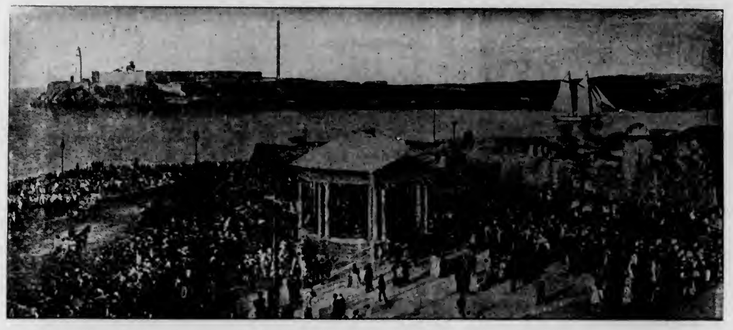
"Stratford" Brand Well Placed With High Class Hostelries, Clubs, Cafes and Cigar Stands

IT is admitted by everyone in touch with conditions in the cigar trade that a cigar, to be a permanent seller with the high-class club, cafe and hotel trade, must be of unquestioned merit. Many manufacturers have introduced their goods in these enviable circles only to meet with failure. A brand which has reached this position and has retained it successfully is the "Stratford" cigar, made by the El Draco Cigar Manufacturing Company, of Philadelphia. A careful canvass of all the better class cigar stands in the large cities of the East and some Western cities would find this cigar one of the staple sellers. In fact few of the largest Eastern hostelries are without it.

The brand, an illustration of which is shown herewith, is made in a number of sizes. The manufacturers guarantee that it is distinctly different from the ordinary cigar of the so-called seed and Havana type and that the filler is composed

only of the finest grade Vuelta Abajo tobacco. It is pronounced to be a mild smoke and one which the particular consumer delights in. The fact that it is handled by such hotels as the Bellevue-Stratford, of Philadelphia, and is one of their biggest sellers, is proof enough that it is more than making good with the man who wants a cigar a bit better than the ordinary.

The "Stratford" has been placed in Philadelphia, Baltimore, Washington, Pittsburgh, New York and other large Eastern cities with good results and the manufacturers are now starting a campaign in the Middle West and Far West, which should make it even better known than it is at present. Dealers wishing to stock up with a distinctly Havana piece of goods, at the same time getting a mild and well-flavored cigar, will find the "Stratford" much to their liking.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, February 8.

OUR market during the past fortnight could not be classified otherwise than dull, as in consequence of the few buyers that had arrived from the North there were considerably fewer transactions to be reported. However, as during the past week more buyers had made their appearance in our market, we have no doubt to be able to relate a more active market the next time. While the stocks in first hands are by no means large, there are nevertheless enough suitable goods to be found yet to make it worth the while for manufacturers to come here. Of Vuelta Abajo factory vegas, from the Lomas, we have yet a fair supply, also the heavy styles of Vuelta Abajo and Semi Vuelta, with fillers from the Partido sections. Of Remedios there are a couple thousand of first capaduras, from the very choicest Santa Clara packings, but the owners are not supposed to lower their former high pretensions, as they claim that their packings cost them more money, owing to their quality and cleanliness, therefore they consider themselves entitled to a higher figure than their neighbors obtained. Of medium qualities only smaller vegas are existing still. On the other hand, so-called wrappers are going begging at bargain prices. From the 1911 Vuelta Abajo crop a buyer could make his pick at quite moderate figures, as the holders would be willing enough to accept any offer in reason.

The event of the fortnight has been the arrival of the first few lots of new tobacco (1913 crop) from the Vuelta Abajo, libra de pie. We have heard of one sale of nine bales, which a veguero had brought to town, and which were taken by a cigarette manufacturer, more out of curiosity, as he told us, than on account of its intrinsic value, and also because it was very low in price, compared with the high figures for colas of Vuelta Abajo. The readers of THE TOBACCO WORLD will, however, bear in mind that this class of tobacco has been hurried to market, without having undergone any sweat in the piles, therefore it would be rash to judge this year's crop by these premature samples. They may answer for mixing to the cigarette manufacturer, but they would be unfit for making cigars.

Sales from January 20 to February 1, inclusive, only aggregated in all 2238 bales, consisting of: Vuelta Abajo, 627; Partido, 786, and Remedios, 825 bales.

Buyers were: Americans, 1145; shippers to South America, 713, and our local manufacturers of cigars and cigarettes, 380 bales.

Exports of leaf tobacco from the port of Havana, from January 20 to February 1, were: To all ports of the United States, 12,194, and to Buenos Aires, 881 bales; making a total of 13,075 bales.

Receipts of Tobacco From the Country:

	From January 19 to January 31, 1913.		Since January 1, 1913.	
Vuelta Abajo	48	bales	66	bales
Partido	2	"	93	"
Remedios	83	"	151	"
Oriente	76	"	103	"
Total	209	"	413	"

The crop prospects in the Vuelta Abajo vary so much that we are almost tempted to leave this subject severely alone for the time being, but as undoubtedly there are many readers of THE TOBACCO WORLD that would be anxious to hear something, we beg to state the following facts: On January 27 it rained all over in the provinces of Pinar del Rio and Havana. The rains came from the south, a good direction, but as the wind veered to the northwest shortly after the beginning, it is now claimed, that instead of having been beneficial it may have done harm instead, as the rainclouds from the northwest are said, owing to their low course, to take up some of the salt water from the Gulf of Mexico. It is claimed by the farmers that such rainfalls will spot the tobacco not alone, but are also apt to make the tobacco burn less freely. We will not dispute this question, whether true or false, but later on, when the packing season begins, it will be found out what truth can be placed upon this assertion. Large planters that we have spoken to say that they do not expect to get over twenty-five per cent. more than last year, provided they could count upon being able to cut what is still of a small growth in the fields. Some people assert that the crop will be as big as never before, while others claim that it would be even smaller than last year. Now, whom can we believe under such circumstances? To speak about the quality is absolutely premature, as the same can only be known when the tobacco has passed the fermentation in the piles. Undoubtedly there will be choice leaf, good, medium and poor, as every year. It will also settle the disputed question whether irrigation in the Vuelta Abajo is beneficial to the tobacco crop, or, as others claim, does harm by making the burn doubtful. This year many large planters that had an irrigation system employed the same frequently, when there was a drought of some weeks, and while the plants evidently have attained a very luxurious growth, promising many wrappers, it remains to be seen how these vegas will go through the sweat. Perhaps it is only envy that has prompted this assertion, although one large planter told us that to be sure on this point he has made a trial on different fields, some being irrigated and others not, and keeping the two classes entirely separate.

The Partido crop undoubtedly will be larger in quantity this year, while on the other hand the Remedios crop is now claimed to be in all probability considerably smaller in quantity, although there might be more capaduras eventually. The large Sancti Spiritus district, which of late has furnished nearly half the crop, has been the greatest sufferer from the prevailing drought, as no rains have fallen there since the twenty-seventh of last January.

Leaf Buyers That Come and Go:

Arrivals—From New York: Francisco E. Fonseca, of F. E. Fonseca & Company; Alexander Blumenstiel; E. H. Smith, of Hinsdale, Smith & Company; David H. del Monte, of David H. del Monte; Milton Samuels, of Maximilian Stern; Max Rosenblum, of the Edwin Cigar Company.

From Tampa: Angel L. Cuesta, of Cuesta, Rey & Company; Celestino Vega, of Celestino Vega & Company.

From Chicago: A. Reiss, of A. Reiss & Company.

From Cincinnati: Charles Davis, of A. Davis, Sons & Company.

From Reading, Pa.: Wm. H. Yocum, of Yocum Brothers.

From Philadelphia: Eloy Montero, of Eloy Montero.

From Kingston, N. Y.: Wm. H. Van Slyke, of Van Slyke & Horter.

From Key West: C. L. Knowles, of the Key West Cigar Company; Francisco Fleitas, of S. & F. Fleitas.

From Lancaster, Pa.: John F. Nissley and M. Rosenstein, of John F. Nissley & Company.

Cigar Importers.

W. E. Ericson, of C. Jevne & Company, of Chicago, and S. P. Coe, manager of the cigar department of Acker, Merrall & Condit, of New York.

Returned—George H. M. Wyatt, of Maximilian Stern; Ricardo Egusquiza, of Selgas & Company, and Gabriel A. Padró, with his son, Felipe, representative in Europe, excepting France and Spain, of the famous Partagas factory.

Departures—To New York: M. B. Pendas, Ernst Ellinger, A. L. Sylvester, David H. del Monte, Antonio Allones, Alexander Elkan and Charles Landau.

To Boston: Sam Gryzmich.

To Tampa: Harry Roberts.

To Chicago: H. B. Franklin and A. J. Franklin, also A. Reiss.

To Philadelphia: Eloy Montero.

To Key West: C. L. Knowles.

Cigars.

The big decline in the exportation of our cigars during the first half of January has been explained to us; that very often some clearance papers are not at once included in the fortnightly statements, particularly when there is a rush of work to be done, but that in such a case they are added to the following fortnight, so that for this reason the total clearances for the month, however, will come out all right.

Well, a poor explanation is better than none, and in order not to mislead the readers of THE TOBACCO WORLD we shall in future only give the figures at the end of the month. By the figures given to us for the second half of January it can be seen at a glance that the big increase offsets the big loss during the first half, and still leaves for the whole month an increase of a trifle over one and three-quarter millions of cigars. This is certainly a more satisfactory showing, and corresponds to the information gathered from the different manufacturers when we called upon them, as the majority of them are working under a good headway, considering that this is not the active part of the year, when shipments are very large.

The customhouse figures of the exports of cigars from the port of Havana are thus:

From January 16 to January 31, 1913,	10,507,593 cigars
From January 16 to January 31, 1912,	6,137,078 "
Increase in the second half of 1913,	4,370,515 "
From January 1 to January 31, 1913,	13,161,385 "
From January 1 to January 31, 1912,	11,408,380 "
Increase in the month of January, 1913,	1,753,005 "

Our manufacturers are taking a lively interest in the propaganda that is being made in the United States to have the extreme high protectionist duties reduced to a more moderate figure, although as long as the new tariff is an internal affair of the United States, our Union of Manufacturers would have no voice in the Committee of Ways and Means to be considered. When the time arrives to deliberate about a new reciprocity treaty between Cuba and the United States, then our government, with the assistance of the Union of Manufacturers, ought to be able to convince the American government that we are entitled to a more liberal allowance, which at the same time would not prejudice the income of the United States Treasury in the least, but in all probability increase the revenue of the American government through correspondingly larger importations of our cigars. That a high tariff has not increased the amount of duties on the long run has been proven by facts, according to the statistics published by THE TOBACCO WORLD in its issue of February 1.

H. Upmann & Company are very busy executing orders to all parts of the world.

Romeo y Julieta is working as hard as heretofore, noting no diminution in the demand.

Don Pepin Rodriguez sailed from Liverpool on the 7th inst. for New York.

Partagas has no complaints to make, as orders from the chief consuming countries are coming forward at a lively pace.

Sol is doing very well, having particular good orders from England.

Castañeda is busier now even than it was last winter; at least the owners, Cardenas & Company, have been compelled to increase the number of their cigarmakers right along.

Flor de P. A. Estanillo is also working well, and seems particularly favored with high-priced regalia sizes for its well-liked "Flor del Fumar" brand, running from $120 to $200 per thousand.

Henry Clay and Bock & Company, Limited, stated that they have orders pending five million more than at this time last year, and which were then nearly eight millions.

Other factories that are quite busy are: Allones, Limited; C. E. Beck & Company, La Flor de José Otero, Por Larrañaga and Eden.

A. L. Sylvester had been so pleased with the business of the Henry Clay and Bock & Company, Limited, and the harmonious working of each branch, that he gave the heads of them, as well as a large number of the employes, a grand dinner in the Hotel Sevilla on the evening of the 1st inst. Covers were laid for one hundred and fifty persons, and there was not a vacant seat, as everybody had accepted the invitation. The greatest democratic freedom prevailed, as the dinner was excellent, the wines choice and plentiful, and there was no lack of speeches and good-will to everybody. On dit: that the cover was paid by Mr. Sylvester out of his own private pocket, to the tune of twenty-one dollars and twenty cents for each cover. "El Diario de la Marina," one of our leading daily papers, gave quite a lengthy description of this love feast.

Shippers above 300 bales of tobacco from the port of Havana from January 20 to February 1, inclusive, were: I. Kaffenburgh & Sons, 3421; Mark A. Pollack, 1430; Monroe Commercial Company, 857; J. Bernheim & Son, 852; Maximilian Stern, 731; Leslie Pantin, 639; Ernest Ellinger & Company, 587; Garcia & Company, 500; H. Upmann & Company, 440; Diego Montero, 363; J. M. Nuñez, 331, and J. F. Berndes & Company, 309 bales.

ORETANIV.

First Pennsylvania District Hangs Up Another Cigar Production Record

Output for January Almost 11,000,000 Ahead of Same Period Last Year and 7,000,000 Increase Over Any January in History of Trade---Cigarettes Decrease

THE output of cigars and other tobacco products in the First Pennsylvania District for the month of January, as compiled from the stamp receipts at the Internal Revenue Office should be most encouraging for the cigar manufacturers of this district. For the production of large cigars is almost 11,000,000 ahead of the same month last year, and is more than 7,000,000 ahead of any January in the history of the cigar trade in Philadelphia and vicinity, which comprises the First District. To be exact, the figures for January, 1913, are 62,643,440, as against 51,712,480, in 1912, an increase of 10,930,960. The biggest January for the First District previous to last month was in 1907, when 55,358,500 cigars were turned out.

The complete figures for the month, as compared with the same period in 1912 are as follows:

JANUARY.	1913.	1912.	Increase.
Cigars	62,643,440	51,712,480	10,930,960
Small Cigars	20,250,000	25,580,000	*5,330,000
Cigarettes	8,108,984	8,648,776	*539,792
Cigarettes at $3.60	21,600	21,300	300
Manufactured Tobacco, pounds	110,176	96,448	13,728

*Decrease.

United Cigar Manufacturers Consolidate

Continued from page 13

ing December 31, 1912. The company's gross earnings were $2,705,824, as against $2,809,352 in 1911. A surplus of $406,848 was added to the surplus fund after the payment of operating expenses, interest on loans and dividends. The earnings on the common stock for 1912 were 6.83 per cent., compared with 5.52 per cent. in 1911. The past year proved to be the most prosperous that the company enjoyed since 1909 when the gross earnings were $2,820,978, and the amount added to surplus was $607,497.

A detailed statement of the business for the last two years, follows:

	1912.	1911.
Gross earnings	$2,705,824	$2,089,352
Selling and admin. exp.	1,382,281	996,958
Earnings from operations	1,323,542	1,092,394
Misc. profit and int.	211,013	170,751
Total income	$1,534,555	$1,263,145
Deductions:		
Int. on loans dep.	$159,588	$83,718
Preferred dividends	350,000	350,000
Common dividends	618,120	675,000
Total deductions	$1,127,708	$1,108,718
Surplus for year	$406,848	$154,427

Tobacco Marketing in the United States

Department of Agriculture Publishes Newsy Report Reviewing Difficulties Encountered in Differentiations of Grades

THE Department of Agriculture has issued an interesting publication entitled "Tobacco Marketing in the United States," which takes up this subject in a very good manner.

It reviews the difficulties that beset the marketing of tobacco of the higher grades where there are the refined and subtle differentiations to be considered with a divergence of opinion as to the proper values even by experienced men.

And in view of this the bulletin says there is no wonder there were misunderstandings and claims of misrepresentation in the early days of the industry. As a result of this there sprang up the rigorous state supervision which has now been generally done away with but which still has a discernible effect and even now there are elaborate statutes in force in all of the older tobacco growing states regulating the inspection, sale and warehousing of tobacco.

The bulletin then takes up a discussion of the methods of marketing tobacco in the various parts of the United States. Of the Maryland or Baltimore system it says:

Of all the systems of marketing tobacco, that existing in Maryland, or rather Baltimore, since that is the only central market in the state, has undergone less change from the methods followed in the early days than that of any other of the old tobacco states, and, indeed, the methods now followed are practically what they always have been. State warehouses, state inspections (although no longer compulsory), and state guarantee of the samples are all still in force in the Baltimore market.

In earlier times state inspection houses were located here and there at a number of convenient points throughout the producing territory. These, however, were abandoned one at a time, and the trade became more and more centered in Baltimore, and finally became entirely centered there.

A system of five large state storage and inspection houses resulted, each presided over by an independent inspector appointed by the Governor. With a shrinkage in business, however, the number actually in operation was finally reduced to three. Under the system of having independent inspectors for each house there grew up much rivalry and competition for business in the effort to make each house self-sustaining. Under this system the tendency was to give a better sample than the contents of the hogshead warranted. To counteract this evil the Maryland Legislature remodeled its inspection law in 1898, providing, among other changes, for the appointment of a single chief inspector, with deputy inspectors for all state houses, all to be appointed by the Governor for biennial periods and placed under heavy bonds for the proper discharge of their duties.

The more important provisions of the law, so far as general rules of procedure are concerned, are substantially as follows: The hogsheads are numbered and inspected in the regular order of their receipt. The gross weight of the tobacco and hogshead is taken first; then the hogshead is stripped from the tobacco and the hogshead weighed separately. The tobacco is then inspected by drawing samples from at least six different places. This sample is sealed with wax and appropriately marked with the number of the hogshead, date and inspector's name. No charge is made to sellers of Maryland-grown tobacco for either storage or inspection. The buyer, however, covers the expense of the service to the state of paying a fee of two dollars per hogshead upon the removal of the tobacco and an additional storage fee of fifteen cents per month, if in storage more than six months after purchase.

Tobacco is not sold at auction on the Baltimore market. There are a number of commission firms, to one of which the farmer usually consigns his tobacco. On inspection the sealed sworn samples are taken in charge by the commission merchant and removed to his office. The sale of the hogshead of tobacco is thereafter a matter of private bargaining between the commission merchant and the buyer, although the grower sometimes sets a minimum price for the commission merchant to ask. When the market is active it is customary for the buyers on the Baltimore market to make the rounds from commission house to commission house, looking at the samples and making offers on such hogsheads as they think they can use. For this service the commission merchant charges the seller a fee of one dollar and fifty cents per hogshead, independently of its weight or the price it brings. In addition to the price of the tobacco, however, he collects from the buyer one dollar per hogshead, which he turns over to the farmer as reimbursement for the value of the hogshead itself.

In case of dispute as to the correctness of any sample furnished by the inspector under the seal of the state, the controversy under certain limitations is referred to a board of arbitration consisting of three disinterested parties. One of the members of this board is selected by the inspector and one by the claimant, and if after consultation these two cannot agree, they are to select the third member. Under the state law this board has power to summon witnesses and to assess such reclamation or damages as it deems just. This reclamation is paid by the inspector from the general tobacco fund and is not charged against either the grower or the seller.

Of the loose leaf tobacco auction sales system the bulletin says:

The practice of selling tobacco loose at auction started on a small scale, particularly in some of the market towns of Southern Virginia and North Carolina. An act of 1877 gave an added impetus to this method of selling by changing the law so as to permit the sale of loose tobacco on the warehouse floor without inspection. So far as the sales of loose tobacco are concerned the Virginia law merely requires the weigher to take a prescribed form of oath to keep the warehouse scales properly standardized and to properly weigh the tobacco. The warehouseman must issue a statement to the seller covering in detail all charges connected with the sale of the tobacco.

Another agency working for the rapid spread of this system is the manifest preference of the largest manufacturers and exporters to purchase leaf tobacco by it rather than by the hogshead and inspection method.

At the present time, so far as the first-hand sale of tobacco from farmers is concerned, the loose leaf tobacco system of selling at public auction is almost universal in the tobacco districts of Virginia, North Carolina and South Carolina.

The system has been brought to a high state of perfection and efficiency and in its general convenience both to buyers and sellers surpasses any other method of marketing tobacco and other farm product that has come under the writer's observation.

Sales warehouses are located in nearly all the centers of any importance in the tobacco-growing section of Virginia, North Carolina and South Carolina. Most of the important producing counties have at least one tobacco market town, and in some cases there are several markets in the county. The most important exception to this is in the few counties producing tobacco north of the James River in Virginia. Except Richmond there is no tobacco market in Virginia north of the James.

Most of the larger towns have from two to four sales warehouses each, and in Danville, Virginia, which is a very large market, there are generally six and in some seasons more warehouses open for business. The sales warehouses are often substantial brick structures, with a great expanse of floor space, sometimes covering from 25,000 to 30,000 square feet in area, with as few posts or other obstructions as possible. The roof construction, covering such large expanses without center supports, is a feat of considerable engineering skill.

Competition for business among warehouses is very keen, and conveniences and facilities for both sellers and buyers are as complete as possible with a view of attracting patronage. The effective lighting of the larger sales floor is accomplished by skylights and side windows. Usually the warehouse is so arranged that farmers can drive inside and unload. Bunks and lounging rooms for the farmers and stables for the horses are generally provided.

In some sections, as, for example, in the eastern North Carolina markets, there are basements for grading and tying tobacco, so that farmers can have this work done for them at a reasonable price if they so desire. Generally, however, the farmers themselves grade and tie up the tobacco in small hands at home, then pack the different grades one after the other neatly in the wagon bed, and cover the load with sailcloth, bed blankets, or some other protection from the weather.

At the warehouse each grade is carefully and neatly piled on a warehouse truck, carried to the scales and weighed, and a ticket is attached showing the owner's name, the number of the lot, the number of piles or grades in the lot, and the weight of the pile. In addition there are blank spaces left for filling in at the time of sale, showing the buyer's name and the price. Stubs are usually provided also so that these data may be entered on each part, one to be retained by the warehouseman and the other to go to the purchaser. Each grade is then placed on the floor in rows, usually allowing about eighteen inches each way between piles.

A number of advantages of the loose leaf auction system, both to seller and buyer, are apparent.

The seller is conveniently brought into contact at once with the buyer under as fair conditions as it is possible to create, so far as a mere system of selling is concerned. He can see for himself what his tobacco brings as compared with the general market for similar grades. The sale is prompt—within the day after he arrives with his tobacco—and his money is ready immediately in cash or its equivalent. If he is not satisfied with the prices obtained, he may reject the sale within a reasonable time limit, and he can then immediately re-offer his tobacco for sale or he may take it home, or to some other market, or to another warehouse, without charge of any kind.

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Baltimore

Lilly, Dungan & Co. Putting in Heavy Efforts on "Reynaldo"—Rumor That "United Will Open Another Store—"Tampa-Cuba" Brand With Stock Inducement Interests Drug Trade

BALTIMORE, February 11.

BUSINESS for the month of January is a little ahead of the corresponding month of last year. Several of our large jobbing houses have put on new brands, and are busy placing them among the retail trade. Among the most prominent is Lilly, Dungan & Company, who are putting their extra efforts on the "Reynaldo" brand in six sizes, with the able assistance of Mr. W. L. Clauser, factory representative of Luckett, Luchs & Lipscomb. Mr. Clauser has done excellent work in placing these sizes with the best stores and hotels, with the assistance of Lilly, Dungan & Company's salesman. This brand is making friends fast with the smokers here.

C. I. Ruckle reports a substantial increase in his January business over January of 1912. Mr. Ruckel controls the cigar stand in Kahn's Drug Store, Lexington and Liberty Streets.

Major Witsell was a recent visitor here in behalf of "Solace," Geo. W. Nichols & Company, Key West and New York.

Wm. Boucher, of Wm. Boucher & Son, has just returned from New York on a business trip.

A. Kaufman, 302 West Camden Street, has quite a high-grade business on cigars, such as "Cortez," "Sanchez y Haya," and "Principe de Gales." His big nickel seller is "Vesta," a domestic cigar, made in one shape.

H. L. Jobson, of the Surbrug Company, is pushing "Milo," plain end. Goes to the trade at eighteen dollars; retails at twenty-five cents per package. Mr. Jobson expects to start a campaign of advertising shortly.

L. S. Williams & Company, St. Paul and Twenty-fourth Streets, has demonstrated what pluck and progressiveness will do. Mr. Williams has practically revised the business at his corner. Among the popular brands of cigars seen in his case are "Adelina Patti," "La Mega," "Cortez," "Solace," "Sanchez y Haya," "Reynaldo" in three sizes, and many others.

A. J. Lynch was in town in the interest of El Draco Cigar Company. The "Stratford" cigar is becoming very popular among the good smokers here.

D. Harry Moulsdale has just returned from Tampa, Florida, after spending several weeks on business with the Sanchez y Haya Company, also gunning in the wilds of Florida for ducks and deer. Mr. Moulsdale is sure some gunner for game as well as cigar orders.

Mr. Ackerman and Mr. C. Lutt were recent visitors here in the interest of the Y. Pendas & Alvarez "Webster" cigars.

H. E. White, of Kansas City, Missouri, is representing M. Melachrino & Company in Virginia, Maryland, and District of Columbia. Mr. White is getting in some good work on "Non Plus Ultras."

There is a rumor going around the city that Eddie McGraw, operator of a cafe on Baltimore Street, between North and Holliday Streets, will in the near future move his bar in the rear of his place in order to make room for another United store, which is to occupy the front of the building.

Manchester Cigar Company report their factory working to its full capacity.

Edward Hughes, manager of the Hotel Emerson cigar department, reports a very good business on "Stratford" cigars, made by the El Draco Cigar Company, Philadelphia. Also, T. H. Hart & Company's "Heartsease," in several shapes.

Morgan & Millard's cigar stand carries the following brands: "E. Regensberg & Son," "Gato," "Adelina Patti," "Sanchez & Haya," "Cortez," and many others. This stand is ably managed by Miss Ella Dorsey, with the assistance of Miss Virginia Tayman.

The Temple lunch room, of West Lexington Street, has recently put in a cigar case with popular brands of Lilly, Dungan & Company.

Frank Knight, who has recently taken over the Tampa-Cuba clear Havana line, speaks in the highest terms of the success he is meeting in placing his line with the drug trade. This line is only sold to the drug trade, and gives each dealer an opportunity to buy one or more shares of stock, which entitles him to a ten per cent. discount on cigars in any quantity, besides interest on their money invested in stock. This company has only been in existence a little over a year, and so far has declared ten per cent. dividend on its stock.

The "Counsellor" cigar in several sizes is seen in a good many cases of our prominent dealers. This brand is quite a favorite. It is made by Allen R. Cressman's Sons, Philadelphia.

Samuel Trott, representing Messrs. Otto Eisenlohr & Sons, reports a steady increase on "Cinco" and "Henrietta" cigars.

Frank Nichols & Company report good business on his "La Famosa" cigar, made by E. Kleiner & Company, New York.

Bayuk Brothers "Havana Ribbon" is still a popular seller with Wm. Deiches & Company.

H. H. L.

"Barrister" Boosters

Here you see, Gentle Reader, the contrast of life. The big man is Al. M. Ingle who stands 7 ft. 2 in. in his "hole proofs." His long legs cover some ground, but the man beside him, L. C. Pollock, manages to keep up with him, no matter how fast he travels. They make a very lively team in pushing "Barristers" on behalf of M. J. Schwab, the Dayton, O., distributor. Mr. Pollock is a native of Dayton, and represents Celestino Costello & Co., of York, Pa., in that territory.

Another Factory for Bondy & Lederer

The cigar manufacturing firm of Bondy & Lederer, of New York, have leased the second and third floors of the building of the Palmer Supply Company, of Palmerton, Pennsylvania, which is being remodeled to accommodate from one hundred to two hundred hands. Bondy & Lederer already have a factory in Allentown, Pennsylvania, which is not far from Palmerton.

The Tom Jones, a general restaurant, cigar and liquor business, has been organized in Chicago, with a capital of $25,000. The organizers are George E. Moore, M. T. Jones and Paul H. Ringo.

Charles Hunter and Fritz Saeger, cigarmakers, of Jacksonville, Illinois, are opening a cigar factory in Beardstown, that state. They state that they will make a high-grade product, all goods to be hand-made.

The Gibson Grocery Company has been incorporated in St. Louis, to do a wholesale grocery business. The capital stock is $6000.

Report on 1912 Tobacco Crop Issued by Government

THE Government's report on the 1912 tobacco crop of the country, as prepared by J. P. Killebrew, special agent for the Bureau of Statistics of the Department of Agriculture, is at hand and reviews the different types by districts. As coming from the government it is of interest, but the publication contains little, outside of the figures, which is not already generally known.

I. CIGAR TYPES.

NEW ENGLAND.

Dry weather in June and July retarded growth, but more favorable conditions in August caused rapid improvement, except in some early fields that were too near maturity to receive full benefit from better weather. Harvesting was about two weeks late. The bulk of the crop went into the sheds in good condition, with much less damage from wind and hail than last year, and little from insects or disease. The season for curing was unusually good, hence little damage from shed burn is reported. The cured leaf has good size, color, and body, and contains more high grades than in 1911. The yield, reduced by low topping in many fields during the dry weather, is 1,700 pounds per acre, or larger than last year. The average price is 24 cents per pound, the highest in several years, and is partly due to increased primed tobacco.

In the Big Flats district planting was early and under favorable conditions. Dry weather in the early growing season retarded development, but was conducive to proper cultivation. Sufficient rain later accelerated growth, and little damage was done by insects, disease, or hail. Cutting was a week or two late under favorable conditions. Curing weather was better than usual, and little damage occurred in the sheds. The cured product, of good size, color, and body, yields a larger percentage of high grades than has been the case in several years. In the Onondaga district the crop is better in quality than that of a year ago. The average yield per acre for the State is 1,300 pounds; the average price 12.6 cents per pound.

PENNSYLVANIA.

Because of dry weather in early summer planting was late and growth slow. Rain in August induced rapid growth and good size. Harvest was two weeks in arrears, but fine weather and absence of early frost enabled the crop to be put in the sheds in good condition, except in localities where damaged by hail; loss from this cause was more extensive than usual, some fields being entirely destroyed. Dry weather, with no freezing temperatures, followed harvest and produced a good cure, remarkably free from pole sweat. The cured product has good size, color, and body, better than that of 1911. The average yield per acre is estimated at 1,420 pounds and the average price, on December 1, 8.5 cents per pound.

OHIO—MIAMI VALLEY.

Although the weather was generally propitious during the growing period, more than usual damage was done by hail and storms. When early tobacco was ready to go into the sheds heavy rains caused considerable rust. With this exception the crop went under shelter in good condition, and curing took place during favorable weather. The cured leaf is of good size and color, but is showing some shed burn and thin leaf among the early cuttings. As a whole it has better quality than in 1911. The yield per acre and the average December 1 price per pound are both higher than last year—yield per acre 990 pounds and December 1 price 8 cents per pound.

WISCONSIN.

Planting, about the usual time, was followed by forcing weather; the result was the best growth in several years. Although appreciable injury was done by hail in some counties, on the whole it was much less than usual. The damage by insects or disease was negligible, and the crop went into the sheds in better condition than any recent crop. The unusually fine curing season resulted in one of the soundest crops ever produced in the State. The cured leaf, of good size, color, body, and texture, will yield a large percentage of binders and is remarkably free from pole burn, stem rot, or frozen tobacco. The average yield per acre is 1,290 pounds, and the average price 11 cents per pound, both higher than for several years.

GEORGIA AND FLORIDA.

Cold, wet weather, which delayed planting two or three weeks, was afterwards favorable, and growth was excellent. Most of the crop was harvested under satisfactory conditions, and subsequent fine weather resulted in the best cured product in several years in both sun and shade-grown tobacco. The late cut is not so good, because of excessive harvest rains. As a whole this is the best crop grown in years, shade-grown tobacco yielding an exceptionally large per cent. of fine light wrappers and sun tobacco showing unusually fine quality. The average yield is 837 pounds per acre and 30 cents the average price per pound.

II. CHEWING, SMOKING, SNUFF, AND EXPORT TYPES.

BURLEY DISTRICT.

Planting was finished about the usual time. Throughout most of the district the weather was favorable and growth good. Little damage was caused by insects, hail, or disease. Advantageous conditions at harvest were followed by unusually good curing weather. The leaf has cured sound, with an unusually large per cent. of light-colored, thin leaf. Quality is much superior to that of 1911 or 1910, with little house burn. On account of the thinness of leaf, the yield is less than last year, 860 pounds per acre. The average price, 11 cents per pound, is the highest since 1909.

DARK DISTRICTS OF KENTUCKY AND TENNESSEE.

Paducah district.—The planting season was about normal. Excessive rains during the latter part of June and first of July prevented proper cultivation and destroyed many crops on low-lying lands. Subsequent dry weather caused a small growth and narrowness of leaf. Extremely hot, dry weather in late August and early September caused much firing, and hence many fields were cut before maturity. The cured leaf is small in size and thin, but has good color. The crop is the poorest in quality of any grown in recent years. The yield per acre of 620 pounds and the average price of 6.2 cents per pound are each low.

Henderson or stemming district.—Planting was early and the crop started off auspiciously. Heavy precipitation in late June and July, however, besides preventing proper cultivation, seriously damaged most fields and in low lands destroyed many. The result is smaller growth than in 1911. Cutting was under desirable conditions and weather favorable for curing followed. The result was sound leaf and little house burn. The cured product is cleaner than last year and of good color, but smaller in size and thinner in body. Quality is inferior to that of 1911 crop. The yield per acre, 800 pounds, is inferior to that of last year. No sales had been made when reports were sent to the bureau; it was thought the average price would not exceed 7 cents per pound.

Upper Green River district.—On account of dry weather, planting, which began early, was finished late. Downpours in late June and early July prevented thorough cultivation and injured the crop. Subsequent dry weather resulted in smaller growth and more speckled tobacco than usual. A hot, droughty period in late August and early September caused the plants to burn to some extent in the field. The curing season resulted in little house burn. The cured leaf is inferior to that of 1911 in size, color, and body; in fact, the present crop is the poorest grown in this district in several years. The yield per acre, 730 pounds, is less than a year ago. Little had been sold up to about December 1, but the price indicated was 6.5 cents per pound.

Upper Cumberland district.—About half the area was planted early, the remainder, because of dry weather, late. Continuous wet weather the last half of June and the first of July interfered with proper cultivation, and caused the plants to have small stalks and narrow leaves; more specked leaves than usual are also noticeable. Ensuing dry weather made the growth small. Conditions while the tobacco was curing resulted in a good color and little house burn; the leaf is of small size, thin body, and much is badly specked. The yield per acre is of smaller volume than in several years, 720 pounds. The average price per pound is 6.5 cents.

Clarksville and Hopkinsville district.—The greater part of the planting was early, but on about one-third of the area it was retarded by drought. Continuous wet weather for about four weeks, beginning mid-June, interfered with cultivation and caused plants in many fields to have small stalks and short leaves. Subsequently dry weather prevailed until most of the crop was in the barns. Intense heat in late August and early September caused bottom leaves to burn and many fields to be cut before fully ripe. The bulk of the cured leaf is of small size, but good color. Some of the early cutting has good body, but most of the crop is thin and of poor quality; in fact, the poorest in several years. The average yield is 660 pounds per acre, the price 7.8 cents per pound, each less than in any recent year.

VIRGINIA SUN-CURED DISTRICT.

Planting was late. Dry weather prevailed during the entire growing season and until most of the crop was cut and put in the barns. This part of the crop is of poor quality and small size. That cut after the rains in September has better size and quality. Medium and low grades predominate, with a small per cent. of fine tobacco. The yield per acre is 650 pounds and the average price 8 cents, both below last year.

VIRGINIA DARK DISTRICT.

Dry weather delayed planting beyond the usual time. Rainfall, light during the entire growing season and until most of the crop was in the barns, resulted in small size, and in a cured leaf thin in body and of inferior quality, a large per cent. showing fairly good color. That cut after the rain has better size and body, but is dark. Serious hail damage was suffered in some counties. This is the poorest crop grown in recent years. The yield per acre is lighter than usual, being 660 pounds. Few sales had been effected when reports were made; a price 7.8 cents per pound, is indicated.

BRIGHT YELLOW DISTRICT.

Old Belt, Virginia and North Carolina.—Most of the crop was planted early, but dry weather caused part to be planted later than usual. Growth is small, the result of light rainfall in July and August. Most of the crop went into the barns during dry weather.

The cured leaf from this has unusually good color, body, and texture, but is small in size, with better quality, except where plant was cut before maturity, than for several years. That cut after the September rains, though larger in size, is dark of color and inferior in quality. In some counties hail damaged some fields and destroyed others. As a whole, the crop shows a larger per cent. than usual of both high and low grades, with medium grades scarce. The yield per acre of 540 pounds is the smallest in recent years, while the average price of 15.2 cents is the highest. Fine grades of good color are higher than in twenty years, but common green tips are low.

New Belt, Eastern North Carolina and South Carolina.—Plantings were completed in good season. In Eastern North Carolina rainfall was light during the growing period, except in the southeastern part of the district, where it was copious. The tobacco is medium to small, but the cured product has fine color, body, and texture. The quality is the best of any recent crop, with an unusually large per cent. of wrappers and other fine grades. In South Carolina heavy rains in early summer, followed by dry weather, produced medium growth, with poor color and body, and of inferior quality. The average yield per acre in the district is 730 pounds. In Eastern North Carolina the price, ranging from 18 to 20 cents, average, on most markets, is the highest ever received. The average price in South Carolina is 10.9 cents per pound. The average for the district is 16.1 cents.

MARYLAND AND EASTERN OHIO EXPORT.

The crop was planted in good time. As a consequence of seasonable weather during early summer, the plants made rapid progress. Dry weather from mid-July until harvest checked the growth and made the leaf smaller than usual. In some sections worms, more abundant late in the season than usual, damaged late fields. With this exception, the crop went in the house in good shape. Satisfactory conditions for curing followed, and, although the cured leaf is shorter than last year, it has good color and little damage from house burn. Quality is much better than in 1911. The yield per acre, 710 pounds, is smaller than in several years. As none of the new crop except ground leaves is ever sold until the summer following growth, the value on December 1 must be estimated from sales of old tobacco, which indicates a price of 8.1 cents per pound.

LOUISIANA, PERIQUE.

Weather conditions were unfavorable to a full yield, but quality is good. The average out-turn per acre is 300 pounds; average price, 30 cents per pound.

The following table shows, by States, the area, yield per acre, production, and the December 1 farm value of tobacco in the United States in 1912, 1911, 1910, and 1909:

State.	Acreage (00 omitted).				Yield per acre.				Production (000 omitted).				Price Dec. 1.				Total farm value on basis of Dec. 1 price (000 omitted).			
	1912	1911	1910	1909	1912	1911	1910	1909	1912	1911	1910	1909	1912	1911	1910	1909	1912	1911	1910	1909
	Acres.	*Acres.*	*Acres.*	*Acres.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Cts.*[2]	*Cts.*[2]	*Cts.*[2]	*Cts.*[2]	*Dollars.*	*Dollars.*	*Dollars.*	*Dollars.*
New Hampshire	.1	.1	.1	.1	1,700	1,700	1,720	1,733	170	170	172	137	18.5	16.0	15.0	15.0	31	27	26	21
Vermont	.1	.1	.1	.1	1,700	1,700	1,600	1,599	170	170	160	165	18.5	16.0	14.5	15.0	31	27	23	25
Massachusetts	5.5	5.6	5.5	5.5	1,700	1,650	1,730	1,730	9,860	9,240	9,515	9,549	23.9	20.0	15.0	14.0	2,357	1,848	1,427	1,337
Connecticut	17.5	17.0	16.0	16.0	1,700	1,625	1,700	1,725	29,750	27,625	27,680	28,110	24.1	20.5	16.5	16.5	7,170	5,663	4,567	4,638
New York	4.0	3.8	4.0	4.1	1,300	1,330	1,250	1,301	5,200	5,054	5,000	5,345	12.6	10.4	8.5	8.0	655	526	425	428
Pennsylvania	44.2	46.0	43.0	41.7	1,450	1,420	1,500	1,106	64,090	65,320	64,500	46,165	8.5	9.5	9.3	9.0	5,448	6,205	5,999	4,154
Maryland	26.0	26.0	30.0	26.1	660	735	690	686	17,160	19,110	20,700	17,846	8.0	7.5	7.7	8.3	1,373	1,433	1,594	1,481
Virginia	187.0	160.0	192.0	153.4	600	860	780	717	112,200	128,000	149,760	132,979	12.0	9.6	9.0	8.5	13,464	12,288	13,478	11,303
West Virginia	15.8	15.0	25.0	17.9	760	750	640	801	12,008	11,250	16,000	14,356	11.0	8.0	10.3	13.2	1,321	900	1,648	1,895
North Carolina	179.0	140.0	200.0	221.9	620	710	600	625	110,980	99,400	120,000	138,813	16.0	11.6	10.6	9.5	17,757	11,530	12,720	13,187
South Carolina	35.0	13.6	25.0	30.1	700	810	630	850	24,500	11,016	15,750	25,583	10.9	12.6	8.6	7.3	2,670	1,388	1,354	1,868
Georgia	1.4	1.2	1.6	2.0	830	900	680	734	1,162	1,080	1,088	1,486	30.0	28.0	20.0	34.0	349	302	218	505
Florida	3.1	2.6	3.5	4.0	840	940	680	879	2,604	2,444	2,380	3,506	30.0	28.0	23.0	34.0	781	684	547	1,192
Ohio	86.2	88.0	110.0	106.5	920	925	810	832	79,304	81,400	89,100	88,603	9.1	7.6	8.5	10.5	7,217	6,186	7,574	9,303
Indiana	18.7	22.0	30.0	23.7	800	910	880	903	14,960	20,020	26,400	21,388	9.0	7.8	9.5	11.0	1,346	1,562	2,508	2,353
Illinois	.9	1.0	1.5	1.3	760	750	700	784	684	750	1,185	1,030	9.0	7.8	9.5	11.0	62	59	113	113
Wisconsin	42.2	41.0	34.0	40.5	1,290	1,250	1,050	1,159	54,438	51,250	35,700	46,929	11.0	10.0	7.5	9.2	5,988	5,128	2,678	4,316
Missouri	6.0	6.0	8.0	5.4	1,000	800	1,050	960	6,000	4,800	8,400	5,373	12.0	12.0	12.0	13.0	720	576	1,008	698
Kentucky	441.0	345.0	525.0	469.8	780	880	810	848	343,980	303,600	425,250	398,432	8.7	7.7	8.7	10.6	29,926	23,377	36,997	42,239
Tennessee	110.0	77.0	110.0	90.5	660	810	760	760	72,600	62,370	83,600	68,737	7.1	8.5	8.4	7.8	5,155	5,302	7,022	5,363
Alabama	.3	.2	.2	.2	750	700	500	429	225	140	100	91	35.0	25.0	20.0	29.0	79	35	20	26
Louisiana	.8	.5	.5	.5	300	490	550	532	150	225	275	172	30.0	31.0	25.0	37.0	45	70	69	64
Texas	.2	.3	.3	.3	700	650	600	499	140	195	180	162	17.5	20.0	25.0	26.2	24	39	45	42
Arkansas	.8	.8	.8	.8	650	600	650	417	520	480	520	316	18.0	12.0	16.0	15.0	94	58	83	48
United States	1,225.8	1,012.8	1,366.1	[1]1,294.9	.....	893.7	807.7	815.3	962,853	905,109	1,103,415	[3]1,055,765	.....	9.4	9.3	10.1	104,063	85,210	102,142	106,600

[1] Acreage, yield, and production of tobacco in 1909 are census figures. [2] Price per pound. [3] Includes 454 acres and 441,633 pounds in other States.

The following table shows, by types and districts, the area, yield per acre, production, and the December 1 farm value of tobacco in the United States in 1912, 1911, 1910, and 1909:[1]

Type and district.	Acreage (00 omitted).				Yield per acre.				Production (000 omitted).				Price Dec. 1.				Total farm value on basis of Dec. 1 price (000 omitted).			
	1912	1911	1910	1909	1912	1911	1910	1909	1912	1911	1910	1909	1912	1911	1910	1909	1912	1911	1910	1909
I. CIGAR TYPE.	*Acres.*	*Acres.*	*Acres.*	*Acres.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Lbs.*	*Cts.*[2]	*Cts.*[2]	*Cts.*[2]	*Cts.*[2]	*Dolls.*	*Dolls.*	*Dolls.*	*Dolls.*
New England	23.5	22.8	21.7	22.7	1,700	1,632	1,729	1,669	39,950	37,205	37,527	37,962	24.0	20.3	16.1	15.9	9,589	7,565	6,043	6,036
New York	4.0	3.8	4.0	4.1	1,300	1,330	1,250	1,301	5,200	5,054	5,000	5,345	12.6	10.4	8.5	8.0	655	526	425	428
Pennsylvania	44.2	46.0	43.0	41.7	1,450	1,420	1,500	1,106	64,090	65,320	64,500	46,165	8.5	9.5	9.3	9.0	5,448	6,205	5,999	4,154
Ohio—Miami Valley	54.0	60.0	70.0	71.6	990	930	860	763	53,460	55,800	56,000	54,587	8.0	7.8	8.2	9.2	4,277	4,352	4,592	5,186
Wisconsin	42.2	41.0	34.0	40.5	1,290	1,250	1,050	1,159	54,438	51,250	35,700	46,900	11.0	10.0	7.5	9.2	5,988	5,128	2,677	4,316
Georgia and Florida	4.5	3.8	5.1	6.0	837	927	680	830	3,766	3,524	3,468	4,992	30.0	28.0	22.1	34.0	1,130	987	765	1,697
II. CHEWING, SMOKING, SNUFF, AND EXPORT TYPES.																				
Burley district	228.0	190.0	330.0	267.3	860	920	830	956	196,080	174,800	273,900	255,439	11.0	7.5	9.6	13.4	21,569	13,110	26,294	34,229
Dark districts of Kentucky and Tennessee:																				
Paducah district	100.0	75.0	99.2	76.6	620	800	750	735	62,000	60,000	74,400	56,312	6.2	8.0	7.8	7.3	3,844	4,800	5,803	4,111
Henderson or Stemming district	105.0	74.0	112.0	101.8	800	900	800	780	84,000	66,600	89,600	79,423	7.0	7.7	7.2	6.8	5,880	5,128	6,451	5,401
Upper Green River district	36.0	30.0	35.0	39.6	730	850	850	714	26,280	25,500	29,750	28,277	6.5	7.0	7.4	6.2	1,708	1,785	2,201	1,753
Upper Cumberland district	23.0	18.0	22.0	25.3	720	860	750	749	16,560	15,480	16,500	18,944	6.5	7.0	6.8	6.6	1,076	1,084	1,122	1,250
Clarksville and Hopkinsville	120.0	90.0	120.6	104.0	660	810	760	764	79,200	72,900	91,200	79,429	7.8	9.0	8.8	8.0	6,178	6,561	8,026	6,354
Virginia Sun-cured district	15.0	12.0	15.0	11.3	650	800	810	788	9,750	9,600	12,150	8,883	8.0	9.0	8.5	8.4	780	864	1,033	746
Virginia Dark district	75.0	60.0	80.0	79.7	660	850	800	785	49,500	51,000	64,000	62,763	7.8	8.4	8.0	7.8	3,861	4,284	5,120	4,896
Bright Yellow district:																				
Old Belt—Virginia and North Carolina	204.0	171.0	205.0	215.6	540	740	700	603	110,160	126,540	143,500	129,969	15.2	10.8	10.4	9.9	16,744	13,666	14,924	12,867
New Belt—Eastern North Carolina and South Carolina	106.0	68.0	115.0	126.3	730	730	550	732	77,380	49,640	63,250	92,536	16.1	12.6	10.0	8.3	12,458	6,255	6,323	7,680
Maryland and Eastern Ohio export	31.0	31.0	37.7	33.7	710	745	735	775	22,010	23,095	27,710	26,111	8.1	7.5	7.7	8.3	1,783	1,732	2,134	2,167
Perique—Louisiana	.5	.5	.5	.5	300	450	550	532	150	225	275	172	30.0	31.0	25.0	37.0	45	70	69	64
Scattering	9.9	15.9	16.9	20.3	.....	.....	.....	865	8,881	11,576	14,983	21,124	.....	.....	.....	15.5	1,050	1,111	2,139	3,269

[1] Acreage, yield, and production of tobacco in 1909 are census figures. [2] Price per pound.

Finley Acker, Philadelphia Merchant, Passes Away

Finley Acker, president of the Finley Acker Company, grocers, restaurateurs, and cigar merchants, of Philadelphia, died in that city last Wednesday, after a short illness. He was fifty-six years of age. He started in business twenty-eight years ago, and in that time had built up a big business among the better class of patrons in Philadelphia. Mr. Acker had taken an active part in civic and pure food affairs. He was a member of many clubs.

Mr. Acker had been ill only a short time and his death shocked his many friends. Having taken a wide and active part in so many movements of different natures he had a wide acquaintance, who greatly regretted to hear of his death.

Isaac L. Kemper

Isaac L. Kemper, one of the best known men in the leaf tobacco trade of Baltimore, died in that city, February 5. He was head of M. Kemper & Sons, leaf tobacco merchants, which business was founded by the deceased's father many years ago. Mr. Kemper was fifty-one years old, and at the time of his death, was president of the Cigar Leaf Association of Baltimore.

J. F. McGreenery Dies in Boston

J. F. McGreenery, one of the best known and oldest cigar merchants of Boston, died at his home, near Boston, on February 5. Mr. McGreenery was a member of McGreenery & Manning. He started in the tobacco business in 1883, in that city and with his brother, continued in partnership until 1899, when Joseph P. Manning was taken in the firm, which changed to McGreenery & Manning. Mr. McGreenery was interested in charitable work and was a member of many clubs and lodges in and near Boston. He was fifty-eight years of age and is survived by a widow and four children.

George E. Wisner, a well-known cigar box manufacturer of Lancaster, Pennsylvania, died in that city recently, aged sixty-five years. Mr. Wisner had been in business in that city for some years and had a large trade.

Charles Pool, a Minneapolis cigar dealer for many years, died in that city a short time ago at the age of seventy-two years. He leaves a widow and a son.

Gustavus Charles Davis, at one time in the tobacco business in Pittsburgh, passed away in that city recently, at the age of sixty-six years. He retired in 1890. A widow and three children survive Mr. Davis.

Robert Zeigler, a well-known St. Louis cigar man, and head of the R. Zeigler Cigar Company, died in that city recently at the age of sixty-nine years.

Walter McNamara, formerly connected with the American Cigar Company, died in Corona, Long Island, recently, aged forty-three years. He is survived by a widow and two children.

Abram King, a cigar and tobacco retailer, of Mahanoy, Pennsylvania, died at that place recently, aged fifty-five years.

Charles Myer, for many years a salesman, but in recent years proprietor of a cigar store in New Orleans, died in that city recently, aged fifty-seven years.

Anthony Bonn, for many years a member of the wholesale tobacco house of Bonn Brothers, Baltimore, died at Walbrook, Maryland, a short time ago, aged eighty years.

A. N. Slaughter, a well-known tobacco dealer of Owenton, Kentucky, died in that city a short time ago. A widow and three children survive him.

Antone Wichman, a well-known cigarmaker, of Quincy, Illinois, died in that city recently, aged sixty-six years.

Elias Fagley, proprietor of a cigar store, Twenty-eighth and Diamond Streets, Philadelphia, died in that city several weeks ago, aged ninety-one years.

Hiram Warfel, a tobacco grower of Lancaster County, Pennsylvania, died at his home at Rocy Hill, that state, recently, aged seventy-two years.

F. A. Rian, Member of Quiros, Villazon y Ca.

F. A. Rian, well known in the Middle West for some time as the representative of Berriman Brothers, cigar manufacturers, has entered the firm of Quiros, Villazon y Ca., of Tampa, and will have charge of the sales end of that concern. This concern manufactures the "La Docilla" brand of cigars.

Tobacco Marketing

Continued from page 28

From the buyer's standpoint there are also important advantages connected with the loose leaf tobacco system. He can look over carefully, although rather hurriedly, all the tobacco, not merely a sample, that he buys. In order that tobacco may keep free from damage by mold, etc., either during storage prior to re-sale or manufacture or during shipment to distant countries, it must be thoroughly dried out and conditioned—that is, put into safe keeping order. When sold in hogsheads at first hand, the tobacco comes to the buyer in all sorts of conditions, good and bad, and some of it must be re-dried, a matter to be determined by the purchaser. All loose tobacco is sold in soft condition, the buyer taking the responsibility of re-drying and putting it in safe and uniform keeping order, which is the most satisfactory way.

Of course there are drawbacks connected with this method of selling, and it does not give satisfaction in every case, either to the seller or to the buyer. On the whole, however, it is the most generally satisfactory method of sale yet devised, and it seems to be able to hold its ground against the hogshead and inspection method wherever introduced, so far as first-hand sales from farmers are concerned. Under this system there is no necessity for official inspection or sampling. The warehouse proprietors in conducting the sales merely employ an auctioneer and such other clerks, weighers, bookkeepers and laborers as are necessary. For this they make a charge to the seller, which in the case of the larger markets usually consists of three items, about as follows: (1) An unloading and weighing fee of ten cents per one hundred pounds; (2) an auction or selling fee at the rate of fifteen cents for each pile of one hundred pounds or less, and twenty-five cents for each pile of more than one hundred pounds; (3) a commission of two and one-half per cent. on the gross proceeds. Some of the markets charge three per cent. commission and some have no commission charges whatever.

In practically all of the larger loose leaf tobacco markets the members of the tobacco trade, including warehousemen, leaf tobacco dealers and manufacturers, are organized into trade organizations, which have established market rules and regulations in the interests of the trade as a whole and in the interest of fair dealing and avoidance or settlement of disputes between members.

The rest of the bulletin is taken up with a review of the conditions which have prevailed in the various large tobacco markets and of the growth of the markets.

San Francisco

Large Shipment of American Tobacco and Cigarettes Goes to Orient—M. A. Gunst Short on "Owls"—Adler & Cohn Doing Special Silver Inlay Work on Pipes

SAN FRANCISCO, February 5.

EASTERN traveling men are now fairly numerous in the city, with new arrivals nearly every day. At the same time the road men for local houses are keeping very busy on the outside, and some of the heads of wholesale firms are making trips either to important points in the territory, or to the factories. Business is decidedly good in all departments of the trade, and statistical reports for January in regard to financial, building, and export trade conditions give reason for great encouragement.

As a counterbalance to the heavy arrivals of Manila cigars at this port, large quantities of American leaf tobacco and cigarettes are being shipped through San Francisco to the Orient. The liner "Chiyo Maru," which recently brought a large lot of cigars, left February 1, for the Orient, via Honolulu, with twenty carloads of Virginia tobacco in hogsheads. This is said to be the largest single shipment of the kind ever sent to the Orient.

John Blakely, formerly associated with the house of M. A. Gunst & Company, in the Northwest, is now making his headquarters at the San Francisco office, California and Front Streets, where he is taking charge of the publicity work. He has been studying the situation for the last week, and expects within a short time to launch an important publicity campaign on the Gunst lines. This house is now endeavoring to make up the shortage of "Van Dycks" by getting in the "staple" size by express. The company is gradually catching up with orders on "Owls," which have been short for the last six months.

Herman Moss, resident representative of the S. R. Moss Cigar Company, of Lancaster, Pennsylvania, returned from a trip to the factory a few days ago, accompanied by Charles Kohlberg, formerly of this city, who has been on the road in the East for some years. Mr. Kohlberg is acting now as specialty man for the "Flor de Moss," and is now starting his campaign in the Sacramento Valley. Valley.

E. J. Stachelberg, now vice-president of the Sanchez & Haya Company, was in San Francisco last week. Another recent visitor was M. deLange, representing the "LaPrueba" factory of Manila, whose goods are represented here by the Edw. Wolf Company.

Edward Wolf is now on a business trip to Portland, Oregon.

Adler & Cohn, on Powell Street, near Market, are making as much of a specialty of pipes as ever, and say the demand is still increasing, owing largely to the advertising lately done on smoking tobaccos. As a special feature in this line they are taking orders for silver inlay work, and show in their window display a number of handsome samples of such decoration on all kinds of pipes.

George R. Webb, manager of the cigar department of the Coffin-Redington Company, has just returned from a trip to Tampa, and is now getting a lot of local business on the M. & W. brand of J. M. Martinez.

Sol Arkush, representing the Luis Martinez line, is again in the city, after a trip through the South.

William Bercovich, of the Bercovich Company, has just left for a combined business and pleasure trip to New York.

Emil Judell, of H. L. Judell & Company, is just starting out for a trip through Oregon. H. L. Judell reports an active business all around, several of his lines being considerably benefited by the publicity campaigns now under way.

L. A. Sawyer, representing the "El Grifo" and "Las Dos Naciones" cigars, has just returned from Nevada. He has been giving considerable attention to that state of late, and believes the outlook there is excellent. A great impetus to business there, he says, has been given by recent gold strikes, which have given the hotels, cigar stores, etc., in some of the towns about all they could handle. A more important factor for the future as well as present prosperity of the Nevada trade, he says, is the large Government irrigation work, which will bring several hundred thousand acres of desert land under cultivation. Mr. Sawyer was visited this week by N. Sampliner, representing the Bucher & Bucher Company, of Dayton, Ohio, whose "Coin Bond" line he handles.

W. I. Pixley has been putting in some effective work of late in San Francisco and nearby towns. He is getting a steady run of orders for the "Dill" lines, and is working up considerable business for Krinsky's "Fifth Avenue" cigarettes.

Mr. Niemeyer, who recently took charge of a large cigar establishment at Marysville, California, is placing orders with the local wholesalers this week.

G. W. Whitaker, president of the John Bollman Company, has left for an Eastern trip.

L. H. Umstead, representing the American Tobacco Company, has been putting in some time in Dinuba, California, to demonstrate matters connected with the proper culture of Turkish tobacco.

Newsy Trade Jottings

P. C. Anderson, of Globe, Arizona, has made preparations to open a cigar store in that city.

Kleinschnittger & Ott is the firm name of a new cigar manufacturing concern recently opened at Anton, Illinois.

Henze & Schafer have started a new cigar factory in Jacksonville, Illinois, where among their other brands they will manufacture a cigar, "Ehnie's New Wrinkle," for Ehnie & Brother, a cigar jobbing concern of that city.

Harry Forsha has purchased the business of the Hardy cigar factory, in Nelson, Nebraska, from G. R. King.

Louis A. Haeckl, owner of a retail cigar stand in Portland, Oregon, has gone in the hands of a receiver. The assets of the business are placed at $300, with liabilities of $698.

The cigar factory of Claude Ross, at Belding, Michigan, has been taken over by Charles H. Stout.

G. D. Putnam has acquired the cigar business in Grangeville, Idaho, of William Thompson.

Marshall & Rodrigues, cigar manufacturers, of Gadsden, Alabama, have been declared insolvent.

The cigar store of Guy H. Weeks, of Grand Rapids, Michigan, has been acquired by Peter C. Johnson.

D. R. Campbell, of Sidney, Nebraska, has purchased the stock of cigars of D. H. Short.

INTERIOR VIEW OF ONE OF OHIO'S BEST CIGAR STORES—That of M. J. Schwab, at Dayton, Ohio. Mr. Schwab, the proprietor, is seen standing in the rear of the cash register. He is a big distributor of "Roig's" and "San Felice" cigars, and a number of other prominent brands.

Detroit

Anti-Cigarette Bill for Michigan Will Probably Fail in Legislature—Scotten-Dillon Tobacco Co. Earned Sixty-five Per Cent—Abe Mannheim to be Vice-President of Soper Cigar Company—Many Changes in Stands

DETROIT, MICH., February 9.

DEALERS thought the cigar business would improve about the first of February, but at that time the coldest snap of the season struck Detroit, so that conditions are just about the same—very quiet. However, dealers can breath easy because, according to the weather man, we are to have "Indian summer" very shortly, which he promises will continue until the opening of the baseball season.

The cigar manufacturers here are a bit concerned in the proposed legislation at Washington, which will increase the tariff on tobacco two dollars per thousand. Several of them have conferred with our local Congressman, asking that he exert his influence to defeat such a measure, as it would mean a tremendous expense to them in the course of a year were it allowed to pass. Three million cigars are made in the Detroit district annually.

Another bill proposed—this time at the Michigan Legislature—is "anti-cigarette," but which will undoubtedly be defeated as most of the members of the Legislature have openly expressed themselves as being opposed to it.

W. A. Charles of G. S. Nicholas & Company, who visited here this week, says the demand for imported cigars is increasing, especially in the larger shapes.

The "Cinco" cigar is probably as large a seller in Michigan as any of the five-centers. Lee & Cady have the exclusive rights in the state.

Card Garrison, sales manager of the Banner Cigar Company, is back on the job after a ten days' illness. He says that the season has opened up well, that orders are ahead of last year at this time, and that 1913 has every indication of being a most successful year. "Poor crops are the only thing that can give this country a set-back this year; manufacturers in all lines of trade were never more optimistic and this, despite the fact that we are soon to have a change in administration, which is a pretty good sign of prosperity."

"Havana Ribbon" cigars are being attractively and prominently displayed at MacDonald's Smoke Shop, Flint, Michigan.

Floyd Richey, who has been connected with the Wenonah Hotel cigar stand at Bay City, Michigan, for the past three years, has been appointed manager to succeed Harley Davidson, who resigned to accept the managership of the Hotel Cadillac cigar stand in Detroit. Like his predecessor, Mr. Richey has a large acquaintance among the good smokers of his town, in addition to a large force of traveling men, all of whom will rejoice to hear of his promotion.

William Freligh, of the Compeer Cigar Company, of Indianapolis, is working in and around Saginaw, boosting "Plantista" cigars.

John T. Woodhouse is back in Detroit after an extended trip to New York and the Bermudas.

William Dempster, who has operated a cigar store in West Bay City for the past ten years, has sold his place and will retire from active business.

Sam T. Goldberg, president of the Lillies Cigar Company, who returned in January from a six weeks' trip to the Pacific Coast, left two days later for the Northwest, where he visited all the principal cities. Sam says he found business conditions exceptionally good. Incidentally, the writer might add that the Lillies Company will manufacture during 1913 approximately 60,000,000 "La Azora" cigars, 40,000,000 being made at the Forest Avenue plant and the balance at the Third Street branch.

At the annual meeting of the stockholders of the Globe Tobacco Company the following officers and directors were elected: Homer McGraw, president; August C. Stellwagon, vice-president; Walter R. Hamper, secretary-treasurer and general manager; directors, Homer McGraw, August C. Stellwagon, John Kempf, C. M. Hamper and W. B. Hamper. This firm makes strictly union-made tobacco products.

All the employees of the Superior Cigar Company, 684 Hendire Avenue, Detroit, receive a ten per cent. advance in wages effective February 11. A. E. Stuart, president of the company, says the increase in pay-roll will amount to about $15,000 a year. The company employes 350 persons, and since moving into its present plant last July has doubled its output. Just recently extensive alterations and additions to the factory were made necessary.

The many friends of Abe Mannheim, for more than a score of years with E. M. Harris & Company, will be pleased to hear that he is vice-president of the Soper Cigar Company, which will operate the two cigar stands in the Dime Savings Bank Building. He will resign his position with the Harris Company about March 1 to get ready for the opening of the other stands, which it is expected will be about the fifteenth of that month. The company recently incorporated for $12,000, electing the following officers: Walter O. Briggs, president; Abe Mannheim, vice-president; M. G. Soper, secretary-treasurer and general manager. Some titles for Mel: he says he will continue to wear a straw hat, but that this time it will be a new 1913 model, the English kind, you know, with the high crown and saw edge. Mel is being besieged with requests from cigar salesmen, asking him to put in their line, and will try to accommodate them so far as possible.

E. E. Moran, whose father is one of the most prominent men in town, has joined the sales force of Frank M. Smith, 29 McGraw Building, and will devote his entire time to the initial and monogram cigarette department among private individuals.

J. Eugene Beck, of Pittsburg, cigar broker, spent a few days in Detroit and says he picked up some nice orders.

Albert Thornberg, the young manager of the cigar department at the Hotel Ponchartrain, has returned from Indiana with his wife after a four days' visit with relatives.

It is rumored that the Harry W. Watson Company has secured the cigar privileges at the Bancroft House at Saginaw, and that Mr. Miller, who has been manager up to this time, will continue in like capacity for the new lessees.

Ed Crook, with a crew of fourteen stalwart athletes, alias "Jim Thorpes," are working Detroit and vicinity with "Fatimas," "Satins," "Piedmonts," "Home Runs" and "Richmond Straight-Cut." At the present time "Fatima" is the leading seller; in fact, it is the best cigarette seller in Michigan today.

"Lucius," in two new sizes, has been added to the Cadillac cigar stand through the persistent efforts of Mort Hammer, the live-wire salesman from Cleveland. Mort also succeeded while here recently in getting Mel Soper to make a leader of this brand when he opens up.

Along about February 16 another cigar store will be added to the link in the down-town district, located at 10 Monroe Avenue, and operated by the Central Cigar Store, who at present conduct a shop at the corner of Broadway and Gratiot Avenues. The same firm will open a third store about March 10 in the Peninsular Engraving Company Building, at the corner of Woodward and Erskine Streets.

Peter C. Johnson has bought the cigar stand of Guy H. Weeks, 101 South Division Street, Grand Rapids. Other recent changes have been: Sam Stewart has bought the cigar store at 52 East Grand River Avenue, Detroit; Paul Dehring has purchased the cigar store at 396 Crane Avenue, formerly conducted by T. D. Barron; William Lang now has the store at 242 Woodward Avenue, formerly owned by J. McCoy; H. Mahlman has purchased the store at 239 Cass Street, from H. Blum; W. Blackmore has purchased the cigar store at 44 Broadway from H. Schafer.

Burt Johnson recently returned from a ten days' trip to New York City, combining business with pleasure.

Calabash pipes have been selling very big since the first of January owing to the cut in prices. A. C. Dietsche, at 86 Woodward Avenue, has been displaying them in his large window almost continually for two weeks.

Hobson & Morton have purchased the cigar stand at 13 Cadillac Square from W. J. Brennan.

The Detroit Cigar Manufacturing Company has increased its capital stock from $25,000 to $50,000, which will enable them to make a number of needed improvements.

The Wayne Cigar Company, composed of Messrs. Spietz & Worch, gave their employes a grand ball several weeks ago, which was largely attended. Refreshments were served during the evening. Everything from the two-step to the tango was danced, both members of the firm participating.

The February meeting of the Scotten-Dillon Tobacco Company showed earnings during 1912 of sixty-five per cent. on capital of $1,000,000, although the earnings during 1912 were seventy-five per cent. on a capital of $500,000—an indication of great prosperity and shrewd management. The manufactured product of the concern amounted to about 18,000,000 pounds in 1912, being smoking and chewing tobacco. Officers elected were: Edwin C. Way, president; Alexander McPherson, vice-president; Daniel M. Lynch, secretary-treasurer. Directors were Michael W. Dillon, Alexander McPherson, M. E. Farr, Walter Scotten, Daniel M. Lynch, George B. Fowler and Henry Stephens.

Ben Lesser, of F. Lozano & Company, while here last week landed his line with Mel Soper and O'Brien & Company.

The Ponchartrain has added the "Aploma" cigar in two sizes. The hotel is now preparing a cigar catalogue, in which will be listed all its brands with prices; the catalogue will then be distributed among all the bell-boys, waiters and the guests, which will save them, as well as the cigar clerks, much time in asking and answering questions.

Herbert Earl is now connected with the cigar department at the Wayne Hotel; he was formerly with the Hamilton Club, of Chicago, and is well known to the trade. He had charge of the cigar stand which was in operation at the Wayne Pavilion during the Automobile Show from January 27 to February 4.

Frank Forrest has assumed his duties as clerk with the E. M. Harris cigar store, succeeding Mel Soper. Mr. Forrest was formerly with the Harry W. Watson Company. Another recent addition to the Harris force is Frank Hardoin, who for several years had charge of the Churchill cigar stand on Woodward Avenue.

Al Gaines, of the Lee & Cady cigar department, is again on the job after a week's illness. Al boosts for the "Varro" cigar, which is a private brand of the Lee & Cady Company, and manufactured by Compeer, of Indianapolis.

H. L. Berger, of John Getzinz & Company, New York City, tobacco importers, is now permanently located in Detroit, where he looks after the immediate territory.

R. N. Payette is on a trip through Michigan for the John T. Woodhouse Company.

Recent visitors: Ben Bloch, of the Philip Morris Company; Jack Kelley, selling "Aplomas;" Leo F. Weiss, of Ruy Lopez Company; William Levison, of J. Bernheim & Son; Paul J. Hirschorn, of the United Cigar Manufacturers; Jack Gorman, of the Harned-Hewitt Company, of Toledo; Steve Friend, of Friend & Company.

Late Trade Bulletins

The firm of Swisher Brothers, of Newark, Ohio, has dissolved and will be known hereafter as John H. Swisher & Son. John H. Swisher took over the interest of his brother in the firm.

The Minneapolis retail cigar and tobacco dealers are meeting in the Nicollet Hotel, in that city, on February 11. This is the monthly dinner of the association. Mayor Nye and Chief of Police Martinson, of Minneapolis, are to be the guests of honor. President Louis Nathanson is to be toastmaster. A number of addresses are slated for the evening.

The Empire Cigar Company, of 428 Sixteenth Street, Denver, Colorado, has filed a petition in bankruptcy, with liabilities of $6000, and assets of $4000. Fred Prenger is the owner of the concern.

E. W. Collins opened a cigar and tobacco store at Bay and Hogan Streets, Jacksonville, Florida, last week.

The Metropolitan Cigar Company, the distributor of the United Cigar Manufacturers' Company products in the city of Denver, will shortly enter the retail field. They have leased a store at Fifteenth and Arapahoe Streets, that city, which will be fitted up in a fine manner.

Ed LaBrie has sold out his interest in the LaBrie & Kisler Cigar Store, West First Street, Hastings, Nebraska, to John Freitag. The new firm will be known as Kisler & Freitag, continuing at the same location.

The Wills Cigar and Tobacco Store, Madera, California, is now located in the Lacy Robertson Building.

The cigar store and restaurant of Arthur Chapman, of Twelfth and Main Streets, Kansas City, has gone into the hands of a receiver. The petition was filed by a number of the creditors. It is not known exactly what the liabilities will be, but it is estimated that they will be about $20,000.

W. G. Schmid & Company, leaf dealers, of 111 Market Street, Pittsburgh, Pennsylvania, sustained a loss of $10,000 by fire recently. The five-story building, part of which they occupied, was badly damaged.

The Empress cigar store of Denver has made an assignment for the benefit of the creditors.

George Brenner, Highville Pennsylvania, recently acquired the tobacco warehouse and shed of William Bones, Safe Harbor, Pennsylvania.

Independent Tobacco Mfgrs. May Soon Meet Again

At Annual Gathering in Washington, But Fifteen Members Attend—Deliberations Held Privately—Old Officers Re-elected

(From Washington Bureau of Tobacco World.)

WASHINGTON, D. C., February 5.

THE regular annual meeting of the Independent Tobacco Manufacturers' Association was held at the New Willard Hotel, on February 4. There was but a small attendance, about fifteen members in all being present, and the deliberations were held privately. It was learned later that the association adjourned upon call of the president, and that very likely another meeting will be held in this city about April 1. This is significant in that the extra session of Congress will have begun and the question of tariff will have been taken under consideration by politicians.

One new member joined the association, C. G. Boalt, of the Eight-Hour Tobacco Company, of Cincinnati, Ohio. The same officers were re-elected for another term: W. T. Reed, Richmond, Virginia, president; Ben Pearson, Byfield, Massachusetts, vice-president; and R. D. Best, Covington, Kentucky, secretary-treasurer. Upon the legislative committee was placed J. A. Bloch, of Wheeling, West Virginia; W. F. Axton, of Louisville, Kentucky; L. W. Brown, of Utica, New York, and Hugh Campbell, of Richmond, Virginia. The new legislative committee is composed of S. S. Block, of Wheeling, West Virginia; J. J. Bagley, of Detroit; G. P. Brown, of Winston-Salem; J. D. Moore, of Lexington, Kentucky; and W. F. Axton, of Louisville, Kentucky. On the membership committee was named, Carl J. Walter, of Milwaukee, Wisconsin; Paul Bagley, of Detroit, Michigan; George W. Myers, of Dubuque, Iowa; and C. G. Boalt, of Cincinnati.

It was declared that the tariff formed no part of the deliberations of the meeting and that there were no set speeches, and only perfunctory matters discussed at the one-day session. However, it was said that Mr. Reed, in making the presidential report, mentioned the decision of the Supreme Court in the Tobacco Trust case and declared that the independent tobacco men should have been afforded more relief when the final decree in that case was under consideration.

V. GILMORE IDEN.

The recent election of officers of the Dearstyne Brothers Tobacco Company, Albany, New York, resulted in the following: President, Charles Dearstyne; vice-president and treasurer, Edmund C. Dearstyne; secretary, Alfred McAvoy; assistant treasurer, William W. Dearstyne; counsel, William E. Fitzsimmons.

The cigar store at Pennsylvania and Washington Streets, Indianapolis, Indiana, formerly operated by the L. G. Deshchler Cigar Company, has been leased by the United Cigar Stores Company. The annual rental is said to be around $10,000. A ten-year lease was taken.

An interesting exhibit was that of a quantity of glue, recently on view at the Irving Smoke Shop, Waterloo, Iowa, which is to be used in the joining of the stems and bowls of pipes, just so soon as plans are completed for the opening of a new pipe factory, to be located in the basement of the present building.

Nathan Seidman, the Cleveland dealer, has been compelled to remove from Superior and Ninth Streets, that city, because the building at that location is being razed. He has gone across the street and will return when the former location is again ready to be occupied.

Los Angeles

Max Roth Cigar Co. to Handle "El Palencia" and "El Merito"—Klingenstein Company Does Enormous Business on Eisenlohrs' "Cinco" and Also on Regenbergs' "American"—Beck & Company, Pushing "Counsellors"

LOS ANGELES, CAL., February 3.

THE Max Roth Cigar Company have added to their line of result-getters the "El Palencia" and the popular "El Merito" cigars, both manufactured by Boltz, Clymer & Company, of Philadelphia, Pennsylvania. The "El Merito" cigar will be made and featured in this city, from blended Havana with a Wisconsin binder and an imported Sumatra wrapper. Mr. L. Wachs, Pacific Coast representative for Boltz-Clymer, will assist the Max Roth Cigar Company in placing these brands in this market. Mr. Wachs is well known in this territory. The Max Roth Cigar Company have a good area for distribution.

Harry Rinaldo is doing some wonderful work on the "Mi Rey" cigars distributed by the A. B. Greenwald Cigar Company, of this city.

J. J. Gans left for Imperial Valley, accompanied by Horace Gladstone, representative of Bondy & Lederer. While on their trip they will preach "Tom Keene" and "Lawrence Barrett" to the trade.

Milo Adams, representative of Surbrug's lines, has just arrived here and wears a smile that won't come off. He expects to remain with us a few weeks preaching "Milo" and "Arab" cigarettes.

J. B. Bonhaus, representative for Klauber, Wangenheim & Company, returned from a northern trip recently, and reports business very good in that territory.

E. A. Allison, formerly with headquarters in San Francisco, will make his future headquarters in Los Angeles, devoting his time in the interests of the "El Sedello" cigar, distributed by Fred Barman & Brothers.

A special campaign has been waged on "Counsellor" cigars by Beck & Company, late successors to George W. Walker, of this city. His entire sales force of eighteen men are preaching "Counsellor" to the trade daily and the above brand is well distributed in this territory.

William Foy, representing the Max Roth Cigar Company, is at present on the Kite-Shaped track, in the interests of the "Originator" cigar.

The "Dry Climate" cigar, distributed by M. A. Newmark & Company, has one of the most magnificent window displays in the city at the present time. Joe Goldsmith, general manager of the cigar department of the M. A. Newmark & Company, informs me that they have placed this cigar in more than one thousand different places, which is showing "results," I guess.

Morris Burke, well-known cigar broker, of this city, is finishing up a campaign on "Post Dispatch" and "Havana Sticks," and expects to leave for Louisville, Kentucky, by the 20th of this month, in the interests of these brands. While on this trip he will take the opportunity to take in many other Eastern cities with the business view always in mind.

The Klingenstein Company is doing an elegant business on Eisenlohr's "Cinco" five-cent cigar, and claim they cannot get enough cigars from the factory to supply the great demand for this brand. Window displays, put up by this well-known firm, on this cigar are the talk of the town. Klingenstein Company are also agents for "The American," E. Regensburg & Sons. They placed elegant displays in many windows the last few weeks, which have been a great means of securing the success "The American" now enjoys. Surbrug's line are handled by this firm and they are pushing hard on "Milo" and "Arab" cigarettes, "Floss Cut," "Arcadia" and are showing excellent results. "Zig-Zag" paper is showing increased sales daily. Mr. Milo Adams is here in the interests of "Milo" cigarettes and other of Surbrug's line handled by the Klingenstein Company.

Klauber, Wangenheim & Company report the largest "Chancellor" business for 1912 in the history of their business. "Chancellor" cigars have been distributed by this firm in this territory for the past fifteen years and the volume of business for 1912 amounted to over double the previous business. Klauber, Wangenheim & Company, are now putting in some nice work on "La Giralda," their leader in Manila cigars. Klauber, Wangenheim & Company are selling the usual number of "Optimo" cigars and the new size "Bismarck" at ten cents straight is selling well in this territory.

One of the most attractive window displays in this city may be seen at Samuels Brothers' Cigar Store. They are showing "Cinco" cigars.

The M. A. Newmark Cigar Company is enjoying a nice business on "Pathfinder" and "Jose Vila," their clear Havana line. Joe Wood, better known to the trade as "Jose Vila" Wood, is expected here daily by the distributors of the "Jose Vila" cigar.

Dave Weinrichs, representing the Klingenstein Company, left for San Diego, in the interests of the "Cinco" and "Y-B" cigars. Mr. Weinrichs, having spent a great amount of his time in this territory, has shown good results

M. B.

Incorporations and Changes in the Tobacco Trade

Alexander Tobacco Company, Louisville, Kentucky. Capital, $20,000. Incorporators: Emil Anderson, William Pinniger, Lynn Alexander and Charles H. Pierson.

Esmeralda Tobacco Company, of Oshkosh, Wisconsin. Capital, $15,000. Incorporators: H. W. Guthrie, A. J. Ingold and C. A. Coe.

Capital of Detroit Cigar Manufacturing Company increased from $35,000 to $50,000.

Morgan Cigar Company, Los Angeles, California. Capital stock of $20,000, with $2500 subscribed. Incorporators: J. D. Morgan, G. W. Walker and Hattie Molloy.

Inter-City Cigar Company, of Boston, Massachusetts. Capital, $6000.

Bowers Cigar Stores, Newark, New Jersey. To deal in tobacco. Capital, $125,000. Incorporators: T. F. Bowers, of Newark, H. A. Rosner, of New York, and J. E. Smith, of East Orange, New Jersey.

Winslow-Griffin Company, of Watertown, South Dakota. To engage in wholesale fruit, produce and cigars. Capital, $150,000. Incorporators: H. A. Walseth, Watertown; H. B. Finch and O. H. Winslow, of Grand Forks, South Dakota.

Heine Legrange Company, Incorporated, of Addison, New York. To deal, cure and pack tobacco. Capital, $15,000. Incorporators: Samuel M. Legrange, William F. Heine and Caroline Legrange, of Addison.

S. G. Brown, Incorporated, of Manhattan, New York. To deal in tobacco. Capital, $35,000. Incorporators: S. G. Brown, S. R. Brown and E. V. Lucey, of New York City.

The Lew Dockstader Cigar Company, of East St. Louis, Missouri, with a capital stock of $5000. Incorporators: August Schlange, D. C. Schwartz and L. Price.

Tobacco Culture in Dominican Republic

The year 1911 was satisfactory both in the quantity and value of tobacco produced, says a consular report relative to the Dominican Republic. In order to encourage the agriculturists in the scientific cultivation of this plant the Dominican Government has established near Santiago, in the tobacco region, a tobacco experiment station which has been placed under the direction of a German specialist.

Referring to the Puerto Plata district, it states that tobacco is the second most important export from this district. In 1911 28,716,879 pounds, against 18,963,526 pounds in 1910, were shipped from Puerto Plata. Of this amount the United States took only 41,517 pounds. This large crop of over 280,000 bales or seroons (of about 100 pounds each) realized, it was reported, about 36 marks to the bale in Hamburg.

It was expected that the 1912 crop will be smaller than that for 1911, due to the long drought and a shortage of labor and transportation facilities. The low price also led some to neglect the harvest. It is expected that the crop for export will be between 100,000 and 160,000 bales. This is bringing $6.50 a bale or less. The Dominican Government is anxious to introduce better seed and improved cultivation, and not until then can Dominican tobacco hope to stand high in the market.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

York Revenue Receipts Show Good January

YORK, February 9.

THE receipts at the local revenue office for the month of January broke all records for the month in cigar annals. The receipts were $101,127.57, as compared with $85,976.74 for the same period in 1911. This is an increase of more than $15,000 and is certainly encouraging for the cigar manufacturers.

The usual after-holiday lull in the trade was also not so pronounced as last year. Of course, this was the case with many of the smaller factories, but not with the larger ones. Business was so good and manufacturers are in such an optimistic mood that more than twenty new factories were opened in January. In this respect this number also breaks the record for January. These factories will give employment to 348 hands, as compared with twelve new plants in December, employing forty-nine people.

The factories opened up in January, giving those only with five hands or more are as follows:

Commercial Cigar Company, Dallastown, thirty hands; David H. Spangler, East York, five hands; J. M. Smith Cigar Company, Centennial, five hands; James C. Lawrence, McSherrystown, twenty hands; H. L. Haines, Red Lion, fifty hands; T. E. Brooks & Company, Red Lion, forty hands; R. R. Smith & Company, Red Lion, thirty hands; Gertrude Sechrist, Red Lion, five hands; Carl F. Mack, 109 North Duke Street, York, five hands; William R. Bangs, Hanover, five hands; Kaltreider Tobacco Company, Red Lion, fifty hands; Wallace M. Gemmill, Red Lion, fifty hands; C. D. Flinchbaugh, Dallastown, five hands; Fred S. Eberly, Dallastown, five hands; Red Lion Tobacco Company, Red Lion, thirty hands.

Red Lion tobacco interests are preparing to hold a tobacco exhibit, which buyers of the leaf will be asked to attend. The growers in that section claim that rumors are being spread, stating that the crop is a poor one, and that these reports will injure them when they try to sell their crop. At a meeting of the farmers on January 1 they were addressed by E. K. Hibshman, recognized as an authority on tobacco. He spoke on "Handling the Pennsylvania Tobacco Crop"; also on "Tobacco Fertilizers."

S. R. Kocher, the Wrightsville cigar manufacturer, is on a pleasure trip to Florida and will be gone about a month. Mr. Kocher was accompanied by his wife and daughter.

The C. H. Plitt Cigar Company, manufacturers of the "Liar" and "Twentieth Century," are operating their plant at full time and with a full complement of hands. The new year has opened up nicely for them and with the start already secured should far surpass that of 1912. The home of the "Liar" is a light, airy and well-ventilated plant. Shortly after taking over the plant Mr. Plitt put in twenty more windows in order to secure all the light possible for his workers.

Walter Krout, the leaf tobacco agent, who was arrested on the allegation of having embezzled $900 from local leaf tobacco firms, is out on bail in this city. The bail was furnished by his father.

The cigar factory operated until a short time ago in Dallastown by Howard Lee Kohler will be managed in the future by P. S. Smith, formerly foreman of the Dallastown Cigar Company, and F. L. Kohler, of the same place.

Reading 1912 Cigar Output a Big Increase Over 1911

READING, February 9.

THE activity in cigar manufacturing circles continues unabated. The larger factories about town are "up against it" in securing sufficient help, and although representatives have made trips to neighboring towns, we have not heard as yet of any definite steps being taken by any of them for opening branch plants. Several representatives of Reading concerns were in Lebanon the past two weeks and looked over the situation, but did not decide. There are now several cigar factories of size in that place and it is questionable whether they could secure the hands. This market was entered before by outside manufacturers, who retired from the field after a short time.

The citizens of the town of Bechtelsville held a meeting in that place about ten days ago for the purpose of starting a cigar factory. The meeting was called to order by George Bartholomew. D. H. Latshaw was elected presiding officer and William A. Henry, secretary, of the meeting. A committee was appointed to secure subscriptions for the new industry, which included the following: D. H. Latshaw, Charles Herbein and George Bartholomew. It is intended that the factory will be located on the second and third floors of the building of Irvin B. Kehs, in Bechtelsville.

According to the figures given out by the revenue office, this district has more than held its own in cigar manufacturing the past year. This industry has been one of Reading's big ones for over a century, and is still increasing at a nice rate. The output last year was about 160,000,000 cigars, which is a gain of more than ten million over the production in 1911.

One of the record crops of tobacco this year in this section was raised by John H. Witter, the Newmanstown cigar manufacturer and tobacco grower. On Mr. Witter's farm, which is located about a mile and one-half from Newmanstown, he had eighteen acres of land in tobacco, from which an average yield of 2000 pounds per acre was realized.

A round of the factories elicits about the same reports. The past month was way above that of last year. The good start that 1913 has made would seem to indicate a first-class year for the trade. Last year started off poorly, and had it not been for the record-breaking holiday business the increase in production of cigars would not have been so pronounced. The retail trade is quiet, as is the leaf market. The resumption of activities in leaf circles is expected soon.

Much of Lancaster Tobacco Crop Still Unsold

LANCASTER, February 9.

CONDITIONS among the tobacco men remain about the same. In leaf circles there has been little doing in buying up of the new crop. This is almost at a standstill. The tobacco, the bulk of which has been stripped, is coming up to expectations. Docking, as reported in other growing centres such as Wisconsin and Connecticut, is almost unknown here this year. Planters say they have no kick to make on that score.

The tobacco has been selling as low as nine cents, where formerly the owners expected to receive ten or eleven. The remaining portion of the crop will probably sell at a much lower price than was at first expected. It is predicted that prices will drop to eight cents before the leaf is cleaned up.

The cigar factories are still busy. The output for January coincided with the reports of the manufacturers during the month—that business was far better than at the same period in 1912. The trouble with the larger cigar men is the scarcity of skilled cigarmakers. Orders are coming in with a pleasing regularity since the first of the year.

The tobacco show held in this city was a pronounced success. The exhibit of Lancaster County grown tobacco was good. Twenty-one exhibits of wrapper leaf were shown, while thirty-nine were displayed in the binder class and thirty-eight in the filler class. About fifty growers participated. The judges of the show were: I. H. Weaver, Morris Rosenthal and Joseph Goldberg. The tobacco shown this year was conceded to be superior generally to that of last year, although the leaves were somewhat large.

Following are the winners of prize tobacco at the show:

Wrappers—First, J. H. Hostetter, Millersville; second, J. Aldus Herr, West Lampeter Township; third, H. K. Landis, East Lampeter Township; fourth, J. P. McCardell, Little Britain Township.

Binders—First, J. H. Hostetter, Millersville; second, Hon. George Hibshman, Ephrata; third, G. H. Hilton, Salisbury Township; fourth, Martin H. Good, Martinville.

Fillers—First, Hon. Geo. Hibshman, Ephrata; second, George H. Hilton, Salisbury Township; third, Albert Groff, East Petersburg; fourth, Noah L. Nolt, Bareville.

The regular monthly meeting of the Lancaster County Tobacco Growers' Association was well attended last week. At the request of a member the committee which attended the tariff hearing in Washington on January 17 made its report. President Herr stated that he believed that radical changes would be made in the present duty, but just what would be done was problematical.

T. M. Ottenger, of Mitchell & Ottenger, the leaf tobacco firm, was in the hospital recently with a severe case of the grip.

The S. R. Moss Cigar Company is working its plant on full time with a full force of hands, orders having been coming in with their customary regularity, even after the holidays when there usually is a lull in the trade. The Western territory of the concern will be broadened and extended even more than during the past year.

Late Trade Items

W. M. Nicholson, of Spalding, Idaho, who was put out of business recently by a fire, has again resumed business.

The capital of the Dingman-Evans Company, of Tacoma, Washington, has been decreased from $60,000 to $43,200.

The cigar factory of Hoff & Mayland, of Brooklings, South Dakota, has been purchased by J. G. Miles.

Herman & Harrigan, of Great Falls, Montana, have purchased the cigar business of Rector & Jensen, of that city.

The Old Dominion Tobacco Company, of Norfolk, Virginia, has bought a part interest in a property at Main and Randolph Streets, that city.

Walter H. LeClaire has taken over the cigar stand in the Old National Bank Building, Spokane, Washington, formerly operated by the Hemenway & Moser Company.

LEAF TOBACCO MARKET

New York Market Continues Active---Philadelphia Dealers Doing Better Business---Biggest Percentage of Connecticut Crop Sold---Friction in Trading Between Wisconsin Growers and Buyers

NEW YORK.

NEW YORK CITY, February 8.

THE continued activity in the local leaf market has been encouraging to dealers, as the resumption of trade has been looked forward to for some time. Interest at present centers in the binder situation, as this stock continues to be very scarce. Wisconsin growers are force-sweating their products in order to get the goods on the market by April.

Transactions in all kinds of filler leaf remain on a fair basis, although manufacturers claim to be well stocked up. Yet no manufacturer passes up a chance to secure a desirable lot of fillers and sales are going on despite the claims of the cigar men.

Sumatra deals are slowing up, but the Havana market is keeping up its activity, although orders with the manufacturers are said to have dropped off slightly the past two weeks. The makers of the five and ten-cent cigars are, however, still busy. The month of January as a whole has been far above that of January of 1912, and the continuation of present conditions with the usual increase later on insures the leaf men some reason that they will not be forgotten.

The recent reports from Havana give assurance that the 1913 crop is coming along nicely. Rains in the Vuelta Abajo districts will no doubt have a good influence on a good production. In old leaf little is doing, as Remedios especially has been pretty well cleaned up.

PENNSYLVANIA.

PHILADELPHIA, February 5.

LEAF dealers are somewhat disappointed at the manner in which trade continues. They had every reason for thinking that business would increase materially from the first of the month on, but even though the majority of the factories around town are busy, the cigar manufacturers appear to be pretty well stocked up. The output of the First District for the month of January was almost eleven million above that of last year, which would seem sufficient reason for prophesying that conditions will soon improve.

LANCASTER, February 8.

It has been estimated that about twenty per cent. of the Lancaster County crop is still in the hands of the growers. And from present indications it will stay there for some time unless the planters are willing to part with it for considerably less than they had planned to realize. Prices are around nine cents now. The local packers have taken up little of the crop as compared with other years. And they say that since they are well stocked up they see no reason for paying the prices demanded by the farmers.

The general condition of the cigar manufacturing trade would seem to warrant a boom in the leaf market, but this does not seem to be the case. The best tobacco is not selling any too well. That of 1911 should be changing hands heavily. Although some 1909 tobacco sold during the past two weeks, it is not selling at a good price.

The production of cigars for the Ninth District during the month of January was more than 14,000,000 ahead of that of the same month in 1912, which prosperity should reflect itself in the leaf circles before very long.

CONNECTICUT.

SUFFIELD, February 4.

THE biggest percentage of the 1912 Connecticut is now in the hands of the buyers. Taken as a whole, the crop can be truly said to be one of the largest in the history of tobacco culture in the state. The acreage has been placed at about 20,000 and the value of the crop as $9,500,000.

The 1912 New England tobacco area was from three to five per cent. larger than the 1911 acreage. The principal increase was in primed Havana tobacco. The shaded or tent-grown acreage decreased slightly. Unofficial estimates place the 1912 shaded area at 1877 acres against 2163 acres in 1911. No especial significance, however, is attached to the decrease, which was due in part to the conservative attitude of the shaded interests which are fully awake to the fact that at this stage the establishment of a reputation for Connecticut Valley shaded tobacco is of the greatest importance. In their efforts to maintain a high standard the growers have discovered that the acreage which a single corporation can cultivate to the best advantage has its limitations.

Good reports are heard concerning 1912 shaded tobacco, though it is still too early for the manufacturers' verdict. The shaded tobacco corporations and growers, practically without exception, are strongly financed and the failure of the shaded acreage to increase last year, it is declared, was not due to lack of confidence on the part of the backers of the shaded tobacco enterprises. Moreover, the phenomenal growth of the shaded tobacco industry in 1911 made necessary the settling-together process, which is now in progress. When the shaded tobacco industry again expands, shaded tobacco enthusiasts declare, it will be in response to a demand which will assure a market for every pound of leaf of this type that can be raised.

In respect to the proportion of fine light wrappers the 1912 Connecticut Valley crop is admittedly a disappointment. The crop is an average yield, but the high prices at which it was contracted for had raised expectations to a height which that portion of the crop which has been sorted has not justified. This fact has given rise to differences between buyers and growers and in some instances lawyers have tried to shade the price at which the tobacco was bargained for. Growers who have refused to be docked still have their tobacco. The most serious clashes arise in cases in which a payment has been made to bind the contract. All in all, however, the differences between buyers and growers are not more serious than in years in which the percentage of the crop bought in the fields was much smaller than last season.

A number of the out-of-town tobacco buyers have been in town recently looking for tobacco crops that might have been rejected by other buyers, and it is asserted by several farmers that deals have been closed with the new representatives for about the same price, or at a two-cent loss per pound on what the first buyer had offered for the crop when it was growing in the field. There have been many differences between the buyers and the growers over the amount of damage from pole sweat, though for the most part they have been settled up quietly at a lower price than was first agreed upon. The report was that the broad leaf tobacco grown in this section was badly touched by pole sweat and seems to be heavier than that of the Havana variety. The early buyers bought the crops while they were standing in the fields and now they are having their hands full trying to get to some agreement between themselves and the growers, and several lawsuits will probably be the result before they get through.

WISCONSIN.

EDGERTON, February 7.

THE marketing of the tobacco crop is still the principal business throughout the growing sections of the state, as dealers are receiving their purchases as fast as their storage facilities will permit. The settlements continue to be attended with considerable friction, especially in the Vernon County section, where a good deal of docking as well as rejection is prevalent, for quite a large percentage of the crop fails to meet contract requirements and the dealers are averse to paying the promised high prices for tobacco that does not meet expectations. Very little buying of the unsold remnants is now being done except to take over rejected crops at reduced figures.

No news of importance has developed in the local markets for old stock. A moderate business in small order lots is recorded, but the scarcity of available binder leaf may account for the light trade.

Warehouse handling is progressing under quite satisfactory conditions and deliveries are ample to keep a full force employed at the various packing points.

The suggestion offered in this column that the growers have it in their power to discourage the indiscriminate field buying or option taking on a growing crop is not an original one. A group of Richland County farmers have actually put in practice the plan of refusing to sell their crops until they were in the handle, for several years past. These growers signed an iron-clad agreement to abide by that decision under a forfeiture of $100 for a violation of it. And the scheme worked, too. Every buyer who came into that territory was informed of this agreement and of the farmers' determination to faithfully line up to the terms. These growers have always been able to get the average price for their crops and there is never any trouble at delivery time, for the buyers thoroughly examined and accepted the tobacco at the time of making the contracts. The success of this undertaking simply illustrates what it is possible for growers in every community in the tobacco sections to inaugurate and carry out. Talk it up during the winter months and if feasible organize and be prepared before the next buying campaign opens.—*Edgerton Reporter.*

TENNESSEE.

OAKSVILLE, February 5.

WHILE the attendance at the meeting of the Tobacco Association last Friday was not as large as usual, only three of the chairmen were absent. The reports showed that much tobacco had been stripped, but all in condition too soft to deliver. Reports showed that in some districts the independents had nearly all sold their crops, while in others, No. 19 especially, there was a considerable quantity unsold. There have been many inquiries of various chairmen relative to opening the pledge books, but the only reply is that they are closed on the crop of 1913. The chairman stated that he had received more applications since the books were closed than before.

The method of getting tobacco in proper condition was discussed and urged upon the members. All members seem to be well pleased with the situation.

Continued on following page

Newsy Paragraphs From Leading Leaf Tobacco Centres

One hundred and fifty tobacco growers of the Miami Valley, of Ohio, held a meeting in the Phillips House, in Dayton, on January 30, at which time plans for establishing a local clearing house were taken up. Rooms are to be leased in the Beckel Building, in Dayton, where two men will be placed in charge. In these rooms the samples, names of growers and all the business will be transacted. The official sampler of the association is to be Homer Hales, of the Lynde-Hamilton Company, of New York.

Lawsuits will probably be instituted by tobacco men in Connecticut before all the leaf changes hands. The larger part of the crop has already been taken by the buyers, but in some instances growers refused to sell at the price the buyers wished to give and sold it to others later at several cents less per pound. The representatives of the leaf houses in many instances claimed that the tobacco was pole-sweated and would not take it at the price originally agreed upon, when the tobacco was still in the field. Out-of-town buyers have been buying up tobacco in Suffield since the disagreement.

At a recent meeting of the stockholders of the Farmers' Tobacco Company, of Hemingway, South Carolina, it was decided to build two tobacco warehouses and a number of prize houses. The following officers were elected: President, H. L. Baker; vice-president, R. B. Chandler; secretary and treasurer, F. F. Huggins; directors: George S. Hemingway, H. L. Baker, F. E. Huggins, W. D. Harmon, L. F. Rhem, J. P. Hazelden, S. J. Hazelden, B. B. Chandler and J. E. Johnson.

Eight hundred members of the Stemming District Tobacco Association, of Kentucky, met in a mass-meeting in Henderson, on January 28, and adopted resolutions in the nature of an address to the buyers, asking the price of eight cents for the 25,000,000 pounds of tobacco pooled by the association. There was some wild talk by some members of the association, but the leaders cautioned order. The Imperial Tobacco Company representative and other prospective buyers made addresses, stating that the price offered, seven cents, was above the average.

The claim that Connecticut tobacco growers have specialized to such an extent on their product as to give up almost entirely the raising of vegetables for the table has been put forth by J. W. Crowell, secretary of the Hartford Market Gardeners' Association, in a recent statement. It appears from the claim of Mr. Crowell that the farmers are finding such profit in the raising of tobacco that there is an actual scarcity of native vegetables in that market. Many gardeners would buy more land and try to increase their output, says Mr. Crowell, but the land has been acquired by tobacco planters, in some case buyers paying $1000 for the land. An acre of tobacco in good season will give the grower a profit of $400, as against $75, when used in the cultivation of potatoes.

The tobacco-buying situation as seen from the position of the farmer in Ohio, is outlined very strongly in a letter recently published in an Ohio agricultural paper. The writer particularly takes a fling at the speculator. He says:

"Since the recent decline many of the purchases of speculators and warehousemen do not show a profit and accordingly all sort of trickery is being employed to avoid settlement when tobacco is delivered. Among the favorite weapons used upon the helpless grower are the claims that tobacco is damp, poorly stripped, etc. The warehouse authorities who are allied with the speculators, co-operate in seeing that the grower receives even less than the reduced price which the flickering speculator is usually instructed to offer. Usually, speculators are as worthless in law as they are in principle, they being quietly 'backed' by warehouse interests which through these irresponsible agents are in position to accept or reject the deals according to the profit or loss that conditions create when tobacco is delivered. In view of such an unbecoming position on the part of buyers, it should be stated that so far as known not a single grower in the whole section has refused to deliver his tobacco, notwithstanding the fact that many, and especially those who sold early in the season could today sell for hundreds of dollars more than they are getting.

"Another source of unfairness has developed in the favoritism shown speculators as compared with farmers in warehouse sales. At this time of year many loads of tobacco arriving from the farm stand waiting for days their turn to be unloaded, the owner being at heavy expense meanwhile. If this were all, it would be perfectly fair, but while these men are waiting speculators are allowed to bring their offerings from nearby sources, and by another entrance place them on sale ahead of the waiting farmer. Again speculators' offerings are usually found in best floor position as regards light, time of selling, etc. The speculator is also favored in the matter of by-bidding, the unsuspecting grower being left at the cold mercy of buyers and often in the dark corner of salesroom.

"Such manipulation reveals no new situation, but simply a new setting for the now old one that the farmer needs to place himself in position to do his own selling, and that so long as he submits to the presence of middlemen just that long will he be more or less deprived of his rights. Already an occasional farmers' warehouse has been established and doubtless more will follow. Where these are conducted according to the principles their name implies there is a profitable absence of unfair methods."

Deliveries of the tobacco pooled with the Henderson County Tobacco Association of Kentucky, began on January 28. It has been estimated that this will amount to about two and one-half million pounds. The price to be paid is seven for the fired and six and one-half for the unfired tobacco. This leaf will go to the Imperial Tobacco Company. Several offers had been made for the tobacco and were turned down until a better bid could be received. The whole crop will bring the growers in the neighborhood of $200,000.

The Warren County Leaf Tobacco Company, of Franklin, Ohio, held dedication exercises for their new warehouse in that city on February 7. A round table discussion of topics of interest to the tobacco grower, with music and refreshments were the program for the day.

The burning of a freight car near Cobb, Kentucky, holding seven hogsheads of tobacco, has given rise to the rumor in that section that "night riding" is again imminent. One report from the place states that the car was burned by a party of men. The burning of the tobacco is said to bear all the ear-marks of the methods used heretofore by the perpetrators of such acts. The destruction of the leaf is given credence by the assertion that earlier in the season the tobacco growers in that section were said to have grievances, and that the fact that the section was at one time one of those most affected when "night riding" was prevalent, appears also to be significant.

Leaf Tobacco Market

Continued

KENTUCKY.

OWENSBORO, February 4.

THE Sales Committee of the Equity Home Warehouse Company, which last week made the announcement of a sale of 7,000,000 pounds of pooled tobacco to the American Tobacco Company and the Imperial Tobacco Company, and allowed the deliveries to begin of that portion of the crop in danger of being damaged on account of the flood, issued a statement requesting the growers to keep the tobacco in the barns and not to bring any more to Owensboro.

It has developed that a large part of the tobacco pooled with this organization in Ohio, McLean and Hancock counties has not been sold, and to date buyers for it have not been secured. It is estimated that there are about 5,000,000 pounds unsold. The poolers from the counties where the tobacco is unsold have entered a strong protest against the delivery of any of the tobacco until the entire pool is sold. The agreement with the poolers is that no portion of the pool is to be sold until all of it has been disposed of. There was a great rush of Equity tobacco in Owensboro this week, so great that it could not be unloaded. Many of the farmers have returned to their homes with the tobacco they brought to town. There will be no more deliveries until February 10 or until the poolers receive notice.

It is estimated that seventy-five per cent. of the tobacco pooled with the Green River Tobacco Company Growers' Association, which is about 15,000,000 pounds, has been delivered. There have been 600,000 pounds of the unpooled weed sold on the loose-leaf floor in Owensboro.

ALABAMA.

SUMMERDALE, February 8.

THE J. H. Behrens crop of tobacco is now packed and baled. It consists of sixty bales of first-class and high-grade shade grown tobacco and is now ready for the market. Mr. Behrens has had several offers for his crop which were pleasing to him. This crop of tobacco was handled by John H. Hoy and D. E. Clark.

Lester A. Friedman, of Bainbridge, Georgia, a packer and leaf tobacco man, was in Summerdale a short time ago and looked over the tobacco with a view of buying. He has made satisfactory offers on several crops, especially on those crops which have been properly prepared for the market.

The fact that tobacco men from different parts of the United States are coming here to buy Alabama tobacco speaks very highly for the growing industry. This tobacco is now being sized, assorted, baled and prepared for the market and they realize that this tobacco district is coming into competition with other districts. The tobacco, so far this year, has proven itself first-class in all the qualifications required for cigar wrappers.

Review of the Burley Market

Crop Being Taken to Warehouses in All Parts of Kentucky—Tense Situation Exists in the Stemming District

HOPKINSVILLE, February 8.

KENTUCKY ranks as the largest tobacco producing state in this country and the annual marketing of the crop attracts wide attention. All over the state the selling season is now on in full blast.

To properly understand the situation the division of the state into districts, each of which produces a different class of tobacco and according to which prices are influenced, where the selling methods are different, etc., should be explained. For instance, the entire central part of the state produces the burley, a tobacco that is entirely different in texture and quality from that produced in the western section and which does not require firing to cure it up properly. About Bowling Green are half a dozen counties comprising what is known as the One Sucker district. Henderson, Webster, Union, Hopkins and Crittenden counties form the Stemming district. Daviess, Hancock, McLean, Ohio and Breckinridge make up the Green River district and the balance of the counties westward to the Mississippi River are included in the Black Patch, or dark district, which also extends over into the border counties of Tennessee.

In all of these districts the farmers' organization, formed for the purpose of controlling the production and securing the prices they demand, are in existence and have played a more or less important part in the disposal of the crop this time.

The only really acute situation is in the Stemming district. Here the Stemming District Association controls the bulk of the crop, which this year is estimated to be between 25,000,000 and 30,000,000 pounds in the five counties. The association has been holding their tobacco at a round price of $8 per hundred pounds, which they have been unable to get, the best offer being $7 and $6.50 for first and second grades.

Failing to get their price the organized growers began an agitation to prevent the non-poolers from selling also. Bodies of farmers got together and visited buyers and asked them not to buy unpooled tobacco. The independent farmers were urged in every possible way not to sell for less than the price asked by the association. The newspapers took up the fight in most instances and gave their space freely to report proceedings and present the lengthy statements issued. In Hopkins County the non-poolers held a meeting at Madisonville and agreed to hold also for $8. On January 25 one hundred and fifty horsemen rode up to the Illinois Central depot at Waverly, a small station near Henderson, and commanded the agent not to furnish cars for transportation of any unpooled tobacco that might be sold there. Meetings were held all over the district, and especially at Henderson, culminating with a monster meeting at which farmers were present from all five counties and much oratory was unloaded setting forth their position and the reason for their demands.

But recently matters were precipitated by the sale of about 2,500,000 pounds of tobacco controlled by the Henderson County pool, a small independent organization. This sale was made on January 25 to the Imperial Tobacco Company at their bid of $7 and $6.50 per hundred pounds. Deliveries of this tobacco began this week and every effort was made to prevent the carrying out of the contract. But the sellers were determined to deliver their tobacco, and despite the heated talk that prevailed fully a hundred wagons were in Henderson on the first day set for deliveries, each discharging a full cargo of tobacco.

This brought conditions to a crisis and so general was the talk of possible violence that many of the fatmers delivering tobacco went heavily armed. The Imperial plant at Henderson is being guarded by employes and farmers who are bringing tobacco to it. It is said that Mayor Thompson appointed guards for the plant, but they refused to serve. It is also said that the officials of that city stand ready to petition Governor McCreary to send soldiers at a moment's notice should the situation become any more grave than it is, or should actual depredations be begun.

The farmers claim freely that the chief tobacco buying concerns of Henderson are in a combine to keep the prices down. The tobacco buyers contend that the crop is an inferior one and they are offering all that they can possibly give.

For a time it seemed that matters would reach a serious phase in the Green River district, but this was more a difference between the growers themselves as to whether or not they would sell at the price offered than it was between the buyers and the growers. The crop of that district is about 35,000,000 pounds, and except for about 10,000,000 pounds controlled by the Society of Equity, it is pooled with the Green River District Association. Some weeks ago it was decided by the Green River Association to accept the price of $9 for leaf, $5 for lugs and $3 for trash, per hundred pounds, that was offered them by various concerns buying in that district. The association had held out for $10, and although the decision to sell was made at a public meeting held at Owensboro those opposed to it raised such a stir that it was called off and the proposition was put to a vote. The voting lasted for four days, and showed the proposition to sell was favored by 1702 members and opposed by 292, so the deal was closed. On January 23 the Society of Equity sold their holdings at the same figure and the tobacco is now delivered under these contracts.

Things are going swimmingly in the burley district. The Burley Tobacco Society, which at one time controlled the situation almost entirely and caused an almost total cut out of one year's crop during the earlier excitement, has not maintained its strength and the bulk of the crop there now is sold direct from farmer to buyer or at auction on the public sales floors. With a magnificent crop in nearly every way, and a strong demand, prices have been soaring and that district has prospered accordingly. Prices have steadily climbed until the top notch of $72 per hundred pounds has been reached, and the limit may not be attained yet. At the opposite extreme the trash is selling as low as $4, but the general average for the crops as a whole is ranging close around $20.

The crop of the One Sucker district is controlled by a farmers' organization and a deal has practically been closed for the entire holdings. There has been no undue excitement in that district attendant upon the sale of the crop.

The Planters' Protective Association, which formerly dominated the Black Patch, still controls a considerable part of the crop, but nothing like so much as in former years. This year the Planters' Protective Association made an energetic campaign for members and they are handling much tobacco. This is prized according to certain stipulations and is sold for schedule prices according to grade. The farmers not affiliated with this organization are selling direct to the rehandlers or speculators or through the loose sales houses.

The handling season was delayed nearly two months by continued cold and dry weather keeping the tobacco so dry and brittle as to make it impossible for it to be handled. Only in the last three weeks has the weather been favorable, but once begun it has lasted and the markets everywhere are flooded with the enormous quantities that are being rushed in. Prices are ranging from $3 to $11 for the tobacco in the loose state. Deliveries are so heavy at nearly every town that wagons have to wait two and three days in order to get unloaded. Some prizing houses are working full forces both night and day in order to keep up with their receipts.

The burning of the carload of tobacco at Cobb, Thursday night, is the only disorder of any consequence that has been reported in the Black Patch this season, and that is said to be a local incident, rather than an indication of organized outlawry affecting the district.—*Kentucky New Era.*

York County Growers May Have Association

If plans now under way work to a successful conclusion, the tobacco growers of York County, Pennsylvania, will soon have a growers' association such as the planters have in Lancaster County. A farmers' institute was held in the town of Red Lion during the week of February 3-8, at which time addresses were made by a number of tobacco experts. E. K. Hibshman, who is recognized as an expert Lancaster County tobacco grower, addressed the farmers and gave suggestions for forming an association. He told the growers that the Government was ready and willing at all times to lend its aid in the building up of the industry in York County and that if they made arrangements for experimentations along the lines that were being followed in Lancaster County, he believed it would be of great benefit to them. He spoke also along the lines of having the proper seed for the cultivation of tobacco and also of the proper use of fertilizers.

Nothing definite has been done, but it is hoped that the growers will get together for the purpose of improving selling conditions, in addition to growing tobacco along more scientific lines.

Connecticut Growers Still Delivering Tobacco

A late report from Suffield, Connecticut, states that the growers are still delivering their crops, but are much dissatisfied at the way the buyers are cutting the price. In many instances there is a cut of from two to three cents in the prices originally agreed upon. Some of the growers object to a cut and do not deliver the tobacco. It is to be hoped that the experience of the growers and buyers this year will do away with the system of buying the crop in the field, which can never hope to be mutually beneficial to both parties. It is reported that the primed tobacco was not up to last year's quality and that there is considerable of this yet unsold. It is estimated that there will be 3500 acres of tobacco grown in Suffield during the coming year, which is about one-quarter of the acreage of the state.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

EL ZAGAL'S LITTLE POTENTATE:—25,397. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1913. Superia Cigar Manufacturing Co., Detroit, Michigan.

FASCINATER:—25,398. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1913. Kaufman, Pasbach & Voice, New York.

MANTILLA:—25,399. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1913. Kaufman, Pasbach & Voice, New York.

GENERAL ORDER:—25,400. For cigars, cigarettes, chewing and smoking tobacco. January 27, 1913. The Moehle Lithographic Co., Brooklyn, New York.

SHEAF:—25,401. For cigars. January 27, 1913. Wm. N. Appenheimer, Toulon, Illinois.

A. C. L. (ATLANTIC COAST LINE BLUNTS):—25,403. For cigars. January 28, 1913. C. F. Zeiran, Lakeland, Florida.

NAVAL HERO:—25,404. For cigars. January 28, 1913. Standard Box Co., Sandusky, Ohio.

CLEAN BILL:—25,405. For cigars, cigarettes, chewing and smoking tobacco. January 28, 1913. The Moehle Lithographic Co., Brooklyn, New York.

THE LEHIGH CLUB:—25,406. For cigars, cigarettes, chewing and smoking tobacco. January 28, 1913. B. Friedman, Bethlehem, Pennsylvania.

CARITAS:—25,407. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Kaufman, Pasbach & Voice, New York City.

EL MOSA:—25,408. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. E. M. Freyermuth, Portland, Oregon.

ELMOOSE:—25,409. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. E. M. Freyermuth, Portland, Oregon.

CALEMARD:—25,410. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

CALENZIO:—25,411. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

CHAMPIER:—25,412. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

DRANMOR:—25,413. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

EUSDEN:—25,414. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

EUSDBIUS:—25,415. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

ECHARD:—25,416. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

ZEPURE:—25,417. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Charles S. Bazirgan, Boston, Massachusetts.

SELF MADE:—25,418. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Petre, Schmidt & Bergman, Philadelphia.

BEAVERS FIVE:—25,419. For cigars, cigarettes, chewing and smoking tobacco. January 28, 1913. George J. Gammel & Co., Buffalo, New York.

PRECEDENT:—25,420. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1913. The Moehle Lithographic Co., Brooklyn, New York.

ENVER BEY:—25,421. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1913. Charles Stutz Co., New York.

KNOX COUNTY:—25,422. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1913. Jacob Augustine, Bloomfield, Nebraska.

LITTLE PURITAN:—25,423. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1913. Kaufman, Pasbach & Voice, New York City.

TAMPA WHOLESALE CIGAR CO.:—25,424. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. January 29, 1913. M. Kotler Cigar Co., Tampa, Florida.

DON AMARA:—25,425. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 30, 1913. Kaufman, Pasbach & Voice, New York.

BEDELL'S EL RICO:—25,427. For cigars, cigarettes, chewing and smoking tobacco. January 30, 1913. M. & S. Cigar Company. Pine Bluffs, Arkansas.

BLACK GEORGE:—25,428. For cigars. January 30, 1913. Adam Baker, Windsor, Pennsylvania.

EASY WAY:—25,429. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 30, 1913. H. A. McCann, Binghamton, New York.

LADY ELDA:—25,430. For cigars, cigarettes, stogies, chewing and smoking tobacco, cheroots. January 30, 1913. Hornstein & Berman, Philadelphia.

EL MONT:—25,431. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. January 30, 1913. The Louis W. Keyer Co., Dayton, Ohio.

SAN RACHELLE:—25,432. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 30, 1913. The Moehle Lithographic Co., New York.

RED CAP:—25,433. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 30, 1913. Bernard Schwartz, Detroit, Michigan.

MIDRUCO:—25,435. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 30, 1913. Bernard Schwartz, Detroit, Michigan.

SAMUEL JOHNSON:—25,436. For cigars, cigarettes, chewing and smoking tobacco. January 30, 1913. Chas. Stutz Co., New York.

BABY MINE:—25,437. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1913. J. H. Mumma & Co., Lancaster, Pennsylvania.

BELLA:—25,438. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1913. B. & A. Cigar Factory, Philadelphia.

LAKE COUNTY SPECIAL:—25,439. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1913. Ed. Simon, Hammond, Indiana.

SONDER-BOAT:—25,440. For cigars. January 31, 1913. W. Sonderman, Arlington, Massachusetts.

ARLINGTON HEIGHTS:—25,441. For cigars. January 31, 1913. W. Sonderman, Arlington, Massachusetts.

HEIGHTS OF ARLINGTON:—25,442. For cigars. January 31, 1913. W. Sonderman, Arlington, Massachusetts.

KILBY:—25,443. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1913. H. C. Nolan Company, Philadelphia.

923:—25,444. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1913. W. H. Clark, Binghamton, New York.

ONEONTA CITY GENTLEMAN:—25,445. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. January 31, 1913. A. C. Ingernan, Oneonta, New York.

3 FOR 20c.:—25,446. For cigars, cigarettes, chewing and smoking tobacco. January 31, 1913. J. V. O'Connell, St. Louis, Missouri.

HALENA:—25,447. For cigars. February 1, 1913. Adam Baker, Windsor, Pennsylvania.

COME-ON-NERO:—25,448. For cigars. February 1, 1913. Adam Baker, Windsor, Pennsylvania.

RICHARD CARVEL:—25,449. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1913. Weidmann-St. Louis Cigar Box Co., St. Louis, Missouri.

LOUISIANA COMMERCE:—25,450. For cigars, cigarettes, chewing and smoking tobacco. February 3, 1913. J. M. Ransom, Louisiana, Missouri.

FRIEDRICH DER GROSSE:—25,451. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 3, 1913. Moller, Kokeritz & Co., New York.

HAVANA BOOSTER CLUB:—25,452. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1913. A. C. Henschel & Co., Chicago, Illinois.

KURFURST:—25,453. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 3, 1913. Moller, Kokeritz & Co., New York.

FURST HARDENBERG:—25,454. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 3, 1913. Moller, Kokeritz & Co., New York.

PETER PUCKLER:—25,455. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 3, 1913. Moller, Kokeritz & Co., New York.

STRAUS BROS. & CO. HIGH GRADE:—25,456. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 3, 1913. Kraus & Co., Baltimore, Maryland.

PETER ZEBICH:—25,457. For cigars. February 3, 1913. Canton Cigar Box Co., Canton, Illinois.

HER-METIC-AL SEAL:—25,458. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1913. Cores-Martinez Company, Philadelphia.

NOBUTT:—25,459. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1913. Welcher Brothers, New York.

CUBAN CAPITOL:—25,460. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1913. Nathan Kraus, New York City.

EL CICERO:—25,461. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1913. Nathan Kraus, New York City.

RIGBY'S CLUB EXTRA:—25,462. For cigars, cigarettes, chewing and smoking tobacco. February 5, 1913. J. A. Rigby Cigar Co., Mansfield, Ohio.

CEDAR VALLEY:—25,463. For cigars, cigarettes, stogies, chewing and smoking tobacco. February 5, 1913. Geo. W. DeWald Cigar Co., Waterloo, Iowa.

LILLIAN LEWIS:—25,464. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 5, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

HAVANA TWINS:—25,465. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 5, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

JULIAN CLAUSSEN:—25,466. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 5, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

DOROTHY DEACON:—25,467. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 5, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

SLAVIA:—25,469. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 5, 1913. Wm. Steiner, Sons & Co., New York.

BONO:—25,470. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. H. J. Fleischhauer, Philadelphia.

COLLECTOR:—25,471. For cigars. February 6, 1913. H. B. Fromer, New Haven, Connecticut.

FROM US TO YOUR LIPS:—25,472. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 6, 1913. Dorr Cigar Factory, Inc., Augusta, Georgia.

LA-GUIN'EVERE:—25,473. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. United-American Cigar Co., Pittsburgh.

NELLIE GRAY:—25,474. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. Heywood, Strasser & Voigt Lithographic Co., New York.

QUAKER PRINCESS:—25,475. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. Cores-Martinez Co., Philadelphia.

QUAKER PRINCE:—25,476. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. Cores-Martinez Co., Philadelphia.

QUAKER KING:—25,477. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. Cores-Martinez Co., Philadelphia.

1071:—25,478. For cigars. February 6, 1913. T. P. Anspach, Womelsdorf, Pennsylvania.

LE BOURSE:—25,479. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1913. Seidenberg & Co., New York.

FOSTER HAVANA BABIES:—25,480. For cigars. February 7, 1913. Eli C. Foster, Milwaukee, Wisconsin.

MADE IN DETROIT:—25,481. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1913. T. A. Wadsworth, Detroit, Michigan.

LA MURIEN:—25,482. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1913. Adolph Hirtenstein, New York.

MILD & SWEET:—25,483. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1913. William Pottberg, Binghamton, New York.

ALBANY BOOSTER:—25,484. For cigars. February 8, 1913. Henry Heck & Son, Albany, New York.

IROQUOIS BLUNTS:—25,485. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 8, 1913. William M. Stauffer, Myerstown, Pennsylvania.

RE-REGISTRATIONS.

PARKER GORDON'S GIBBY INVINCIBLE:—25,402. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1913. Parker Gordon Cigar Company.

AL AMEDA:—25,426. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 30, 1913. Atlas Cigar Box Factory, Chicago, Illinois.

MID WEST:—25,391. For cigars, cigarettes, stogies, chewing and smoking tobacco. January 28, 1913. Parker Gordon Cigar Company.

LIGHT VELVET:—25,468. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 5, 1913. F. M. Howell & Co., Elmira, New York.

GOLDEN CAMPINES:—25,374. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. W. H. Grim, Windsor, Pennsylvania.

SILVER CAMPINES:—25,375. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1913. W. H. Grim, Windsor, Pennsylvania.

ENGLEWOOD CLUB HOUSE:—25,349. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 20, 1913. Charles Berger, Chicago, Illinois.

CANCELLATIONS.

CUBAROMA:—25,377. January 25, 1913. By Heywood, Strasser & Voigt Lithographic Co., New York.

HAVAROMA:—25,378. January 25, 1913. By Heywood, Strasser & Voigt Lithographic Co., New York.

PATRICIAN:—25,354. February 6, 1913. By Kaufman, Pasbach & Voice, New York City.

DON CASTELAR:—25,356. February 6, 1913. By Kaufman, Pasbach & Voice, New York City.

GOVERNOR SILAS WRIGHT:—25,335. February 6, 1913. By The Mochle Lithographic Co., Brooklyn, New York.

FRIEDRICH DER GROSSE:—25,451. February 6, 1913. By Moller, Kokeritz & Co., New York.

Summary of British Tobacco Trade for 1912

NO improvement was noted in the tobacco manufacturing trade during the past year, states a consular report. The number of manufacturers' licenses issued was 360, a decrease of 47 below the number in 1909, and four less than were issued in 1911. Manufacturers were also adversely affected by the increased cost of leaf tobacco, prices having shown considerable advance over the high figures of the preceding year. It was stated that the Virginia crop of 1911 was unsatisfactory and the Balkan war operated to maintain the scarcity of Turkish and similar tobaccos. Commenting on this situation, the Chamber of Commerce Journal says:

> It is not to this country (England) or to Ireland that manufacturers will be able to look in the future for suitable material to compensate for the annual shortage in their supplies from Virginia and other districts of the United States; happily, however, within the limits of the British Empire tobacco is now being produced admirably suited in every way for the manufacture of choice cigarettes and high-grade pipe requirements. Both Rhodesia and Nyassaland are growing leaf of good color, quality and flavor, similar in many respects to that coming from the best districts of Virginia and Carolina.

The total quantity of unmanufactured tobacco imported into the United Kingdom in 1912 was 138,127,730 pounds, valued at $25,114,314, an increase of more than 19,000,000 pounds in quantity and $5,500,000 in value over the 1911 imports. The entries for home consumption were 103,637,122 pounds, as against 101,114,584 pounds in 1911. The imports from the United States were made up as follows: Stemmed, 43,577,092 pounds, valued at $8,382,478, as compared with 33,642,266 pounds, valued at $6,232,604 in 1911; unstemmed, 78,321,271 pounds, valued at $12,495,488, as against 70,965,344 pounds, valued at $9,496,074, in 1911. Only a small portion of the United Kingdom's imports of manufactured tobacco comes from the United States, the principal item in this class being Cavendish and negrohead. In 1912 the United Kingdom imported $257,272 worth of this latter class from the United States. The exports of tobacco in 1912 from the United Kingdom amounted to 18,378,278 pounds of manufactured tobacco, and 10,098,287 pounds of snuff offals, with an aggregate value of $12,724,262.

It has been suggested in some of the English newspapers that the increased consumption of tobacco is an indication of the prosperous condition of the working people.

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Interesting Trade Items

John C. Houghton is now located in the Voller Building, Main Street, Evart, Michigan, where he is conducting a cigar manufacturing business. He has associated with him three cigarmakers, which staff will be increased as business warrants.

Lewis Grossmar, Windsor, Connecticut, sustained a loss of about $3000 through fire, which a short time ago destroyed his three-acre tobacco shed and warehouse, together with his 1912 crop of tobacco. The loss is partly covered by insurance.

The cigar stand formerly operated by Fritch Brothers, under the title of "The Brunswick," 119 High Avenue, East, Oskaloosa, Iowa, has been taken over by Fritch & Himes.

C. K. Komp and J. W. Jones are the new owners of the cigar store formerly operated by Dr. M. M. Bull, Eugene, Oregon.

Just so soon as Oscar F. Rawson, a cigar manufacturer of Worcester, Massachusetts, finds a suitable location, he will discontinue operations at 391-393 Main Street, thereafter doing a wholesale business only.

Henry Fedemeyer, a cigar manufacturer of Albany, Oregon, is now located in the St. Charles Hotel and expects to increase his help in the near future.

It is rumored that the United Cigar Stores Company are endeavoring to secure a lease on the building at present occupied by the Citizens' State Bank at Eighth and Main Streets, Dubuque, Iowa, this being one of the best locations in the city.

The management of the Capital City Tobacco Company has been taken over by W. B. Carlton, treasurer, and E. F. Malone, secretary; J. W. Davis, who took an active part in the affairs of the company, having resigned. Mr. Davis' resignation will make no change in the operating of the company, as the former policy will be maintained.

Much attention has been attracted by the splendid new store which has just been opened by the United Cigar Stores Company at Merrimack and Prescott Streets, Lowell, Massachusetts. It has been fitted up with the most modern appliances, an innovation being the installation of an ornate soda fountain, finished in marble, with decorations of leaded glass. The new store is open on Sunday and is proving quite a convenience to the public, not only from the tobacco end, but from that of the soda fountain as well.

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Make tobacco mellow and smooth in character and impart a most palatable flavor
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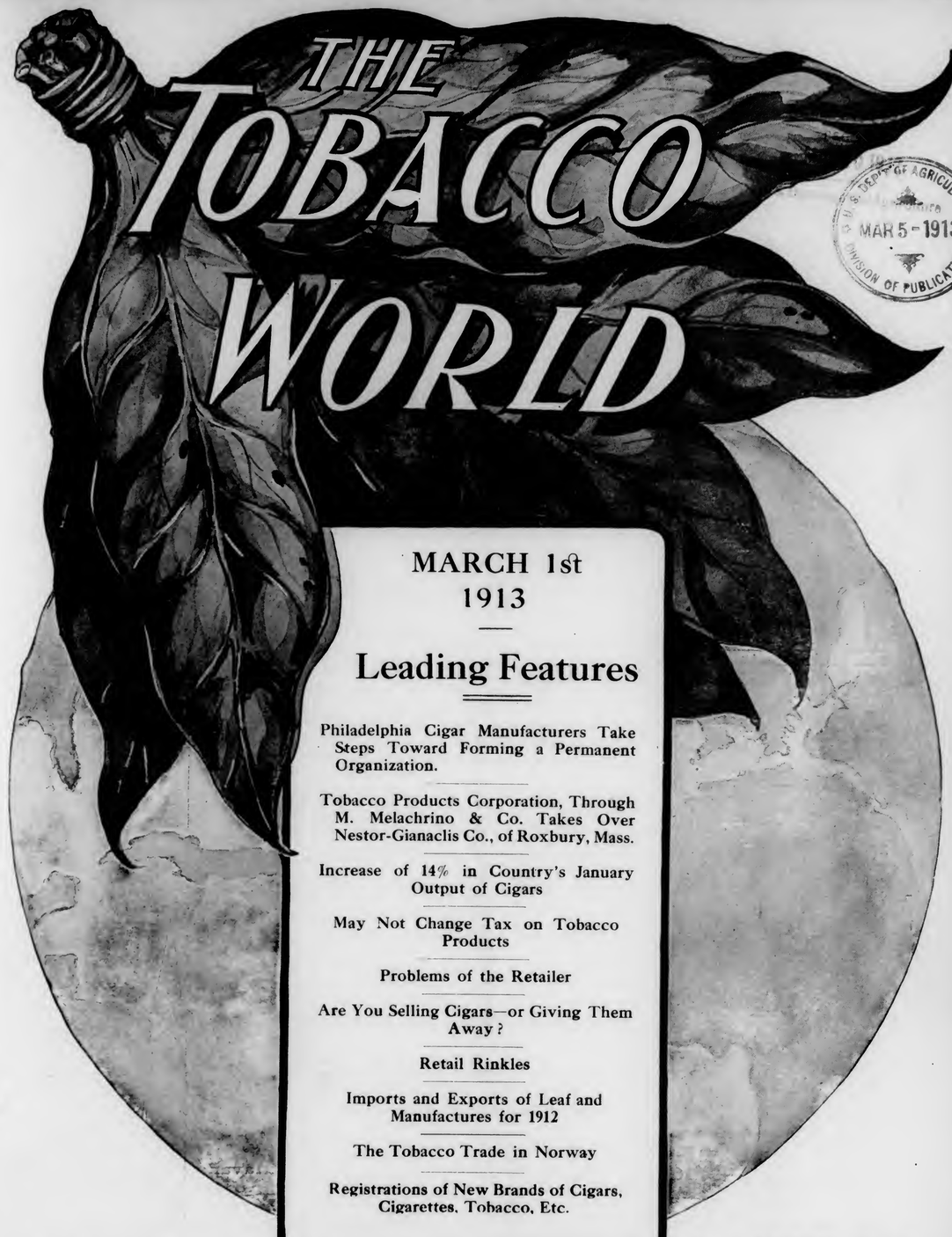

THE TOBACCO WORLD

U.S. DEPT. OF AGRICULTURE MAR 5 - 1913 DIVISION OF PUBLICATIONS

MARCH 1st
1913

Leading Features

Philadelphia Cigar Manufacturers Take Steps Toward Forming a Permanent Organization.

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The Tobacco Trade in Norway

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ESTABLISHED 1881

Vol. XXXIII No. 5

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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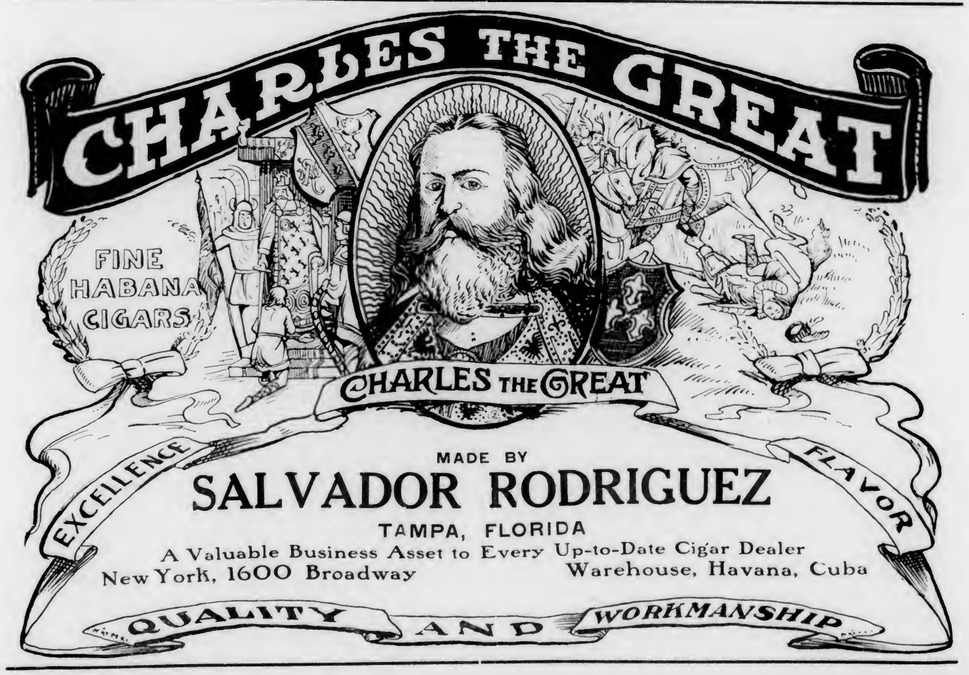

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Lancaster, Pa.

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10c. to 25c.

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For Gentlemen of Good Taste

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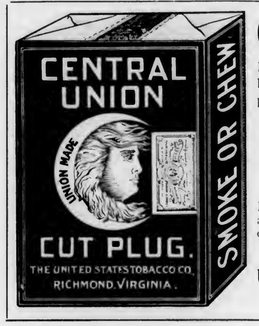

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Look for the woman's face and the Union Label on each package.

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United States Tobacco Co.
RICHMOND, VA.

Counsellors Keep Customers Coming

or, as one dealer happily phrased it

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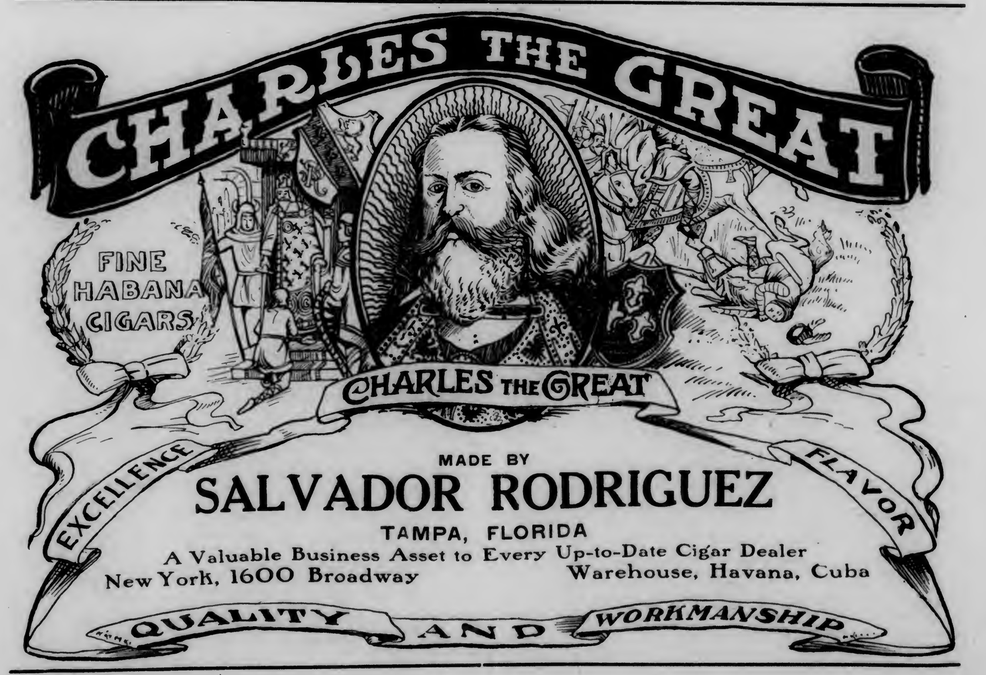

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25 different constructions and patent attachments to select from at 10c. to 35c.

Over one million made. Some of these have been in use eleven years in nearly all countries, many customers praising their great value.

The Knockdown Frames for adjusting glass *sent by mail* all over the world.

P. A. BECKER CO., 132 Cumberland St., Brooklyn, N. Y.

Established 1891

Makers of All Kinds of Moisteners and Display Goods

"EL JAFFE"

THE CIGAR THAT PLEASES MORE SMOKERS THAN ANY 10c. CIGAR MADE.

THE CIGAR THAT WILL HELP BUILD UP YOUR BUSINESS.

THE CIGAR THAT IS ALL QUALITY.

MADE FROM FINEST GRADE OF HAVANA-GROWN HAVANA TOBACCO, BROAD-LEAF WRAPPED. A RICH SMOKE FROM START TO FINISH.

OUR PROPOSITION IS ATTRACTIVE. WRITE FOR PARTICULARS.

Baum-Jaffe Co.
115-17 N. Third St.
Philadelphia

Do You Manufacture Scrap Filler Cigars?

IF YOU do, we can supply you with better scrap Filler Tobacco than you have ever used. Here is something that **you** *want.*

Horner's Select Scrap Filler is ready to work and is unusually coarse, free from stems, siftings and artificial flavoring, every ounce of which can be worked up without loss.

Packed in bales, 50 pounds net, 25c. per pound, f. o. b. cars, Gettysburg, O.

Write for sample, at **our** *expense.*

Specialists in Scrap Filler Tobacco

Horner Tobacco Co.

Factory and Warehouses, Gettysburg, Ohio

Dayton Ohio

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS
PANATELLA FINOS
The New Sizes
COMMANDERS
BREVAS

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana - Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.
LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

The Cigar for the Connoisseur

Stratford

Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia
Distributors Wanted. Write for Price List.

German Process Cigar Bands Are the Best

Write Now—Made Only by
Wm. Steiner, Sons & Company
Lithographers
Steiner Bldg., 257-265 W. 17th Street
NEW YORK

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
NATIONAL CAN COMPANY
Independent Manufacturers — Detroit, Mich.

Makers of High-Grade "Union-made" Cigars Only
I. TEITELBAUM & CO., CLEVELAND, OHIO

WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

¶ We desire to call the attention of **Jobbers** as well as retailers to our exclusive **Sanitary Packing** of the

El Wadora Cigar

This justly celebrated Brand is packed 50 to the box and in separate bundles, **which are carefully wrapped in foil thereby insuring perfect sanitation** and **retention of the original quality.**

(We have some territory open for live jobbers)

SIG C. MAYER & CO., Makers
306-308 Cherry Street, Philadelphia

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:.Cigar Box Labels.:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

GEO. SCHLEGEL

22nd St. and Second Ave., NEW YORK

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Springer, Mgr.
CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. B. Schoenfeld, Mgr.

NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices

Short talks to Dealers

Many a staid professional man smokes Fatimas—the cigarettes he learned to like in his freshman days.

There is something peculiarly good about a cigarette that can hold the loyalty of such men for year after year.

FATIMA
TURKISH BLEND
CIGARETTES

A cigarette that can make and keep friends in this manner is a good one for the dealer to tie up to as a leader—for the brand you *push* should not only attract customers, but it should have the quality that holds them. For years Fatimas have demonstrated this *holding quality* with men who can and will pay any price for a cigarette that just suits them. *More Fatima Cigarettes are sold than any other brand in this country.*

Our 1913 advertising campaign will add many new names to the already long list of Fatima smokers.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

If there is any value in quality,

If there is any value in prestige,

If there is any value in handling repeating cigars,

Then

Consider BOLD.

The most valuable asset to successful cigar distribution today.

BOBROW BROS.
114 S. Second Street, Philadelphia, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

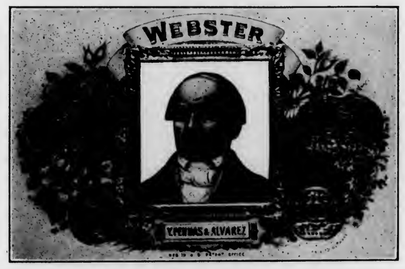
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR

5c. STRAIGHT

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX

The largest handlers of scrap tobacco in the world.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cherifi Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

The Tobacco World

Vol. XXXIII. PHILADELPHIA AND NEW YORK, MARCH 1, 1913. No. 5.

Philadelphia Cigar Manufacturers Take Steps Toward Forming a Permanent Organization

Meeting, Called to Fight Pernicious Legislation, Is Well Attended—Two Committees Appointed—Another Gathering in Near Future—To Confer With Cigar Interests in Other Cities

AT a well attended and representative gathering of the cigar manufacturers of Philadelphia in the Bingham Hotel, Tuesday evening, February 25, steps were taken toward the forming of a permanent city organization, the title of which body will be decided later. While the meeting was called primarily to prepare a brief to be presented to the Ways and Means Committee of Congress, protesting against the proposed increase in the internal revenue tax on cigars and tobacco products, it was finally resolved that the present occasion, as well as any future matters of this kind, warranted the organization of a permanent body. It was argued by one person after another that the benefits to be derived would be incalculable. One pleasing feature of the affair was the feeling of harmony and good fellowship which prevailed. It caused one to wonder why such a body as is proposed was not already in existence.

The Necessity of Organization.

The meeting was called to order by Mr. Dietsch, of Otto Eisenlohr & Brothers, who explained the object of the gathering. Then suggestions were made for the appointing of a temporary presiding officer, and Nathan Baum, of the Baum-Jaffe Company, was selected. Opinions were asked from the different manufacturers and in response Robt. J. Boltz, of the Boltz-Clymer Company, gave a report of a visit he made recently to Washington, in reference to the increased revenue bill. He pointed out that in order to make the proper impression and to work together, it was imperative that a brief be prepared before the actual advertisement of the proposed hearing is known. According to his interviews with several of the Congressmen representing the Philadelphia cigar manufacturers, the majority of whom are Republicans, they could promise little in the way of assistance at that time.

Mr. Dietsch then went into details regarding the evils the cigar manufacturer must put up with and warned those present that in addition to the changes now under contemplation in Congress, affecting the tobacco trade, there were several measures in the State Legislature, which would have a bearing on the operation of their factories were they enacted. He mentioned several dealing with the regulation of the hours of labor in factories.

Claiming that more good would be accomplished by forming a permanent organization, since one was badly needed, a body which would be able to deal with all injurious legislation, as well as introduce and foster beneficial measures, Mr. Shea, of Bayuk Brothers Company, made an appeal to the manufacturers to organize at once. This was heartily approved of by other speakers who followed him, and it resulted in a motion by Mr. Shea that a committee be formed to take up the matter of organization. This was passed.

It will be the duty of this committee to prepare a circular and other matter to be sent to all the cigar manufacturers of the First Pennsylvania District, asking them for their support and inviting them to join the body.

Continued on page 23

Tobacco Products Corporation, Through Melachrinos, Purchases Nestor-Gianaclis Co.

Entire Capital Stock of Roxbury, Mass., Cigarette Manufacturing Firm Becomes Part of Recently Incorporated Concern—No Change for the Present, in Manufacturing or Selling Methods, Announces R. M. Ellis

OFFICIAL announcement was made on the twenty-sixth ultimo that following numerous rumors, M. Melachrino & Company, Incorporated, had purchased the entire capital stock of the Nestor-Gianaclis Company, who manufacture the "American Nestor" cigarettes at their factory in Roxbury, Massachusetts. In addition to this, the company had the exclusive agency in the United States for the "Nestor" goods of foreign make and for the cigarettes made by the T. Vafiadis & Company, which are marketed through Park & Tilford.

R. M. Ellis, of the Melachrino Company, informs THE TOBACCO WORLD representative that by this change the Nestor Company becomes a subsidiary of the Tobacco Products Corporation, which, as is well known, also owns M. Melachrino & Company, and that for the present, at least, there will be no change whatever in either the conduct of the manufacturing or the selling of the "Nestor" cigarettes.

Petition for Receiver of Burley Tobacco Society Refused

Judge Tracy, in Covington, Ky., in Reviewing the Case, Orders Filing of List of Members

(Special Correspondence of "The Tobacco World.")

CINCINNATI, February 27.

JUDGE FRANK M. TRACY, in an opinion handed down by his court in Covington, Kentucky, has refused the appointment of a receiver for the Burley Tobacco Society. He has ordered, however, that James L. Rankin, the secretary, and Walter T. Loomis, a stockholder, living at Independence, Kentucky, make up a list of those who are connected with the Burley Society.

In reviewing the case the court refused the appointment of a receiver on the following grounds: The capital stock of this corporation shall be $2,000,000, divided into shares of $1 each. The shares of stock shall be issued to the several beneficial owners thereof, and the power to vote said stock shall be vested in the individuals who constitute from time to time the district board of the Burley Tobacco Society, who shall continue to act until their successors are elected and are qualified.

The suit was first filed at Independence, Kentucky, last October, and alleged that the late Frank P. Mann and others were never elected members of the directors of the district board of the Burley Tobacco Society, and that they illegally took possession of the money and affairs of the Burley Tobacco Society.

The purpose of the suit, it was asserted at the time of its filing, was to compel an election of directors by the stockholders of the entire Burley Tobacco Society, and to compel them to turn over to the legally elected directors $1,050,497.69.

Are You Selling Cigars---Or Giving Them Away?

Written for The Tobacco World by James V. Thompson

DURING the course of a conversation with one of the best cigar salesmen I ever knew, a short time ago, our talk drifted to the subject of salesmanship. This man was slightly disgruntled at the time because he had been worsted by one of his competitors in placing his brand with a good dealer in that city. "I don't believe in knocking," he said, "but I can't help feeling that any one who sells cigars like that fellow does is no salesman. But if his house stands for it, I'll bet he won't stop doing it. Why, he literally gave them away."

He was working a city at the time, to which he had been sent by his firm, together with the salesmen of the wholesale house distributing his brand. He had made fairly good headway, but had been handicapped by the fact that the home cigar manufacturers had covered the city pretty well and were giving inducements which he would not meet. The man he referred to had given away fifty cigars with the first order of two hundred. The dealer, of course, called this to his attention when he tried to solicit him. "I told him before I left, after we had haggled over the price for a while, that I was selling cigars, and not giving them away," my friend said, "and when I can't sell any more, I am going to farming."

Free Deals One Evil

A wholesaler called my attention to a scheme tried on him a short time ago. The salesman for a cigar manufacturer induced him to take on a brand, with the understanding that he would stay in the town for a month and go among the retailers introducing it. He went out and sold two cases before the month was up, giving many away, then left town, assuring the wholesaler that the duplicate orders would be forthcoming. About six months later, when the jobber did not re-order, the salesman again called upon him and wanted to know what was wrong. "Nothing, except that they don't want any more," replied the head of the jobbing house. "I'm going to have three cases sent in a few days and will sell the cigars even faster than before," said the salesman. He did that and evidently had no trouble in getting rid of them. He came to the jobber when the cigars were out of the place and asked for his money. Fortunately the local man happened to know that the "salesman" had been placing them with the understanding that any cigars left over after a period of thirty days could be returned. He thereupon refused to pay for them until he received the money from the retailers. And when more than half of the cigars came back, he congratulated himself on "getting wise."

There are any number of cigar manufacturers who use these methods to extremes, when introducing a brand, yet these same men take offense when the retailer starts to cut prices on the cigar. When the dealer is given cigars, he can't be blamed for literally giving them away in turn. The fact that he can get them so easily cheapens them in his estimation. And when the smoker buys them below the regular price, he receives the same impression.

Western Dealers Eliminate Price Cutting

The Western Retail Cigar Dealers' Association was formed to remedy just such conditions among the tobacco dealers of the Pacific Coast. The Seattle Association instituted many reforms which have made for greater profits for the retailers. It has denounced price-cutting and other poor methods of doing business, with the result that the former was virtually eliminated.

N. E. Nelson, secretary of the body, recently said: "The man behind the counter cannot only stimulate the demand, but create it, if he has the confidence of his patrons. If you are a salesman and a business man sell goods at a profit. Anybody can give away goods. Salesmanship is the ability to sell goods at a profit."

Have you ever thought, Mr. Dealer, to which of these classes you belong? Do you depend upon the service you give your patrons, the condition and quality of your goods, the confidence of your customers—or must you rely upon price-cutting to bring the smoker to your store? If you look upon the latter as one of your big business getters, you are building your trade upon a very unstable foundation, indeed.

A cigar dealer in one of our large manufacturing cities decided to stir things up in his part of the city. Each Saturday, he cut a well known nickel cigar to seven for a quarter, brands he was paying $35 for. The third Saturday when he was selling another brand at the same price the manufacturer of the cigar came in and said: "What are you trying to do, Bill? Give my cigar a black eye?" In a very short time he heard from the other factories, and in several cases the ultimatum went forth to the effect that any store selling brands at cut prices would not be sold any more cigars. He did not see, until it was called to his attention, that it was hurting the cigar. Bill sells them at the regular price now.

One dealer, who insisted upon price-cutting in this city after being warned, secured the cigar from a jobber outside. He did not know that it was an easy matter for the manufacturer to send to his store for a box of the goods and by looking on the bottom of the package see where he had purchased it. The jobber, who sold him, upon a threat of having the brand taken away from him by the manufacturer if it occurred again, cut him off.

It matters not how the price-cutting is looked upon, from any angle almost, it is a bad thing for all concerned, and since it has proven beyond a doubt to be a particular evil of the cigar, cigarette and tobacco business, the dealer who shuns it will be benefiting himself more than he realizes. The store with the reputation of selling cigars too cheap, is passed over by some factory representatives as being undesirable.

Is Bad For All Concerned

Stand upon your own feet, build up your business upon a reputation for first quality goods, upon fresh stock, attractive, not necessarily expensive, fittings, good window displays, and an all round reputation of being a merchant, not a cut-price artist. Then you will be working along the same lines as have made the big dealers of the country.

It is so much easier to tell a fellow what to do than it is to do it, that the wonder is that there are not more of us at it.

Horse racing is not by any means the only thing that makes a difference in opinion—take the different tastes for tobacco and cigars, for example.

A man is not likely to be too polite. He may use too much ceremony and palaver, but that is not true politeness any more than wearing too many flashy clothes is the sign of a true gentleman.

Making people want things is a whole lot better business than merely furnishing what they actually need.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

WHEN one of the wealthiest merchants of the country was asked the other day how he accounted for his rapid rise in the business world, he summed up his principles in a way which could be applied to many a man who is now pointed to as a type of the successful up-to-date merchant. "I kept my eyes open for every opportunity that came my way to better myself," said the millionaire, "and in working was not afraid to keep everlastingly at it." This can aptly be said to explain to an extent how Henry Straus, of the large Cincinnati wholesale and retailing cigar and tobacco house, became one of the big factors of the trade in the Middle West.

Henry Straus

It has been said of Mr. Straus, that he could scarcely have kept out of the cigar business had he tried. He entered it when a mere boy, early in the seventies, and has watched the industry grow in that section, incidentally growing with it and becoming a big influence in it.

Mr. Straus is now fifty-six years of age, the possessor of one of the largest jobbing businesses in the Ohio Valley, and every day sees him at his main store with as much work on hand, and in the course of a day done, as is attempted by any of his many assistants.

He was born and raised in Cincinnati. His father died when he was a youngster, and in casting about for something to do he was given a messenger boy job with the old firm of Krohn, Feiss & Company. With this firm he remained until January, 1880, when he determined to branch out for himself and employ some of the money that he had carefully saved from his earnings.

His first stroke of business was the foundation of the large interests he now controls. In the eighties the old Burnett House was the hotel of the city. It was there that big business deals and other affairs were carried through. Steamboating was in its prime and coming from the levee the river trade had to pass the doors of the hotel. Third Street was then the big financial Broadway of the lower Ohio, so when he opened a store in this building at Third and Vine Streets, success could not but follow in the wake.

By 1896 his business had so expanded that he opened a branch store in the old Pike Building at Fourth and Vine, closing the other location a year or so later.

During the big opera house fire of 1903 the Pike Building was destroyed and this, which he considered his original store, was moved to 527 Vine Street. Fire also followed him there, for this location is the Grand Opera House Building, which was gutted in 1904, but his stock was not wiped out.

Another branch store was opened on Vine Street near Fourth in 1885, and in 1903 a lease on a location at Fifth and Walnut Streets was secured and the store was moved there, where it continues to do a flourishing business.

In 1908, he opened a stand in the Havlin Hotel on its completion, and in June of last year he bought out the cigar stand of Lee Cahn, which had been established in the Union Savings Bank and Trust Company Building. During the time that he has been in business Mr. Straus took in Charles Stars and I. S. A. Straus as his partners. The style of the firm was then changed to Henry Straus & Company.

In 1886 Mr. Straus paid his first visit to Cuba and a direct importing business followed. He was a pioneer in this line in this section of the country. Before the passage of the McKinley Bill the importations ran to a million and a half, and since the introduction of high tariff, while not as large, the imports of his firm remain the largest in this section of the country.

Some of the brands of cigars handled by Henry Straus & Company, are those of Bock & Company, the "Carolinas," "Diligencia," "Corona," "Hoyo de Monterrey," "Manuel Garcia," "Partagas," "Por Larranaga," "Romeo and Juliet," "Sol," "H. Upmann," "Villar," "Julia Marlowe," in addition to being the representative of the United Cigar Manufacturers' Company, in that section, the "Owl" and "General Arthur" being the big sellers.

PROBLEMS of the RETAILER

Cater to the Worth-While Pipe Smoker

THE man who is an inveterate pipe smoker and uses good pipes and tobacco is well worth cultivating. There are many stores which make a specialty of dealing in smokers' articles. It is a treat to be waited upon by some of the older clerks in those establishments. They have handled pipe cranks for years and display real salesmanship. When a prospective customer comes into the store, these salesmen rarely ask him what price he wants to pay, or exactly the pipe he wants, until the customer shows a preference. He lays each pipe before the man, explains its merits, any advantage it has and its disadvantages, and allows the quality of the article to influence the customer as to what price he will pay.

In selling pipes, impress upon the smoker that a good pipe will become better after being seasoned, while a cheap one will never improve. Talk merit and quality of the goods, and the customer can talk prices.

But be sure to keep your pipe stock in condition, so you will be able to talk quality. You can't put a pipe before a man and enlarge upon the superior briar it is made of, then let him see that the bowl is a little off color and the bit has turned lighter. This is one thing that many tobacco retailers neglect. They consider it a waste of time.

Your better grade briar pipes do not require the care that the cheaper ones do. You need not feel afraid that exposure to the sun by displaying them in the windows will ruin them. They will become darker rather than lighter in color. Olive oil will darken any briar pipe. The cheap pipe, with the defects covered with putty, and with a dark stain, becomes lighter and shows every flaw in it. The amber and vulcanite mouthpieces are sometimes slightly injured by strong light. This can be remedied by rubbing them with moistened tissue paper. This applies to rubber also. Take extreme care with your meerschaum pipes. Before trying to clean them with a silk handkerchief or cloth, see that all dust is removed, for they may be scratched, which is easily noticed.

Game of Making Good Has Time Limit

In the game of making good, there's a time limit.

When we were seventeen the future to us was a world unexplored, with time unlimited. But at thirty-seven or forty-seven our perspective has changed. We look into the future through wiser eyes and are startled—time has acquired boundary lines. We look back at opportunities lost—at things done which we ought not to have done—at things left undone which we ought to have done—at long hours and well-meant labor which proved profitless.

And it shows in our score.

We stand at the crest of the hill. The game is half over. To win we must capitalize the future with experience gathered from the past. But we cannot afford to put off till tomorrow. We cannot afford to miss even one opportunity.

There is a limit—a time limit—and every day, every hour, every minute is reducing just that much, our chance of rolling up a good score in the game of making good. We can't afford to go through the year not knowing whether we are winning, playing even, or going behind.—*J. R. Worden, of* Burroughs Adding Machine Company.

The Rating of the Cigar Dealer

MANY retail and sometimes wholesale houses take offense when an inquiry is made regarding the financial standing of its business.

This is a matter which is often misunderstood by dealers who claim to be good merchants. The writer has seen instances where the head of the house has literally "gone up in the air" when a reporter from a mercantile agency called and asked a number of questions which he considered impertinent. He took the stand that it was no one's business but his own as to just what condition his finances were in. That no one had any right to ask him what the amount of his stock was, or whether any of his holdings were mortgaged.

This is a bad mistake.

Were this man to be in the office of a cigar manufacturer when orders come in, he would be surprised at the method of procedure before the order is placed. Unless the firm ordering is well known, the letter is turned over to a man who passes upon it. Dun's and Bradstreet's is first consulted as to the rating of the house and if it is too low, considering the size of the order, it is ignored, or either the person is written to and requested to furnish references as to his liability.

Perhaps you have been offended at times as to the manner in which your order has been received by a certain cigar manufacturing firm, and you said to yourself, "Well, if they don't want to do business with me, there are many who will." And you got huffy about it. Perhaps you can trace this whole unpleasantness to the reception you gave the man from the mercantile agency. Even if your rating is not of the highest, the reputation you may have for paying your bills promptly, which will be put with your credit rating, will go a long way.

These agencies fill an important place in modern business, and the man who opposes them never gets very far on it.

Window Bulletin Suggestions

If Woodrow Wilson Indulged

we feel sure he would pronounce the ——— cigar the official inaugural smoke. But since he does not, many of his followers will more than make up for the enjoyment he misses.

10c. Straight and 2 for a Quarter.

Celebrate the Inauguration

by investing in some ——— cigars. Yet they are not made for special occasions only, but for the everyday and all-day smoker.

5c. Each, $1.15 a Box of 25.

For the St. Patrick's Day Smoker

We carry everything in the tobacco line from clay pipes and scrap tobacco to the finest imported briars, meerschaums and the quality mixtures.

Semi-Editorial Puffs For The Thinking Dealer

YOUNG Winkler worked for Jabez Beall, who deals in shoes and linseed meal. For years he was a valued clerk, and Jabez warmly praised his work. And Winkler's friends would often say he should be drawing better pay. "He owes his splendid trade to you; oh, what would poor old Jabez do, if you'd decided to flee the coop? 'Twould surely leave him in the soup." Young Winkler's head began to swell so many people stopped to tell him what a honeybird he was, and clapped his back with fervent paws. So Winkler then began to feel he was a bigger man than Beall, and he got grouchy, mean and sore, because he wasn't drawing more. He thought if he resigned his job his boss would wail around and sob and beg him for a while to stay, and doubtless give him double pay. And so, in haughty tones he told old Jabez that his feet were cold. "My services are in demand; good jobs await on every hand. You don't, I fear, appreciate, how much I've done to make you great." Thus Winkler made his little spiel. "I'm glad you quit," said Jabez Beall. "In other days you did quite well, but since your head began to swell you made myself and patrons tired, and I had planned to have you fired." Now Winkler tramps around the town and hunts a job and is turned down, and while his world's a thing of gloom, old Jabez's trade is on the boom.—By *Walt Mason.*

Moral: Don't allow your cranium to swell.

The Western paper, which recently gave an account of the thrilling adventure of a man who kept a pack of wolves from devouring him by keeping four cigars lighted and poking them towards the ravenous beasts, evidently forgot to mention the brand. We have met some awful "ropes" in our time, but the cigar that can scare away a wolf is in a class by itself.

The fellow who will take a lighted cigar in a street car and inconvenience other smokers is one of the biggest assets for the anti-tobacconists to play upon. Fortunately for the tobacco trade these men are the exception. The recent anti-smoking edict by the trolley company in Philadelphia showed that such was the case. Conductors said that it was often done unthinkingly and that when a man was told he threw it away without any questions. Of course, there were a few of the exceptions, too.

It is said that the tobacco habit was introduced in Turkey by English sailors. The use of the weed was quickly prohibited. As in Russia, a tradition was discovered prohibiting its use by the faithful. The prophet Mahomet is said to have foretold that in future ages some of his followers should smoke an herb called tobacco, but that these people would be unbelievers.

One Turkish ruler, Sultan Amurath IV, strictly prohibited its use under heavy penalties. Searches were made for smokers; tobacco pipes were driven through their cheeks, and rolls of tobacco hung like collars around their necks. They were then placed on asses facing the tail, and after being driven through the streets as a warning to others, were hanged.

RESPONSIBILITY

Accept the task,
And make that task your own;
By and through it,
Your talents shall be shown.

Power grows on power,
So step by step improve:
Avoid the easy way—
The common groove.

On trained discernment,
Fix your firmest thoughts;
Thus duty comes as pleasure
And not with trouble fraught.

—*Printers' Ink.*

PRACTICALLY every large office building in Chicago has a cigar stand in the lobby. In the biggest of these structures, especially where great numbers of men are employed and where crowds of visitors enter and leave, these stands are owned by well-known cigar dealers or are parts of a system controlling a number of the places.

But, in the smaller buildings, where the number of employees is less and the visitors are fewer, each cigar stand as a rule, is owned, or at least managed by some elderly man who seeks to make a modest living in circumstances which assure him independence and fair remuneration for his time and his services.

These elderly men constitute a class all by themselves in commercial life. As a rule, all are genial, courteous, kindly and, and at the same time ready and pleasant conversationalists. In many cases they have "seen better days." Business reverses, ill health or other untoward circumstances have left them in condition after passing middle life making it necessary for them to follow some calling that will guarantee them a living income without the necessity for hard work.

They know personally every man, woman and child who is called to pass their stands with any degree of regularity. Primarily, their stock consists of cigars and other smokers' articles. But, as a rule, they keep on hand a considerable supply of various other things. They have chewing gum for the stenographers in the building. They have candy for the younger folks. They keep postage stamps on hand for anybody and everybody. They have all sorts of cough drops and some other styles of medicaments, being ready at any time to diagnose the minor physical ills of mankind. Then, too, they are very accommodating in the way of cashing small checks, sometimes loaning small amounts of cash, and otherwise ministering to the financial needs of their patrons.

Everybody likes them. Everybody respects them. Sometimes it is not an easy matter to come on familiar terms with them. But, when they learn to have confidence in those with whom they deal, they are all kindness and sociability. They are living enclyclopedias of information concerning the tenants of the building, the near-by business establishments, the show places of the city, and in a general way of the history of the metropolis and the biographies of its leading men, living and dead.

Yes, they constitute a class all by themselves. Long may they live to deal out the best cigars in their stock for the smoker, favorite brands of chewing gum for the girls, candies for the little folks and knick-knacks for everyone—and especially to cash small checks and accommodate impecunious clerks with small loans of cash.

The man that considers himself as merely working for some one else and fails to realize that he is also working for himself—his own welfare and advancement—at the same time, is not likely to make much progress.

THE doc has been poking my ribs till they're barked. "You'll have to quit smoking," he sternly remarked. "Your heart is a-thumping like surf in a storm; and it will quit pumping if you don't reform. You must, on my honor, cut out the cheroot, or you will be a gorner, you dippy galoot." The learned doctor's orders I followed one day, and over the borders of madness I stray. I'm filled with a yearning for spinach on fire; to keep a pipe burning is all I desire. My nerves in a jangle, I can't write a rhyme; I just fume and wrangle and cuss all the time. I shy at my labor, my mind's in a fog; I scrap with my neighbor and poison his dog. For fragrant Havana I sigh and I pant; I bust the piano and browbeat my aunt. So bring me my briar that gives me delight! The doc can go higher than Kilderoy's kite! So long as I am smoking his threats are a joke; I'd rather be croaking enshrouded with smoke than be an old fogey of two hundred years, deprived of the stogie that comforts and cheers. That life is a treasure no one will deny; but sometimes the pleasure of living's too high.—*Walt Mason.*

An amusing incident in the life of Charles Lamb, the English writer and essayist, is recorded in the book "William Hone, His Life and Times." Mr. Hone said:

"One summer's evening I was walking with Charles Lamb, and we had talked ourselves into a philosophic contempt of our slavery to the habit of snuff taking, with the firm resolution of never again taking a single pinch. We threw our snuff boxes away from the hill on which we stood at Hampstead, far among the furze and brambles below, and went home in triumph.

"I began to be very miserable, was wretched all night. In the morning I was walking on the same hill. I saw Charles Lamb below, searching among the bushes. He looked up laughing, and saying:

"'What! You are come to look for your snuff box, too?'

"'Oh, no,' said I, taking a pinch out of a paper in my waistcoat pocket. 'I went for a halfpenny worth to the first shop that was open.'"

A friend of mine, Bill we will call him, was an inveterate cigar smoker. But he was a married man, with not too large an income, and naturally the expensive imported brands were beyond reach of his purse. For all that, Bill would get the best cigar possible. He usually smoked small five-cent cigars during the week, then on Saturday, stocked up on ten-cent or three-for-a-quarter smokes.

The bane of his life was a neighbor who received any number of ropes from salesmen and others entering the office in which he was employed. Neighbor knew a good cigar, too, and would pass many of these punks along to Bill, knowing that Bill, of course, had a better cigar or two and would offer him one in return. At last he got tired of smoking this awful stuff handed him by Neighbor and saved every one until he had a boxful of the worst collection of snide brands imaginable.

One night, coming home in the smoker to the suburb in which they both lived, Bill remarked to this fellow, "Say, neighbor, I have a box of cigars which are becoming a little dry on me. I have quite a few on hand now, which I am smoking, and if you want that boxful, you are welcome to them." Neighbor, of course, accepted and said he would send his boy over for them after dinner.

He nearly threw a fit when he opened the box and found every cigar he had given Bill the last six months. They were the finest collection of "Flor de Cabaggios" and "El Punkerinos" you would find in a month of Saturdays.

Neighbor evidently was not such a bad fellow, for he saw the joke and tries his own gift cigars after this. Nevertheless, Bill said that there was quite a pronounced coolness between the two families for a time.

The late Queen Victoria of England was much opposed to smoking, and were she to come back to Windsor Castle in London, would probably be astonished at the number of smoking rooms now distributed over the palace. The rooms for smoking in her various residences were always relegated to the distant parts of the establishments. Guests were always warned against smoking in their apartments and were compelled to use the few smoking rooms or wait until they left the place.

It is said that so emphatic was the Queen against the habit that the whole household of Sandringham was much alarmed at one time when it was ascertained that her Majesty was coming to the palace. King Edward, who was far from being an anti-tobacconist, had recently had a great part of the house remodeled and smoking rooms were scattered plentifully throughout from the first floor to the roof. In order to mislead the Queen they were labeled "Bath rooms" until she left the place.

A cigar salesman stopped at one of the smaller country hotels in the Southwest some months ago for the night. When he arose in the morning he found no water and started on a quest for it. He found the landlord out at the stable doing the chores for the day, and made his request for the liquid.

"What for?" the landlord asked.

"I want to wash my face," rejoined the salesman.

The landlord directed him to a creek near by, and he went there for his morning ablutions, followed by several children, whose curiosity had been aroused. As the traveler washed his face and combed his hair, as best he could, the children stared at him in amazement with wide-open eyes.

Finally the largest boy's curiosity got the best of him and he blurted out: "Say, Mister, do you-all take all that trouble with yourself every day?"

—THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Good Movement Started in Philadelphia

An encouraging sign of the times was the enthusiastic meeting held in Philadelphia during the past week for the organization of an association of cigar manufacturers of the First Revenue District of Pennsylvania. The need of such an organization to look after the interests of the cigar manufacturers is so obvious as to need no comment, but it has taken almost an upheaval to bring about even the first steps of organization.

The impending increase of revenue tax on cigars is the menace which has awakened the manufacturers to the importance of united effort to protect themselves and their industry. In laying the foundation for this organization, the Philadelphia manufacturers have pointed the way for the manufacturers elsewhere to take similar steps and bring about a national organization that will really achieve something and be permanent in its influence.

The stumbling block to all associations of this character is, that being called into existence in times of extreme need, they lapse into a state of coma during times of peace and gradually peter out.

If it is worth while organizing at all, it should be worth while making these organizations permanent. Constantly, there are questions arising, vitally affecting the cigar trade, which could be handled effectively by the manufacturers through united effort which is deaf to petty prejudices and jealousies.

If local manufacturers everywhere should form local associations similar in character and affiliate with a national body, they would have a solid organization that would really achieve something, both locally and nationally.

Wanted: A Moses—

We have been favored with a copy of the address prepared and delivered by Nicholas Ehrlich, vice-president of the Brooklyn branch of the Independent Retailers' Association of America, which was read at a recent meeting of retailers and manufacturers held in New York at the Victoria Hotel.

In perusing this carefully written brief, we are again forced to admit that despite all the individual work, and trumpet blasts of warning, the actual, crying need of the independent industry today is for a magnetic and majestic leader who can bring directly home to those concerned the exact situation as it exists.

Meeting after meeting has been held of the retailers in New York City, Philadelphia, Boston and in other centers, and in every place the same conditions have arisen. The gatherings have developed little or nothing but petty jealousies, and a desire on the part of some men to hold offices with a high-sounding title. When it came down to putting up the sinews of war in the shape of a few dollars to help carry out certain lines of beneficial work, a majority of the members have always been conspicuously absent.

If the independent manufacturers of the country want to see the independent retailers properly organized, let them get together in a businesslike way, secure the services of a corps of brilliant men, guarantee the needed money and send them forth. Results will follow.

The cigar industry needs a man like unto John Mitchell, of the mineworkers, or an Arthur, of the railway engineers, to accomplish some tangible results, and THE TOBACCO WORLD is almost ready to admit that it is up to the manufacturers, unjust as it may seem, to take up the work of effectively organizing the retailer—a job which up to date the retailer seems unable to do for himself.

It is a good thing to argue about the different ways to do business, for that is the road to enlightenment if followed right, but it is a mistake to condemn all other ways but yours, for there is often more than one right way to do things successfully.

Good business this year means increasing the capacity next year, no matter what the size now, and it is a part of human nature to want to do more next year, no matter how much has been done in the year gone by. Our wants are progressive and we are disappointed when there is any kind of a halt in their progress.

Have You Voiced Your Protest?

Have you written to your Congressman, protesting against the proposed increase in revenue taxes on cigars. If you have not done so, you have neglected your duty as a member of the tobacco trade and are inviting disaster to your business.

The time to get busy is NOW.
It's too late, once the tax is raised.
Kill the movement in its infancy.
Write today.

From The Tobacco World Bureau, 910 Hartford Building, New York

Preferred Havana Tobacco Co. Locates in Eagle Building

Jose M. Diaz to Direct New York Office—New Quarters and Humidors Best of Their Types

THE past week has been a strenuous one for Bustillo Brothers & Diaz, Calixto Lopez & Company, P. Verplanck & Company, and the Lopez, Hermanos Company, who form the recently organized Preferred Havana Tobacco Company. These various concerns have been moving into combined offices, which take up the entire front of the fifth floor of the fine new Eagle Building at Twenty-first and Fourth Avenue. President Jose M. Diaz, of the Preferred Company, will be in entire charge of the New York office, with P. Verplanck as the general sales director; Manuel Lopez, director of manufactures, and F. Bustillo, chief purchasing agent, being assisted in this work also by Mr. Lopez. J. M. Diaz, of the company, leaves New York on March 8 for a trip to Cuba and Tampa, and after that he will make a short stay at Palm Beach. Mr. Diaz will be accompanied by Howard Charles, of Charles & Company, who are large distributors of the well-known "Flor de Mundo" brand, which is controlled by the Preferred Havana Tobacco Company.

The new offices of the corporation are thoroughly modern in every respect. They have installed a magnificent humidor which is surpassed by none in New York. They have over 3500 feet of floor space in their new location and this affords ample opportunity for the proper conducting of the four component businesses of the corporation.

Fassler & Shepard New Leaf Firm

Fassler & Shepard is the title under which a new leaf firm has been organized at 231 Pearl Street, New York City. Andrew N. Shepard, one of the members of the firm, had been an extensive grower and packer of Connecticut tobaccos for more than a quarter of a century. Samuel A. Fassler, the other member, has had a wide experience with a number of packing firms, but within the past four years has been in business for himself. Mr. Fassler will attend to the office details and the sales end of the business, while Mr. Shepard will put his attention to the growing and the packing end of the business. They will deal in Connecticut tobaccos exclusively.

Robert E. Lane on Western Tour

Robert E. Lane, the representative for the "Partagas" Havana cigars, left last week for a lengthy trip to the western part of this country and Canada. He will work towards the Pacific Coast, thence going north to Canada. He expects to cover about 9000 miles and will return to New York about April 1.

Griffin-Neuberger Co. Occupying New Quarters

Splendid Facilities Afforded—Plantations in Connecticut Have Annual Crop of 3000 Bales of Tobacco

THE Griffin-Neuberger Tobacco Company will occupy their new quarters at 130 Water Street, corner of Pine Street, on Monday, March 3. Here they have taken two floors and contractors have been busy for several weeks past fixing things in shape for their use.

At the new quarters the firm have splendid facilities to conduct their own selling, a policy which they have just incorporated, and their sample rooms are most commodious and well lighted. The company are one of the largest handlers of Connecticut-grown tobacco in this country, and their plantations are sufficiently large to give them an annual crop of over three thousand bales of all varieties, with their warehouse located at Clarksville, Connecticut. The officers of the company include Moritz Neuberger, as president; Fritz Lederer, vice-president, and F. B. Griffin, general manager.

"Pure Aroma" and "Turkish Blossom" New Cigarettes

Introduced and Manufactured by Pure Aroma Tobacco Works, Who Claim Special Qualities Through Curing Process

Several brands of Egyptian cigarettes, the quality of which the manufacturers claim is far above the average, are being put on the market by the Pure Aroma Tobacco Works, 146 Pearl Street, this city. They are known as the "Pure Aroma" and "Turkish Blossom" cigarettes and are guaranteed not to irritate the throat.

The particular quality of these cigarettes is said to be obtained through a special curing process. Louis Edelman, of the Pure Aroma Tobacco Works, has been experimenting with this process for several years and says that in offering these brands to American smokers, they give them Egyptian cigarettes of a natural aroma and free from any foreign flavor or substance whatever.

Philip Morris & Co., Ltd., Take Over Hyman Plant

S. Hyman, Limited, the Canadian tobacco manufacturers, have sent a circular to the trade announcing that they have disposed of their manufacturing and selling rights in the United States to Philip Morris & Company, Limited, of New York, who will in the future manufacture and market the brands known as "Hyman's English Mixture," "Hyman's Cut Plug," "Hyman's Special Mixture," "Hyman's Sun Cured" and "Hyman's Extra Mild." All orders and correspondence are to be addressed to Philip Morris & Company, Limited, 402 West Broadway, New York City.

MAN IN THE MOON ENJOYING "REGENSBURGS"

Catchy card used in advertising "Regensburgs" in the street cars.

The tip of the cigar is tinseled, giving the appearance of being on fire, and can be seen from any position in the car.

"El Myra" A New Monday Cigarette

A new popular-priced cigarette has recently been placed on the market by S. Monday & Sons, of Brooklyn, New York. It is termed the "El Myra" and goes to the consumer ten for five cents. A new feature of the selling of this brand is the placing of a coupon in each package with a cash value of one-half cent. The dealer receives thirty National Retailers' certificates, free with each 1000.

O. S. Veit Goes With Gans Bros.

Oscar S. Veit, who has been for some time with Rey, Strauss & Company, of Tampa, pushing their "Mi Rey" brand, has resigned his position and joined the selling staff of Gans Brothers, who make clear Havana goods in New York City, with their factory at 417 East Seventy-sixth Street.

Mr. Veit succeeds to the position formerly held by Wm. Frisch, and his wide acquaintance with the trade should help in making him a valuable addition to the Gans staff.

Additional Stand for Gunst's

Another stand has been added to the retail cigar stores in New York City of M. A. Gunst & Company. This concern has leased the store at the southeast corner of Broadway and John Street. They will occupy this location within a short time. It is not known what rent they are obliged to pay, but it is said to exceed $10,000 annually.

Smoker for Independent Dealers on March 27

The Independent Retail Dealers' Association, of New York, at the recent meeting arranged to send a committee through a number of the smaller cities outside of New York in a response to information from these sources relative to the forming of associations. The committee will include Messrs. Hunter, Jonas, Starr, White and Weil. Arrangements for holding a smoker at the regular meeting on March 27 was put in the hands of a special committee.

Police Lieutenants Enjoy "Castenadas"

"Castenada" cigars were supplied to the diners at the annual banquet of the Police Lieutenants' Benevolent Association, at the Waldorf Astoria, on Washington's Birthday. Dave Echemendia, the "Castenada" representative for the United States, took great pains in putting these cigars before the diners in unusual packings. Each diner was supplied with a small single box decorated with the police color of green.

Fifth Stand for British-American Stores

A lease has been taken on the corner of Seventy-second Street and Broadway, through W. W. St. John, president of the British-American Cigar Stores Company, for that concern. After the necessary changes have been made in the building, the cigar stand will be opened about March 15. This is the fifth store of the concern. Other locations are now under consideration and will be taken, provided they are suitable.

E. J. Stachelberg in New York

Vice-president E. J. Stachelberg, of the "Sanchez & Haya" factory, of Tampa, left New York on the twenty-first ult. bound for home, after a trip lasting over a month, and which took him all the way to the Pacific Coast.

Mr. Stachelberg states that the distribution of the five brands of old factory No. 1, of Tampa, was never in better shape than today, and that the popularity of their goods seems to be continually increasing in all centers.

Charles Adler Declared to Be Insolvent

Charles Adler, of 11 Burling Slip, is declared by a number of his creditors to be insolvent. A petition in bankruptcy has been filed by a number of his creditors, among them being John Schlenger, S. Loewenthal & Sons, Joseph Holzman and Hatheway & Steane. Mr. Adler had been manufacturing cigars for more than nine years.

Kreuger & Braun Dissolve Partnership

It is announced that the partnership, formerly existing between William Braun and Earnest Kreuger, carrying on the lithographic business of Kreuger & Braun, at Nos. 312-316 East Twenty-third Street, this city, was dissolved on February 14. Earnest Kreuger has stated that he will carry on the business alone and will pay and discharge all debts and liabilities, and receive all money payable to the concern.

Harry Salomon, of Salomon Brothers & Stern, this city, is at present in Cuba, accompanied by his bride, on his honeymoon. After spending a few weeks in Cuba, Mr. and Mrs. Salomon expect to return to the United States via New Orleans.

PHILADELPHIA.

The Quaker City Trade Outlook

OUTSIDE of the healthy condition of the cigar manufacturing industry at this writing, there has been little of moment in local tobacco circles to cause much comment. The one big piece of news of the past week is the meeting of the cigar manufacturers in the Hotel Bingham last Tuesday night, described in another section of the WORLD. This was most satisfactory as far as results for the present are concerned, and it is hoped that this branch of the trade will see the advisability of forming a permanent, influential organization.

It is now up to the retailers to get busy, if they ever intend to organize. As is known, this was attempted several times. Perhaps the example of the manufacturers will stimulate the retail trade to finally organizing. Let us hope so.

The retailers are not enthusing over any unusual amount of business. The box trade has particularly fallen off. Yet no one is complaining. The dealers state that most of them have still quite a bit of stock left over from the holidays and they are not ordering heavily. The wholesale trade is in sympathy with the retail end, very quiet.

Inspect New Edgerton Tobacco Warehouse

Otto Eisenlohr, of Otto Eisenlohr & Brothers, and C. H. Eimerbrink, general factory superintendent of the firm, have recently returned from a trip to Edgerton, Wisconsin, where they were inspecting a new warehouse lately opened. This latest building for the manufacturers of the "Cinco" consists of two divisions, one of them being 240 by 100 feet, being one story and basement in height, to be used as a sorting room. The other section is 240 by 40 feet in size and is two stories and basement in height. This will be used for storage purposes.

Labor Bill in Legislature Affecting Cigar Factories

The Philadelphia cigar manufacturers are much interested in a bill now before the state legislature, regulating the hours of labor in cigar factories, which would of course affect a majority of them. At a recent meeting of the manufacturers steps were taken for fighting this measure.

The new nickel cigar of the T. H. Hart Company is receiving a cordial reception from the trade. It is marketed under the title "Quaker Pure," and the quality and attractive appearance of the brand have done much to make for its reception.

Doings of the "Havana Ribbon" Hustlers

THE force of new men allotted territories on January 1, by Bayuk Brothers Company, are all meeting with success and report "Havana Ribbons" steadily gaining in popularity with the trade.

A. G. Bucher, in Iowa, Nebraska and the Dakotas, is developing a large business with the jobbers there, and has just completed a visit to The Harle-Haas Drug Company, of Council Bluffs, where he inaugurated an active selling and advertising campaign. Mr. Bucher looks for his territory to produce a big increase of business over 1912, and bases his judgment on the enthusiasm of his jobbers.

E. C. Jeffreys, Texas and Oklahoma representative, is also meeting with success in his territory, as is C. W. McFarland in Wisconsin and Minnesota and Frank D. Patton in Illinois. Mr. McFarland is conducting a selling campaign with The Badger Tobacco Company, at Milwaukee, and Mr. Patton has just terminated one with the Southern Illinois Cigar Company, at Centralia.

E. C. Bohn, Kansas and Missouri representative, made a recent visit to Sol. H. Cohn Company, "Havana Ribbon" distributors for Kansas City, and the H. D. Lee Mercantile Company, who have jurisdiction at Salina, and found the brand enjoying a liberal increase in distribution at both points. Mr. Bohn is now conducting a campaign in St. Louis, where the Hoelscher Cigar Company has control.

Samuel Bayuk, of Bayuk Brothers Company, left by the steamship "George Washington" on the twenty-second instant, to attend the Sumatra inscriptions at Amsterdam, and will return about April 1.

Discontinues South Ninth Street Store

A. Coin, who has been operating a retail cigar store at 35 South Ninth Street, in the stand originally opened by Wentworth Brothers, sold his stock this week and has discontinued business at that point. It has been announced that a store will be opened shortly by the son of Mr. Coin, F. Coin, at 141 North Eighth Street. It is to be styled the Unique Cigar Store.

Mr. Hornstein Retires From Hornstein & Breman

The cigar manufacturing and retail firm of Hornstein & Breman, which was organized recently and is now located at 6 North Thirteenth Street, has undergone a change. Mr. Hornstein has withdrawn from the concern and it will be operated by Mr. Breman. They lately put a new nickel cigar before the trade, "Havana Friend."

Quaker City Notes

Irvin Loeb, of the Loeb-Nunez Tobacco Company, of this city, has sailed for the Amsterdam inscriptions from the port of New York.

Charles H. Gudnecht, the importer of Havana cigars, with offices at 604 Drexel Building, has announced his removal to 421 Chestnut Street, Room 220, Philadelphia Bank Building.

J. W. Brenneman, the Lancaster leaf tobacco man and cigar manufacturer, was a recent caller in the leaf tobacco market.

Daniel Ostrow, proprietor of the Central Cigar Store, at Seventh and Chestnut Streets, has been holding a special sale during the past week on the "Roitray" cigar, made by the G. H. P. Cigar Company, of this city.

John T. Dee, of the Theobald & Oppenheimer Company, has gone on a trip of about ten days' duration, to the West. A recent visitor to the factory was W. S. Conrad, of the W. S. Conrad Company, St. Paul, who distributes the T. & O. products in that territory.

Terry & Duncan have been holding a special sale and giving an inducement in the form of a Hathway lighter, valued at $1, to everyone purchasing cigars, tobacco or cigarettes to the value of $2.50.

Samuel Jeitles, of Jeitles & Blumenthal, is sojourning at Atlantic City, after a strenuous campaign through the Middle West.

Claude E. Turner, the Salvador Rodriguez representative, has been a visitor with the quality dealers.

A. J. Lynch, of the El Draco Cigar Manufacturing Company, was a recent visitor to New York, where he called upon the better class hotel and cafe trade. The "Stratford" is beginning to gain a nice foothold in that market.

The anti-smoking rule on the street cars, which caused a stir among the Quaker City smokers at first, has been obeyed pretty closely by the patrons. Since carrying lighted cigars and cigarettes in cars was done by only a few unthinking persons, the rule was easily enforced.

The "Rameses" cigarettes have been pushed in this market recently through the Stephano sales manager, Mr. Dixon. This has been an unusual procedure for the Stephano factory, as they have never been represented by salesmen. The "Rameses" depended upon its quality alone to become better known. As is known, the company is partly controlled by the Tobacco Products Corporation, which concern recently took over a part interest.

A most attractive window display of cigars was shown last week in the Tenth and Market Streets store of George B. Evans. Among the cigars noted were the "Stratford," El Draco Cigar Manufacturing Company; "Bold," Bobrow Brothers; "Royal Peer," Jeitles & Blumenthal; "Sanchez y Haya," "William Penn," Theobald & Oppenheimer Company; "Havana Ribbon," Bayuk Brothers Company; "Tom Keene," Bondy & Lederer, and "El Palencia," Boltz, Clymer & Company.

Manufacturers to Form Permanent Organization

Continued from page 13

Organization Committee Named.

It is the object of the cigar men also to interest other cigar interests throughout the country and work with them. This organization committee, which is ordered to call personally upon all manufacturers possible and get their support, is composed of the following:

J. F. Gallagher, Allen R. Cressman's Son; G. I. Watson, Sig C. Mayer Company; John T. Dee, Theobald & Oppenheimer; Nathan Baum, Baum-Jaffe Company; Robt. J. Boltz, Boltz-Clymer Company; G. M. Lex, "44" Cigar Company; J. J. Shea, Bayuk Brothers Company; H. Dietsch, Otto Eisenlohr & Brothers; A. V. Pent, Pent Brothers; M. D. Neumann, Neumann-Mayer Company.

Nathan Baum was chosen chairman of this committee.

Then the matter of taking immediate steps for the combating of the proposed increase in the tax on cigars was taken up. It was suggested that a committee be appointed to confer with counsel toward preparing a brief, to be presented to the Ways and Means Committee, showing the far-reaching injury which the cigar manufacturing industry would sustain were there any changes. Several speakers proved that in order to put cigars equal in quality to those made at present on the market, the manufacturer would be compelled to charge the jobber more, who in turn would increase his prices to the retailer. This was shown to be an impossibility, and since the price of labor could not be changed, it was shown that the entire selling system now in practice would have to be changed. And since in times past any changes such as proposed would redound to the injury of the manufacturer, it was reasonable to suppose that such would be the case in this instance.

This discussion took the form of a motion by Mr. Lex, of the "44" Cigar Company, that a committee of five be appointed to prepare the brief and all other steps to be taken regarding present legislation, both state and national. Before it was voted upon, Mr. Boltz asked that an amendment be added to the motion giving the committee the power to increase its membership to seven or nine as they saw fit.

The legislative committee is composed of the following:

Robt. J. Boltz, Boltz-Clymer Company; H. Dietsch, Otto Eisenlohr & Brothers; Isador Langsdorf, A. Roig & Langsdorf; G. M. Lex, "44" Cigar Company; J. J. Shea, Bayuk Brothers Company.

Robt. J. Boltz was chosen chairman of this committee.

A meeting will be held in the near future, at which time the organization will be formed. The date will be decided by the organization committee. At that meeting permanent officers will be elected and steps taken toward the adoption of a constitution and by-laws.

Among those present were:

B. Lipschutz, G. M. Lex, and M. A. Funk, of the "44" Cigar Company; H. Dietsch, Otto Eisenlohr & Brothers; A. C. Fisher and G. A. Balsey, of L. S. Valentine & Son; J. J. Shea, Bayuk Brothers Company; Charles Bobrow, Bobrow Brothers; J. W. Hillier, Hillier & Thomas; N. S. Frechie, Nathan Baum, Baum-Jaffe Company; M. D. Neumann, Neumann-Mayer Company; S. Grabosky, G. H. P. Cigar Company; Wm. Dohan, El Draco Cigar Company; Robt. J. Boltz, Boltz, Clymer & Company; A. V. Pent, Pent Brothers; Herman Vetterlein; Ralph Levine, H. Duys & Company, of New York; H. Dusenberg, Gumpert Brothers; G. J. Watson, Sig C. Mayer Company.

The Independent Cigar Stores, on Thirteenth Street below Market, and on North Thirteenth Street, recently had a sale of "Mascot" smoking tobacco, which they claimed was close to a record for one store in this city. The sale lasted two days.

TWO BRILLIANT GENERATIONS OF WERTHEIM FAMILY

Jacob Wertheim

Maurice Wertheim

Jacob Wertheim, until recently president of the United Cigar Manufacturers' Company, has been known as one of the most dominating and influential persons in the independent cigar manufacturing circles of the country. He retires to take a much-needed and well-earned rest. Maurice Wertheim, his son, who has been secretary of the same concern, of which his father was president, has severed his official connections to enter upon a diplomatic career. He is a graduate of Harvard University.

January National Output of Tobacco Products

THE production of cigars and tobacco products of the country, as compiled from the internal revenue receipts during the month of January, and as compared with the corresponding period last year, shows the output to be far ahead of that period generally. Small cigars and cigarettes at $3.60 continue to decrease. But all other lines are much ahead of 1912.

Large cigars show an increase over the same month last year of about 14 per cent.; cigarettes of almost 25 per cent., and snuff about 30 per cent. Manufactured tobacco also did its share, having an increase in output over last January of 2,180,565, about 6¼ per cent.

The figures are as follows:

	January		
	1913	1912	Increase
Cigars	588,680,183	519,647,260	69,032,923
Little Cigars	86,012,840	97,948,920	*11,936,080
Cigarettes	1,257,582,600	1,007,860,920	249,721,680
Cigarettes at $3.60.	1,708,600	1,757,072	*48,742
Snuff, lbs.	3,053,562	2,347,917	705,645
Tobacco, Mfd., lbs.	34,610,890	32,430,325	2,180,565

*Decrease.

The Co-operative Cigar Dealers' Association, of Manhattan, has been organized to deal in cigars, cigarettes and tobacco, with a capitalization of $20,000. The incorporators are Jacob Fox, Joseph Schoenbrock and Charles Cyrus Bullock, of 1495 Herkimer Street, Brooklyn, New York.

Bill in Indiana Legislature Arouses Cigar Men

The cigar interests of the state of Indiana are much aroused over a measure introduced in the last session of the legislature, which will almost revolutionize the distribution of goods in that state. The bill, which has been in the hands of the House Committee, has been reported on favorably. It is aimed at the middleman. The idea of the measure is to prohibit discrimination in any form in the selling of the product by the manufacturer to any person or firm. At a meeting of the cigar and tobacco dealers of Indiana, L. C. Hamilton, of Hamilton, Harris & Company, of Indianapolis, was appointed as the man to take care of the interests of the trade before the legislature.

Baltimore Leaf Association Elects Officers

At the meeting of the Baltimore Cigar Leaf Association, held in that city, on February 19, A. W. Gieske, of the leaf tobacco house of Gieske & Niemann, was elected president of the association. The other officers elected were Samuel Dealham, Jr., vice-president; G. Howard Lentz, secretary; and A. Fader, treasurer. Mr. Gieske succeeds the late Isaac L. Kemper in the presidency.

The entire packing and selling organization, name and good will of the business of M. Kemper & Sons, of Baltimore, Maryland, is up for sale. I. L. Kemper, head of the concern, died recently, and this step is taken to settle the estate.

The Tobacco Trade in Norway

Heavy Annual Tax on Land Causes Crops to Decrease Each Year—A Splendid Field for Americans

THE amount of tobacco raised in Norway is very small, as there is an annual tax of $8 per acre on all land devoted to this crop, which compels farmers to demand so high a price for their product that they have much difficulty in competing with foreign tobaccos. All that is raised is produced on the west coast; but the industry has failed to make any headway owing to the tax, and the annual crop has not only decreased in amount each year but has also ceased to be a factor in the local market. The grade raised is "dark" tobacco, used chiefly in making cheap smoking mixtures when combined with imported tobacco.

The local demand for tobacco is active. While Germany is credited with about 50 per cent. and the United States with 43 per cent. of the total value of the raw tobacco imported in 1911, the United States actually furnished a larger proportion, as the imports from Germany were partly made up of American tobacco. It is imported via Germany owing to the fact that most of the Norwegian manufacturers depend upon Bremen dealers for their supplies, as the latter grant long terms for payments. Bremen dealers in turn obtain their stocks from Virginia and Kentucky, and from Borneo, Java, Sumatra, and the West Indies. Part of the American tobacco imported direct is bought in Virginia and Kentucky by the resident agent of a large Norwegian factory. This factory also keeps a resident agent in the West Indies.

Bremen Prices—Import and Duty.

The great bulk of the leaf imported from the United States and Germany is "dark" and is used for manufacturing smoking and chewing tobacco either alone or mixed with better grades. This is imported in hogsheads weighing 800 to 900 kilos (1,764 to 1,984 pounds), small manufacturers buying 10 to 15 hogsheads at a time and the largest ones 70 to 80. Local manufacturers pay, at Bremen, about 50 pfennigs per ½ kilo (11.9 cents per 1.1 pounds) for this grade, transportation to Christiania, insurance, and import duties being additional. The better grades, from Virginia and Cuba especially, are imported in smaller quantities, in burlap packages, and are used for manufacturing smoking tobacco, cigars, and cigarettes, and for mixing with cheaper leaf. For these grades the price is 65 to 68 pfennigs per ½ kilo (from 15.5 to 16.2 cents per 1.1 pounds), if bought in Bremen, while a very small amount sells for as much as 78 pfennigs (18.6 cents).

In 1911 Norway's imports of raw tobacco amounted in value to $566,027, Germany being credited with $286,760 worth and the United States with $244,845 worth. Imports of cigars and cigarettes in 1911 had a total value of $404,198, and were supplied chiefly by Germany ($207,673), the Netherlands ($90,321), Belgium ($25,674), Egypt ($23,021), and Denmark ($22,592). No records are kept of the country of origin of imported smoking and chewing tobaccos or of snuff. Norway's purchases of which were valued at $42,934 and $3,323, respectively, in 1911.

The Norwegian import duty on raw tobacco is 27.4 cents per pound if with stems, and 10 per cent. additional for leaves without stems. On smoking and chewing tobacco it is 32.8 cents per pound, and on cigars and cigarettes 72 cents. On smoking tobaccos and cigarettes the immediate packing is included in the dutiable weight.

Domestic Prices—Trade Methods.

Domestic manufacturers make nearly all the chewing and smoking tobacco consumed in Norway. A small amount of both is imported from the United States, England, and other countries, but it is classed among "miscellaneous imports." Norwegian factories also supply about one-half of the demand for cigars and cigarettes. The cigars sell at wholesale for $12.05 to $24.10 per 1,000 and the cigarettes for $3.20 to $3.60. Cigars imported from Germany wholesale for $16.10 to $40.20, and from the Netherlands at $18.75 to $26.80; a few Habana cigars are sold at $80.40 up. Imported cigarettes are priced at $3.20 per 1,000 up, Egyptian and Turkish being the most expensive at $13.40. Both cigars and cigarettes are extensively advertised by domestic and foreign manufacturers. Newspapers, the sides of buildings, billboards, and street cars are used for this purpose, especially for cigarettes.

Wholesalers and manufacturers, as already stated, buy most of their supplies of raw leaf through Bremen dealers, even though the latter may not even see the tobacco, making shipments to Norway direct from the country of origin or from the Netherlands, Great Britain, or Belgium. American growers find a ready market here, but their sales would be larger and their profits greater if they would grant terms of 3, 6, and 9 months, as do the Bremen dealers, and in this way sell direct.

Wholesalers and large retailers buy cigars and cigarettes from traveling salesmen, from resident agents of foreign manufacturers and from foreign factories direct. For cigars the terms are 3, 6, or 9 months; for cigarettes they are usually 30 days, but 3 months is frequently given.

A Favorable Market.

This market offers a splendid field for American tobacco manufacturers, but all who have so far tried to enter it have failed because they have refused to grant long terms for payment. Without these terms it is hopeless to endeavor to make sales. American cigars and cigarettes are well liked and already have a reputation, owing to the many Norwegians who have lived in the United States, but dealers complain that when they try to buy they are always asked to pay cash against bill of lading, which they cannot afford to do.

Lists of Christiania tobacco manufacturers, wholesalers, and retailers may be had upon application to the Bureau of Foreign and Domestic Commerce, Washington, D. C.—*Consul General Charles A. Holder, Christiania.*

NEWEST ATLANTIC CITY SMOKE SHOP

Store of E. S. Jones, 2807 Atlantic Avenue, Atlantic City, N. J., opened on January 25th, showing window display of "Stratford" cigars, made by El Draco Cigar Manufacturing Co., of Philadelphia

C. J. Selvage, a small manufacturer and retailer, at Fourth and Main Streets, Louisville, Kentucky, has removed to 133 South Fifth Street, where he will have a retail store on the first floor and a manufacturing establishment on the second

all that's new with JOBBERS and DISTRIBUTORS

Lee Mercantile Co., Takes on Five Philadelphia Brands

THE H. D. Lee Mercantile Company, of Salina, Kansas, a wholesale house which recently added a cigar department to its business, has announced the lines to be distributed by them in that territory.

They are the "Flor de Jeitles," Jeitles & Blumenthal, Philadelphia; "El Wadora," Sig C. Mayer & Company, Philadelphia; "Royal Lancer" and "El Proposa," Theobald & Oppenheimer, Philadelphia; "Havana Ribbon," Bayuk Brothers Company, Philadelphia; "Dan Sully," E. M. Schwarz & Company, New York; "Salome," Heineman Brothers, Baltimore; "Optimo," A. Santaella & Company; "El Dallo," Wertheimer Brothers, Baltimore.

Mr. Walter Clark, who was appointed manager of the cigar department at the time it was formed, is much gratified at the results obtained, and predicts a good year for the concern's new venture. Mr. Clark was formerly with Theobald & Oppenheimer, of Philadelphia, as their Middle West representative, with headquarters in Chicago.

To Distribute "Bold" in Wilkes-Barre and Vicinity

M. H. Abelson, owner and manager of the Wilkes-Barre Cigar and Tobacco Company, of Wilkes-Barre, Pennsylvania, was in Philadelphia the past week and made arrangements for jobbing more extensively the "Bold" and "Discriminator" cigars, made by Bobrow Brothers, of that city.

This concern has been handling the "Bold," to an extent, for some time, but wanted to make arrangements for distributing it more widely in that section of the state.

The "Flor de Moss" in California

Herman Moss, Western representative of the S. R. Moss Cigar Company, of Lancaster, Pennsylvania, has spent but little time at his San Francisco office since returning from the East, being strenuously occupied with the new specialty campaign on the "Flor de Moss." He has been looking after the trade in Southern California, and is expected to start a campaign in San Francisco soon with H. L. Judell & Company, who have the distribution of the "Flor de Moss." They report an active call for this line and are getting repeat orders right along.

Good Demand for "Reynaldos"

A good demand for the "Reynaldo" cigar, made by Luckett, Luchs & Lipscomb, of Philadelphia, is reported by Arthur Opler, the jobber of that brand in Buffalo, New York. Harry Swerdlof has been appointed a specialty salesman for this cigar in Buffalo and vicinity, working from the Opler stand at 362 Broadway.

The sub-jobbing firm of F. B. Bourg, Incorporated, of Seattle, Washington, has been reorganized and will do business under the title of Bourg & New, Incorporated. The new member of the firm is Charles New. One of the big lines of this house is the F. Garcia Brothers' line of cigars, which they carry in fourteen sizes.

M. A. LaFond & Co. Give Up Wholesale Store

M. A. LaFond & Company, who have been conducting a wholesale cigar and tobacco business at 162 West Jefferson Avenue, Detroit, have relinquished the same and will move the stock to their new store on Woodward Avenue, that city. They will continue to do a jobbing business, but only in a small way, devoting their entire efforts to their eight retail branches. They argue that conducting eight of the leading retail stands in a large city like Detroit is enough to keep them busy ten hours a day without having a wholesale business on their hands. The operation of a retail and wholesale store are totally different, and no one can do justice to both.

Big Order On Coast for "Sanchez y Hayas"

The "Sanchez & Haya" cigar, made by that concern in Tampa, has been doing extremely well on the Pacific Coast within the past year. Edgar J. Stachelberg, vice-president and general manager of the firm, was a visitor to the jobbing connections on the Coast recently, and from Tillman & Bendel, of San Francisco, received an order alone of 2,000,000 "Sanchez y Hayas." Mr. Stachelberg stated in an interview that this well-known brand would be made one of the biggest sellers on the Coast, and pointed out that every jobber handling the cigar was strictly a jobber, a matter that should interest the retailer.

Inter-City Cigar Co. Incorporates in Boston

The Inter-City Cigar Company, of Boston, Massachusetts, which distributes the "Girard" cigar in that city, has incorporated under the laws of that state with a capital stock of $6000. The officers of the concern are: Louis Aaron, of Cambridge, president; Edw. M. Davis, treasurer, and J. M. Farron, director. Mr. Davis has been the representative of the Philadelphia house of Roig & Langsdorf, makers of the "Girard," for some time, and has been the means of having the brand placed with a number of first-class concerns.

Pushing "Charles the Great" in South

Since taking on the distribution of the "Charles the Great" cigars for the state of Georgia, outside of Atlanta and Savannah, the A. J. Long Cigar and Grocery Company, of Macon, Georgia, have been developing big business on this brand. They are featuring this high-grade piece of goods and the duplicates that they have been receiving indicate that it is likely to be one of their biggest sellers.

New Size "El Merito" Makes Good on Coast

The new size of the "El Merito" cigar is reported to be making good headway on the Pacific Coast. This brand, which is manufactured by Boltz, Clymer & Company, of Philadelphia and Tampa, is now being made in a smaller size than formerly. J. D. Waterman is the Coast representative of the manufacturers.

Frank Radoce, formerly the agent of the Enterprise Cigar Company, of Trenton, New Jersey, in that city, has started a jobbing business for himself. He is using an automobile.

David Glickman & Co. Take On "Fifth Avenue'

David Glickman & Company, of 820 South Meridan Street, Indianapolis, Indiana, have been appointed as the representatives for the cigarette firm of I. B. Krinsky, of Brooklyn, New York, in that territory. They will devote their time to seeing that the "Fifth Avenue" cigarettes get their share of the trade in that territory. The Krinsky factory is working at present to its fullest capacity.

Additional arrangements have also been made by the I. B. Krinsky Estate, so that in future, Walter G. Maloney & Company, of 158 East Main Street, Rochester, New York, will represent them in the sale of "Fifth Avenue," "Egyptian Lotus" and their other well-known brands of cigarettes in the upper New York territory.

Ehrman Bros. & Co. Make Alterations

With the intention of broadening the lines of their business, Ehrman Brothers & Company, the wholesale cigar house of San Francisco, are making a number of changes at their store, 138 Front Street. The first floor, formerly occupied by the offices, will now be used for stock rooms. The offices have been removed to the second floor.

New Quarters for Branch of Stone-Ordean-Wells Co.

The Minneapolis cigar branch of the Stone-Ordean-Wells Company, the large wholesale grocery and cigar house of the Northwest, with main offices in Duluth, has been moved to its new quarters in Minneapolis. The whole place has been furnished in a most up-to-date manner. A humidor, holding 500,000 cigars, has been placed.

Month's Campaign on "La Mega" Profitable

The "La Mega" cigar of V. Guerra, Diaz & Company, Tampa, has been marketed with splendid results in Portland, Oregon, through Mason, Ehrman & Company, of that city. They have only had this brand slightly more than a month, during which time their fifty salesmen have placed it in many of the most prominent cigar stands.

Sales On "Zig Zag" Increasing Nicely

J. A. Adams, of the Enelow Cigar Company, of Pittsburgh, Pennsylvania, has returned to that city after a trip through the East, where he found conditions encouraging for the Enelow brands. Mr. Adams has been pushing the "Zig Zag" brands; also the "Little Dutch and German Panatelas."

Larus & Bro. Co., to Sell Reed Tobacco Co. Brands

Under arrangements recently made the Larus & Brother Company, of Richmond, Virginia, will market the entire output of the Reed Tobacco Company, of that city. A number of brands lately introduced by the Reed Tobacco Company are the "Shirley," a ten-cent cigarette, and the "Pekin," retailing at a nickel.

Niles & Moser Cigar Co. Opens Oklahoma City Branch

The Niles & Moser Cigar Company, of Kansas City, which recently took over the Wm. A. Stickney Cigar Company in that city, has opened its new wholesale and retail branch in Oklahoma City. The retail stand is under the management of H. F. Carroll, of Kansas City. The manager of the wholesale department is J. Ward Gates, at one time connected with Schnorr & Company, of Wichita, Kansas. The first cigar to be pushed heavily in that territory by the wholesale branch is the "Chancellor," of the American Cigar Company.

Letters to the Editor

Manufacturer of the "La Reverencia"

AGLOMA, WIS., February 22.

Editor THE TOBACCO WORLD:

Can you advise me who makes the "La Reverencia" cigar, Factory 1344, Ninth Pennsylvania District? We would like this information as soon as possible and enclose stamped envelope for your reply. Thanking you in advance for this information, we remain,

KUEHLMANN BROTHERS.

Our registration bureau shows that this brand was manufactured by Jacob Eberly, of Dallastown, Pennsylvania, although the factory number of this factory is No. 1349. Communicate with them.

Wants Manufacturers of "Bucolo" Cigar

TIFLIN, OHIO, February 15.

Editor THE TOBACCO WORLD:

I would appreciate it very much if you would give me the address of the firm that makes the cigar mentioned on the advertisement of the enclosed cigar sheath. Thanking you in advance, I remain,

Yours truly,

CHARLES MAIBERGER.

George Zorn, Jr., 524 Market Street, Philadelphia, can supply you with this cigar, the "Bucolo." They have it manufactured for them.

Dealers in Cigarmakers' Supplies

NEW YORK, February 17.

Editor of THE TOBACCO WORLD:

Dear Sir—Kindly supply us with the names and addresses of firms dealing in cigarmakers' supplies, and oblige,

Yours very truly,

GRAHAM, HINKLEY & COMPANY.

John J. Sander, 113 Maiden Lane, New York.

Wants Complete List of Cigar Jobbers

READING, PA., February 18.

Editor of THE TOBACCO WORLD:

Dear Sir—Kindly inform us if there is published a complete list of tobacco and cigar jobbers, and where it may be had.

Yours very truly,

C. C. ROLAND CIGAR COMPANY.

We do not know of such a list which is complete enough to be valuable.

Importers of Cigar Bands

NEW YORK, February 15.

Editor of THE TOBACCO WORLD:

Dear Sir—Kindly furnish me with list of importers of cigar bands, and oblige,

Yours very truly,

CHARLES.

Consult our advertising columns.

Firms Buying Tobacco Stems

BATTLE CREEK, MICH., February 17.

Editor of THE TOBACCO WORLD:

Dear Sir—Kindly supply me with the names and addresses of firms buying tobacco stems, and oblige,

Yours very truly,

F. C. EMERY.

H. O. Newcomb, Bridgeton, N. J.

Stachelberg cigars are being heavily distributed through the Crescent Cigar and Tobacco Company, of New Orleans. The "Cremo" cigar, of the United Cigar Manufacturers' Company, is another one of their big sellers.

"Little Lawrence Barrett" on Coast

A new five-cent cigar which is being introduced to the cigar dealers of Washington, is the "Little Lawrence Barrett," made by Bondy & Lederer. The preliminary plans for the distribution of the brand have been carried out by Harry Dalton, the Coast representative, together with a number of assistants.

Address of Nicholas Ehrlich Before Independent Tobacco Advertisers

IN response to a number of requests from cigar dealers of New York and Brooklyn, THE TOBACCO WORLD publishes the address of Nicholas Ehrlich, delivered before the Independent Tobacco Advertisers recently, a body of which Mr. Ehrlich is head. He is also president of the Independent Cigar Dealers' Association of Brooklyn, and is known as one of the most up-to-date, thinking men of the retail trade. While not agreeing with all of Mr. Ehrlich's sentiments, we consider the address worth the perusal of any cigar dealer.

Last Sunday, February 2, the Brooklyn papers reported that the Secretary of State, Mitchell May; Chief Magistrate Otto Kempner, and many other speakers criticized the "tobacco trust" at the Independent Retailers' Association's annual dinner. "They made a strong appeal for the restoration of the competitive system, each of the speakers found a new hope in the incoming administration at Washington." Now, gentlemen, we have been living in hopes for quite a number of years. It is time to look this grievous situation straight in its face; we cannot pay our bills, run our business with hope, something practical must be immediately undertaken to save our existence from perishing.

Tonight I want to appeal to your reason, logic and common sense. Leaving out all phrases of sympathy and sentiment, I will give you dry facts. First I want to say a few words about the tobacco industry in general.

The tobacco industry today may be divided into four branches, namely: cigars, cigarettes, tobacco and snuff. The last three are almost completely controlled by a few tobacco concerns. They order the quality of production, they also dictate the smallest profit to the retail end of it. The manufacturing in these three branches by the independents is living out its age. There will be merely a few left, here and there, for a memorial of these three great industries.

The only industry left in the hands of the independent manufacturers is the cigar industry. It appears to be a strong and healthy industry from the manufacturers' standpoint, but if you will watch it more closely and examine it thoroughly, you will find that the trust-germ has entered the independent cigar field, here and there, and is consuming it very rapidly.

You, gentlemen, the real captains of the cigar industry, have labored very hard for many decades, with the best of your abilities to make the manufacture of the cigar a skillful art, a comfort and pleasant enjoyment for the American smoker.

Florida and New York make the best cigars on earth, and the citizens of this country enjoy smoking the best cigars in the world. And what do we see today in our great tobacco industry? We find: straw substituted for tobacco; molasses and maple sugar substituted for the natural tobacco flavor. Virginia tobacco replaces the high-valued Turkish, Porto Rica goods are pushing out clear Havana, Manila is taking place of seed, and before long, the new generation will be educated to get the bait of smoking alfalfa, and Pennsylvania seed instead of your tastefully blended and skillfully made tobacco products.

The production of cigarettes increased twenty-five and one-half per cent. last year. The increase in manufactured tobacco was about 13,000,000 pounds. The increase in snuff was about 2,000,000 pounds, and the production of clear Havana cigars instead of rising fell back 223,000,000. The importation of Porto Rica and Manila cigars is rapidly increasing. The Porto Rica-American Tobacco Company is shipping 8,000,000 cigars, and 2,000,000 little cigars to the United States every month.

The question is now before us, what will become of our great American clear Havana cigar industry? What shall the independent manufacturer do? Shall we wait for the president-elect to recommend supplementary anti-trust legislation? Let us assume that it will be possible. Then the question is, will it help to restore fair competition? Will it give you an equal opportunity in the market to fight the legalized, law-obedient, organized, concentrated wealth which incorporates over night a $50,000,000 concern, and is able to incorporate million dollar concerns every sixty minutes? The most of the bonds and the preferred stocks are in the hands of the trust magnates, and the biggest amount of the common stock is in the hands of the common people.

Any government that will try to take serious action against the trusts, will at the same time close the doors of the banks and factories. Business will come to a standstill. The majority of the stockholders who invested their last savings in those stocks, will be driven to poverty and we will have to face a general crisis.

The retailers' organization is fighting only one side of the "tobacco trust," that is the illegal methods they have used in swallowing their rivals. There is another side of the "tobacco trust," which we cannot injure or harm, which is in perfect harmony with the existing laws and constitutional rights of every institution in this country.

The accumulation of enormous wealth in one center enables it to erect the biggest, most modern factories in the land, to use the latest inventions, to have the best equipped machinery, to hire the highest experts for the production, to have the most efficient management inside. They can reach every consumer in the land at a very small expense. They can sell their products with profit at a price at which the individual independent manufacturer will not be able to produce it. You charge less to the jobber than to the retailer. The producing price per thousand will be much less when you manufacture a million cigars a month than when you manufacture one hundred thousand, or less.

The "tobacco trust" has another way of getting the cigar trade. They are doing it every day, and you do not realize it. The "tobacco trust" is taking away your foundation and your structure itself is falling. Your foundation is the independent retail trade. The "United," "Schulte," etc., are demoralizing and destroying the independent retail trade. The cigar industry is suffering the consequences. The number of retail cigar stores is rapidly decreasing. The mercantile agencies of Dun and Bradstreet report regularly every month the failure of over one thousand business firms every month through bankruptcy. The National Association of Credit Men states that out of every hundred business men starting with small capital, ninety-five fail; only five remain in business. The necessity of the "Tobacco Trade Alliance" shows that the retailers' existence is not so sure and safe as it used to be. We feel that the retailer is losing ground. But the purpose of the alliance should be not to save a few dollars entrusted to some retailers, but to save the whole business to which the manufacturer entrusted his existence, his whole life.

It makes no difference how bitter we are against the "trust," we must admit that the "trust" is a new chapter in our economic system. It is dominant and has come to stay. The "trust" is not the child of unfair competition, but the mother. Unfair competition is the result, not the cause, and the only reason for it is, to eliminate the middleman. It is true that the "trust" gives benefit only to a few magnates, nevertheless, in a general way the development of the "trust" institution is a progress because it saves a lot of waste in time, capital and energy; and we cannot turn the wheel of progress back. We have ninety millions of citizens in the United States, and only one per cent. retailers, and I do not see how the one per cent. will be able to change a system that ninety-nine have lived up to. The independent retailers and manufacturers themselves, their wives, sisters and mothers, their friends and relatives who are worrying so much about their welfare are helping the very same "trusts" to develop and stay by purchasing their food, clothes and shelter from the big department stores, Woolworth's Five and Ten-Cent Stores, or Butler's and Roulston's Grocery Stores. Every other man patronizes the United Cigar Stores, or the tobacco trust's products for the same reason that you go to some bargain aisle in any of the department stores.

We live in an age of concentration, co-operation and consolidation. The concentration of wealth, the development of machinery and industries, the division of labor in production, as well as in the place of distribution. The United Cigar Stores Company, in this country is only an example of the revolution in the retail trade which is coming in the near future in every line of distribution of commodities, from the producer direct to the consumer. The rapid growth of Woolworth's Five and Ten-Cent Stores Company, the consolidation of three large groceries, retailers (Butler's, Roulston's and Atlantic & Pacific Tea Company), Ward's Tip-Top Bread Corporation, the National Cigar Stands Company, the Riker & Hegeman's Drug Store Company, the development of the United Cigar Stores Company, etc., show the success and power of combination and consolidation, in the retail trade.

The New York Investigation Committee (of the high cost of living), which has reported, recommends, as a means of reducing the cost of distribution, the development of food department stores. The committee reached the conclusion that such establishments, buying direct, receiving direct and selling direct, represent the best economic type in point of efficiency, minimum of waste, satisfactory distribution and due rewards for management and capital.

Extraordinary industrial changes have come over this land, and reached also the tobacco trade. As it is certain that the sun must rise and set every day, so is it certain that we cannot restore the old individual competitive system in our retail tobacco trade. There is only one salvation for the independent cigar manufacturers and that is, to select a certain percentage of the reliable cigar dealers and good paying cigar stores, to unite and organize a co-operative chain of stores, managed independently by an impartial board of directors. At present you depend upon the retailer only who is disappearing from the market. Fifteen years ago with a much smaller population in New York, we had over ten thousand cigar stores, now with a population of over five million we have only about one thousand cigar stores. The "tobacco trust" has a country-wide market, that is the consumer. Why don't you also go direct to the consumer? With the energetic assistance of the old-experienced, able retailer save the independent cigar industry from perishing. We have a great number of intelligent smokers who usually patronize well-known independent brands. They often have trouble in getting those brands, as every cigar dealer is interested merely in one or two brands. It is impossible for every cigar store to carry very many brands, and keep them in a condition to satisfy the consumer. Some dealers are short of funds. Others have no experience of handling stock and some don't care to follow good advice to improve their conditions.

It is not advisable for an independent manufacturer to open stores and sell exclusively his own products, because an individual manufacturer may be successful for a limited time in a certain section. It may be good temporarily, but I cannot see any future for this kind of stores, because the future belongs to amalgamation and co-operation, not to individual effort. As a rule the nature of the smoker is to change the brand of cigars he smokes as often as he changes his diet or clothes. There are some exceptions to the rule, but exceptions don't count.

A co-operative chain of stores will be able to carry a full line of independent manufactured clear Havana cigars. A store of that kind will perfectly satisfy every good smoker all the time. He will find in those co-operative stores, plenty of well-known, good brands to select from. The popular brands in all sizes and colors will please him. You will have a courteous, respectable, intelligent gentleman behind the counter to meet him, and you are sure of success.

I have tried to organize and combine some retailers, and met with no success. Now I warn you, gentlemen, don't delay! The sooner you do it, the better for you. Organize, co-operate and develop a chain of stores where the respectable, intelligent smoker will be sure to get quality, not silk stockings, or safety razors.

Now I want to call your attention to a few facts and statements about the development of the United Cigar Stores Company:

It was organized in New Jersey, May 16, 1901. Mr. George J. Whelan, founder of this company, who came to New York about a dozen years ago with only $2500 in his pockets, suggested to the owner of the Admiral Cigarette Company, for whom he had previously worked, to open a chain of retail cigar stores in New York. He also traveled with this suggestion to the largest manufacturers in New York, but they all turned him down. Mr. James B. Duke, of the American Tobacco Company, gave him the first $50,000 to begin the chain of retail cigar stores (quoted from Mr. Ellison's address, editor of the U. S. Tobacco Journal, on March 28, 1912, in Terrace Garden, New York).

In the report of the Com. of Corporations on the Tobacco Industry on February 25, 1909:

(p. 313)—In June, 1907, the entire list of the United Cigar Stores was 392, of which New York had 152, Brooklyn 14, Chicago 34, San Francisco 31, Boston 12, Philadelphia 10, and in many other cities one or two.

(p. 314)—And their business in 1906 amounted to $12,727,906.11. All this business was built up in less than six years.

(p. 17)—In 1906, its preferred stock was $750,000. Common stock $450,000. Bonds $750,000.

(p. 17)—And their subsidiary United Merchant Realty Company had preferred stock $100,000, common stock $100,000.

Now a consolidated statement of United Cigar Stores Company (signed by Elliot Everett, treasurer) of July 25, 1912—cash on hand $2,251,248.86, cash to be received on sale of preferred stock $4,527,000, property account, real estate, buildings, mortgages, lease-holds, trade-marks, trade-names, good will, brands, $25,525,915.04.

It is plainly seen by this last item that they estimate their good will, brands, trade-names, which are actually an intangible asset in the tens of millions. They must do the business when they pay dividends on twenty-five millions of watered stock.

Dow, Jones & Company, the Wall Street Journal—News Bulletin, May 29, 1912, states: "The United Cigar Stores Company aims to turn its business every fortnight. The central warehouses are not permitted to keep over fifteen days' stock.

Continued on page 32

Cigar Industry Quiet—Cortez Cigar Co. Sustains Loss and Inconvenience by Fire, Insurance Covering Damage—Moreda & Co. to Have New Factory—Key West Cigar Co. to Increase Working Force

KEY WEST, February 23.

ALTHOUGH the more important cigar factories have sufficient orders on hand to keep them operating for some time, the situation in the industry taken as a whole is quiet. Nevertheless, the general impression prevails among the factory men that 1913, when it gets fairly started, will be a good year for the cigar men.

Part of the stock of the manufactured goods of the branch factory of the Cortez Cigar Company, at Grinnell and Catherine Streets, was destroyed by fire last Tuesday. A member of the firm stated that there was considerable stock in the building and that they were just making preparations to begin work on a larger scale. The loss is completely covered by insurance. The fire was well under way before discovered, but through hard work the building was saved. They have procured the use of the factory building at the corner of Dey and Simonson Streets, recently occupied by R. Fernandez Havana Company, and have opened a branch factory there until the other plant is again in running order.

The E. H. Gato Cigar Company reports business as improving satisfactorily. Recently they have been sending heavy shipments to the Pacific Coast, one of their strongholds. They expect to take on more men today and will be working their factory to full capacity. One thousand employees is usually their limit.

Moreda & Company are making preparations for the erection of a new factory building in this city. They report that they have been compelled to increase their working force during the past month. Preston Herbert, president of the concern, arrived at Key West last Saturday from Havana. He expects to leave shortly for Tampa and New York.

Business is slightly above the average with George W. Nichols & Company for this time of the year. Albert H. Gannerson, a jobber and heavy distributor of the "Solace" cigars in Chicago, stopped off here last week on a trip to Havana and paid a visit to the local factory.

After a short tour through the southern section of the country, John Wardlow, president of the Ruy Lopez Company, is again in town. When seen Mr. Wardlow said that he had a most enjoyable trip from a business as well as a social standpoint. In commenting on trade conditions, he said that business has been improving to his entire satisfaction.

Manager Phillips, of the Key West cigar factory, stated a few days ago that with the new plans they have made for the distribution of their goods in 1913 they will probably be compelled to largely increase their working force in a short time. He predicted that their factory will have one of the best year's business that they have ever experienced and that they expect to reach the 9,000,000 mark during 1913.

Rain and Dampness Hinder Operating of the Cigar Factories—Cincinnati Business Men Given Cordial Reception—Max Roth Cigar Co. to Distribute "El Palencias"

TAMPA, February 23.

OWING to the fact that much rain and dampness prevailed in Tampa during the past week, the cigar manufacturers were hampered in their operations. We have had enough cloudy weather to last us the rest of the spring. For the first time in 1913 cigar shipments fell below the 5,000,000 mark. This was due in part, also, to the fact that almost every cigar factory in Tampa closed on Washington's Birthday, and the fact that next week will see all the baseball fans out in force to witness the games between the Chicago Cubs and Cuban Athletics will probably cause a continuation of this decrease in output. The cigarmakers, as a rule, are ardent followers of the national sport and will come out in force, particularly since one of the contestants is one of the best ball teams in Cuba.

The party of Cincinnati business men who paid this city a visit about a week ago on their trip to the Panama Canal were given a cordial reception by the Tampa business men. The Board of Trade Committee gave each of the tourists a souvenir in the form of fine Tampa cigars. Spoons were given to the ladies in the party. A party of newspaper men escorted the delegation of Cincinnatians to the cigar factories, where they were given a courteous reception.

J. J. French, of Quiros, Villazon y Ca., is again in town after a trip to the South and Middle West. He has reported conditions in those sections as being exceptionally good for this time of year.

A visit to the Boltz-Clymer factory discloses the fact that a number of desirable accounts have been secured for the "El Palencia" cigar. Included among these is the Max Roth Cigar Company, of Los Angeles, a large distributor of cigar and tobacco products in Southern California. This account was secured through J. H. Boltz, Jr., who covers the West for the concern.

The Chicago Cubs enjoyed the courtesy of a number of the Tampa factories the past few days. The managers made it a point to personally conduct them and present them with samples of some of their choicest goods.

A. H. Gohring, who attends to the sales management of the Tampa-Cuba Cigar Company, was recently honored by being elected secretary for the state organization of the Travelers' Protective Association.

Celestino Vega, after a short trip to the Cuban tobacco fields, is again in town. When questioned he stated that the new crop is all that has been claimed for it.

"Wrecking Crew" of Klauber-Wangenheim Company

Snapshot of auto-salesmen lined up ready for a day's work.
The Los Angeles jobbing house of Klauber-Wangenheim Co., was established in 1869, and is one of the representative firms of the Southeast, handling millions of cigars annually.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, February 22.

WE have to record a considerably better market during the past fortnight, as on account of the more numerous buyers in town larger transactions have taken place, as will be seen by the sales lower down, and the prices for all good lots, or vegas, have been fully sustained, while naturally the less desirable styles were disposed of by the owners at concessions to the buyers. While the stocks in our market have been greatly reduced, and partly consist of undesirable goods for cigar manufacturers, eventually having to find an outlet in being sold to the cigarette manufacturers, there are, however, some prime goods still to be found in Vuelta Abajo, Semi Vuelta and a very limited quantity of first Capaduras of Remedios. These goods, however, are held very firm by their owners, as they fully believe that they will be wanted ere long, or, as there are always some buyers that are looking for old tobaccos even after the coming crop is upon our market. According to our figures we calculate that of the remaining stocks of about 26,000 bales in all, there are perhaps one-half of them good, serviceable styles for cigar manufacturers, while the balance may only suit for cutting up and mixing with lighter grades of cigarette tobaccos. A few more lots of new libra de pie, and hojas de semilla, from the Vuelta Abajo have come to hand, which have been sold to cigarette manufacturers at moderate figures, while the better grades are still unsold, as our cigar manufacturers prefer to see how the leaf may look after it has passed the fermentation in the bales.

We have heard that some escogidas are at work in Artemisa, but as far as we can ascertain it refers only to the one very early planted and cut tobacco of a General Nodarse, who commenced to set out his plants late last August (the end of that month, and therefore had commenced his harvest by the end of October already). Besides, we ascertained, that the administrator of the Luis Marx Tobacco Company had some tobacco piled a short time ago, and possibly may commence packing before very long. Still these are the few early swallows that do not count in declaring that the summer has come to stay. As long as there is no continuous humidity, neither the dry leaves can be touched or made into bundles, nor ought they to be piled. There may be a little humidity during the very early morning hours, but as long as the prevailing winds continue to be from the North, or Northeast, the temperature during the day is too dry to admit of any fermentation in the piles, and the tobacco would be only precipitated to the injury of the quality later on.

Sales during the past fortnight were: Vuelta Abajo, 3229; Partido, 215; Remedios, 8040; Oriente, 500; thus making the total 11,984 bales.

Buyers were: Americans, 10,117; the French Regie, 503; exporters to Buenos Aires and Montevideo, 706, and our local manufacturers of cigars and cigarettes, 658 bales.

Exports of leaf tobacco from the port of Havana from February 3 to February 15, inclusive, were: To all ports of the United States, 8450; to Buenos Aires and Montevideo, 831; to Oran, 75, and to London, 10 bales; making a total of 9366 bales.

Receipts of Tobacco From the Country Were:

	From February 1 to February 13, 1913.		Since January 1, 1913.	
Vuelta Abajo	132	bales	198	bales
Partido	23	"	116	"
Remedios	186	"	337	"
Oriente	20	"	123	"
Total	361	"	Total 774	"

If we could believe the reports that are circulated by some people, there will be a tremendous crop in the Vuelta Abajo and in the Partido region, but as we have not forgotten the exaggerated reports last year of the Remedios crop in particular, we have become skeptical and prefer not to join in the wild chorus, only to be disappointed later on, and to be obliged to rectify the earlier erroneous reports. Facts are that it has rained all over the Vuelta Abajo, and in the province of Havana on the 15th and 18th inst., which undoubtedly has benefitted the later set out plants, as well as the sucker crop. Should all the growing tobacco be cut in good conditions, dry off and pass safely through the fermentation process later on, then there may be a very large crop of fillers, because for wrappers it is now already too late in the season. However, there is a big "IF" to be taken into consideration yet, which the lightening calculators forget to take into consideration at all. The Remedios crop in all probability will be smaller, as no rains have fallen in the Sancti Spiritus district, and which represents half the quantity of the crop. The quality may be good on the other hand, owing to the mostly dry weather, but the lighter styles may be missing.

There have been some rumors of sales in the Vuelta Abajo for future delivery which we have not been able to confirm, except in one instance, which was the famous vega "La Higuera" of San Juan y Martinez, and which has been acquired by the "La Escepcion" factory, makers of the renowned "Hoyo de Monterey." The reported prices were: $500 per bale for 1a/14a & Qdo 1a/3a; $320 for 15a R., Qdo 4a & Qdo 1a M.; $200 for 16a R. & Qdo 5a; $70 for 16a/17a, Qdo 6a, Amarillo R., Sentido R. & Qdo 2a M.; $40 for Sentido, Amarillo and Cascara, and $20 for colas and botes. These prices appear very high, but it remains to be seen how the contract was worded, as in reality all these sales are nothing else except in the shape of a mortgage, which prevents the veguero from selling to any other party, but leaves a loophole to the buyer when the time of delivery comes, either to claim that the escogida was not exactly in accordance with the terms of the contract to reject the same, or to insist upon a material reduction in the prices. If the crop should turn out in reality to be very large, there should not be any reason why the manufacturers, or dealers, should be so anxious to purchase vegas at such an early period, although on the other hand we should warn buyers from thinking that the bottom might drop out from the prices. If the tobacco has a fine quality, it is more than likely that the big manufacturers here, as well as in the United States, would make an extra effort to provide themselves with a two years' supply, as we in all probability would not have a repetition of a really fine crop the next year, judging by the long number of poor crops in succession, and this extra demand would result in a correspondingly larger demand, and which would not allow the prices to come down too much.

Leaf Buyers That Come and Go.

Arrivals—From New York: Silas H. Haas, of M. J. Lopez & Company; Harry G. Salomon and bride, of Salomon Brothers & Stern; A. Guedalia, of Guedalia & Company; J. S. Janover, of Teodoro Perez & Company; Arturo Martinez, of Arturo Martinez, and A. Haas, the important tobacco planter of Camayuani.

From Tampa: Mr. and Mrs. Ed Berriman, of Berriman Brothers; José Lovera, of José Lovera Company.

From Norristown: H. C. Gresh, of W. K. Gresh & Company.

From Philadelphia: Frank Dominguez, of E. A. Calves & Company.

From Chicago: Harry Slavinski, of the Havana Importing Company, makers of the famous "Rubini" cigar.

From Paris, France: M. Montravel and L. Girardville, the civil engineers and buyers of the French Regie.

Cigar Importers.

From New York: Rudolph C. Faber, of G. W. Faber, Incorporated; C. H. Mostor, manager of the cigar department of the Waldorf-Astoria Cigar Company.

From Philadelphia: Godfrey Mahn, of Godfrey Mahn; S. Simon, manager of the United Cigar Stores Company.

From Chicago: W. B. Bangs, manager of the Chicago Club; to be expected every day. Carleton White, a director of the Chicago Athletic Association.

From London: Maximinio Rodriguez Borel.

From Glen Cove: Charles Hedger, superintendent of the Nassau Country Club.

Returned—From Spain, Asturias: Manuel Muñiz, of Muñiz Hermanos, accompanied by his sister Victoria, and his brother-in-law, Eugenio Gonzalez.

Departures—To New York: Aleck Blumenstiel, E. H. Smith, Max Rosenblum, José M. Diaz, L. S. Houston, M. Montravel, L. Girardville, J. S. Janover, H. C. Thompson and S. P. Coe.

To Tampa: Angel L. Cuesta, Celestino Vega, Angel G. del Valle, José Lovera and Ed Berriman.
To Norristown: H. C. Gresh.
To Lancaster: John F. Nissly and M. Rosenstein.
To Reading: Wm. H. Yocum.
To Key West: Francisco Fleitas.
To Chicago: W. E. Ericson and W. B. Bangs.
To Philadelphia: S. Simon.

Cigars.

As we stated in our last correspondence we shall not give any detail of the semi-monthly exports, as we are under the impression that the figures are again not exactly what they should be, as by them there has been a decline when we are almost convinced that there should have been an increase, because from all reports the majority of our manufacturers are well supplied with orders from all the chief countries, and are working with full forces. It seems that the fine quality of the 1912 crop cigars has found universal recognition among the smokers all over the world, and in consequence thereof the demand has increased notably, therefore the importers of cigars have not been slow to take advantage and are ordering heavier than they used to do at this season of the year.

H. Upmann & Company are working with full steam in their celebrated H. Upmann factory.

Romeo y Julieta state that they are busier than they have been for the last ten years at this season of the year.

Partagas is employing all the cigarmakers that their two factories will hold.

Henry Clay and Bock & Company, Limited, are working strong in their principal factories. Mr. L. S. Houston left for a flying business trip to the United States, but is expected to return here on the 26th inst. Mr. H. C. Thompson left today for New York, having accepted a position as manager of the cigar department of Wm. J. Clubb, of Winnipeg and Victoria, British Columbia.

Sol is doing a very satisfactory business, as orders are arriving very freely from all parts of the globe.

Castañeda reports that business is better even than during the rush for the holidays.

Flor de P. A. Estanillo states that orders for their "Flor del Fumar" brand are coming in continuously, mostly for high-priced sizes.

Other factories like Allones, Limited; Eden, C. E. Beck & Company and Por Larrañaga have neither any complaints to utter. La Flor de José Otero reports a very good continuous demand for its cigars from the United States, Canada, England, and to a lesser extent from the German Empire.

Buying, Selling and Other Notes of Interest.

Menendez & Company were big sellers, having closed a deal of 4520 bales of first and second capaduras of Remedios, thus liquidating their stock on hand.

Waitt & Bond, of Boston, the makers of the celebrated brand of "Blackstone," were the buyers of the above quantity of choice Remedios escogidas.

Muñiz & Gonzalez closed out their holdings of first capaduras, 1300 bales.

Mr. J. S. Janover, of the firm of Teodoro Perez & Company, of New York, has made some very choice purchases of mild and heavy Vuelta Abajo fillers, about 1040 bales, and as we had the pleasure to taste some of the vegas acquired by him, we are sure that perhaps other houses may have bought as good tobaccos, but better, none.

Rodriguez, Menendez & Company closed out their holdings of 800 bales of Vuelta Abajo and Remedios leaf of a superior character.

Yocum Brothers obtained some 918 bales of Vuelta Abajo and Remedios, which partly had been reserved for them by one of their friends here.

Fernando Fernandez y Hermano sold 647 bales of Vuelta Abajo during the last two weeks.

Sylvester & Stern were buyers of 658 bales of all kinds of leaf for their customers.

Gutierrez & Diehl were sellers of 600 bales, prime Remedios, the balance of their excellent escogida and first capaderas.

The buyers for the French Regie only took this year 503 bales of Vuelta Abajo, which is less than one-half of their last year's requirements.

The Havana Tobacco Export Company disposed of 500 bales of their holdings of Oriente leaf to local buyers for home consumption.

Don Leslie Pantin is never without orders, even if he should have no customers in town, as he bought 500 bales upon cable orders in this manner during the past fortnight.

Cardenas & Company sold 396 bales of Remedios and Vuelta Abajo to their customers.

A. M. Calzada & Company bought for account of their friend, Mr. Max Rosenblum, of the Edwin Cigar Company, of New York, 459 bales of very desirable leaf.

Gonzalez & Benitez turned over 300 bales of their Semi Vuelta escogidas.

Cuesta, Rey & Company, the truly Spanish house of Tampa, purchased 250 bales of Vuelta Abajo fillers.

José M. Muñez was a seller of 350 bales of leaf, Remedios and Partido, to his customers in the last two weeks.

Frank Dominguez secured some 200 bales of good leaf for his house of E. A. Calves & Company, of Philadelphia.

Gonzalez Hermanos & Company sold 370 bales of their choice packings of Remedios.

Celestino Vega was a buyer of 150 bales of leaf for his firm of Celestino Vega & Company.

Key West Interests Want Flat Rate of Duty

At a meeting of the Cigar Manufacturers' Association of Key West held recently, a paper was drawn up and mailed to the Florida Congressmen and Senators stating the wishes of the Key West cigar manufacturers relative to the proposed changes in the tariff. The Key West cigar men argue for a flat rate of duty on all imported tobacco.

With the present rate of duty, the cigar manufacturers are often at sea when they purchase tobacco from Cuba. The classification of the tobacco by the examiner is often disconcerting to the manufacturer when he wants to work the raw product to advantage. The flat rate of duty will do away with all examiners. Under that system the tobacco would be weighed when withdrawn from bond and the duty would be levied according to the weighers' figures.

Anti-Cigarette Bill for Colorado

A bill recently introduced in the Legislature of Colorado prohibits the sale of cigarettes or cigarette papers within the limits of that state. The penalty for an infraction of the law is a fine or imprisonment, or both. The measure is not expected to become a law. A bill somewhat on the same order was introduced several years ago in that state, but since public sentiment was not in favor of it, it died a slow death.

Late Trade Jottings

Rumor is current that D. E. Decker, an Indiana cigar manufacturer, will erect a cigar factory at Sanford, Florida, this coming fall.

Guy Duke has taken over the cigar store of Ed. Williams, Kahoka, Missouri.

Claude Carter has acquired the interest of Everett Lee in the business of the E. J. & E. cigar store, Rossville, Illinois.

The Imperial Tobacco Company, Nebo, Kentucky, suffered $15,000 loss as the result of fire which recently visited their factory at that place, burning same to the ground.

Alexander R. Thomas is named as the assignee of the tobacco store of T. E. D. Hackney, Columbia, Missouri, stock and fixtures being valued at $3500. The assignment is made for the benefit of the creditors.

Isauro Cano closed a deal for 200 bales of leaf with a local firm.

E. H. Smith acquired 145 bales of tobacco for his firm of Hinsdale, Smith & Company.

Carlos Arnoldson & Company sold 120 bales of Vuelta Abajo and Partido to their customers during the last two weeks, but we hear they are in treaty upon more vegas.

J. F. Berndes & Company were buyers of 121 bales of leaf.

Mr. H. C. Gresh was a visitor in our market for a few days.

Our friend, Mr. Herman Diehl, was married in Christ Church on the evening of the 17th inst., and will leave today on a honeymoon trip to Germany.

Max Schatz, the representative of the Sol factory, and who has had a very successful business trip in Europe in the interest of the Sol factory, has left London homeward bound on the 16th inst., and is therefore due to arrive on the 23d inst. at New York.

H. H. Strater bought some lots of tobacco for his customers.

José C. Puente has issued a circular, under date of the twenty-seventh of December, 1912, but only distributed last week, admitting as a partner Manuel Vigil, and giving power of attorney to Ismael Iglesias and Luis Valle. The style of the new firm will be henceforth José C. Puente & Company, but remains at the old stand of Principe Alfonso Avenue, Nos. 166-170. The building has been newly painted and the entrance hall and office have been wainscoted upon a modern style.

Shippers above 300 bales of leaf tobacco from the port of Havana from February 3 to February 15, inclusive, were: Sylvester & Stern, 1090; Leslie Pantin, 794; Diego Montero, 706; J. F. Berndes & Company, 614; I. Kaffenburgh & Sons, 495; Garcia & Company, 481; Bridat & Company, 320, and M. A. Suarez & Company, 312 bales.

ORETANIV.

May Not Change Tax on Tobacco Products

General Feeling in Washington Is That No Radical Measures Will Be Taken

(Special to the Tobacco World.)

WASHINGTON, D. C., February 26.

ALTHOUGH the schedules for the revision of the tariff, as proposed by Congress, have not yet been made public, it is the general impression here that nothing radical has been planned pertaining to the rates of duty on tobacco products. The first reading of the measure has already been completed by the Ways and Means Committee.

The personnel of the Committee will undergo a decided change with the incoming of the new administration and this may probably have a pronounced effect on the bill as it will go before the country's legislators.

Chairman Oscar Underwood, of the Ways and Means Committee, has announced that the new Democratic tariff measure will have been prepared when Congress is called in extra session by President-elect Wilson. The committee will probably revise the tariff schedules again between March 10 and April 1.

Resigns from Ruy Lopez Ca.

A recent announcement which has caused much comment in cigar circles has been the resignation of Thomas G. Thompson, vice-president and general manager of the Ruy Lopez Ca., of Key West and New York. Mr. Thompson has been largely instrumental in building up the business of this concern to a high mark, and has been connected with the concern for more than seven years. He has not as yet announced any plans for the future.

The San Telmo Cigar Manufacturing Company, Detroit, Michigan, recently incorporated in Lansing, Michigan, with a capital of $500,000, to manufacture cigars.

Minnesota Dealers Urge License Law

Measure Provides That Dealers Shall Pay $50 Annually for Selling Cigarettes

AN amendment to an anti-cigarette law now before the Legislature of Minnesota has caused much discussion among the retailers of that state. It provides for a $50 annual license for selling cigarettes. Opposition from small dealers on the outskirts of the larger cities is much decried by the larger dealers, who claim that a license such as is proposed would allow the strictly tobacco dealers a more reasonable chance of earning a living and keep it out of the hands of the small confectionery and stationery stands.

H. H. Chapman, a large cigar dealer of St. Paul, Minnesota, has declared to be heartily in favor of the measure. "The trouble with our business," says Mr. Chapman, "is that cigars and cigarettes are sold in shoe-shining parlors, restaurants, small grocery stores and many other places. I would rather see the license made $100 instead of $50. This would confine the business to legitimate channels."

H. W. Johnson, another St. Paul dealer, is advocating the adoption of the amendment. He pointed to the fact that there are twelve hundred dealers in Chicago, paying a license of $100 a year, and that no one hears any complaint from them.

Another dealer asserted that this measure would do away with the selling of cigarettes to children, as no reputable cigar store having any amount of capital invested, sells to minors. The complaints from this source are usually from the small stores.

Louis Nathanson, president of the Minneapolis Tobacco Dealers' Association, says, "It would be a mighty good thing to legalize the sale of cigarettes by a license fee of $50. Law violations then could easily be controlled by revocation of licenses. I believe that such a law would wipe out sales to minors by small dealers."

Address of Nicholas Ehrlich

Concluded from page 28

Bulletin 13, May 20.—It takes time as well as talent to develop such a business as the United Cigar Stores Company is now building up. But the future year should be watched and studied by business and investment interest; for President Whelan may be right in his faith that manufacturing and retailing are to be the basis in the future for the profitable investments in this country.

Bulletin 37, August 1.—We understand the United Cigar Stores Company is selling twenty per cent. more cigarettes than last year. In fact its sales at the present time are at the rate of 1,200,000,000 per annum, of 10,000,000 boxes per month.

Mr. Carl Werner, editor of *The Tobacco Leaf*, in an address on April 11, 1912, stated: "In only three boroughs of this city there are over thirteen hundred stores which are either exclusively retail cigar and tobacco establishments or in which cigars are the chief articles of merchandise."

I am certain that the majority of these thirteen hundred stores are sentenced by the present system of chain stores, slowly, but surely to go out of business and disappear, since no individual retailer with all his best abilities will hold out very long against the pressure and keen competition of the systematized chain stores.

Mr. C. Fred Crosby, editor of the New York "Tobacco," in an address to New York Retailers on April 25, 1912, stated, "There will be fewer independent cigar dealers in New York, one year, two years or five from tonight. I believe that it will be a case of the survival of the fittest."

The United sells eighty per cent. "trust" goods. The United has not yet the patronage of the most and best smokers. The United cannot get the patronage of the critical and intelligent smoker. Therefore they are organizing subsidiary companies to mislead the intelligent smokers—all conditions are ripe for a great co-operative chain of stores.

Where an individual store has to carry a stock of $5000 worth, a chain store has enough with a $2000 stock. A chain store saves money on advertising, and on buying goods. The division of labor specializes the window dresser, the man behind the counter, the man who takes care of the stock, etc. This is not a dream, it is an existing fact, and there is a great opening for a real independent manufacturers' co-operative chain of cigar stores.

Some manufacturers say: "What do we care for New York trade? We go north, west and south, there we have our Gibraltars; there we sell our productions at a good profit." Gentlemen! If you would look into it with open eyes you would see that you lose the New York market not because you don't care for it, but because you are pushed out of it and it will not take very long before you will be pushed, with your business into the Pacific Ocean. If you will not co-operate and unite you will have to disappear from the market. In 1896 we had 31,000 manufacturers, in 1911 we had left only 10,000. How many will be left in 1915? Every one of you might think that he will be the fittest to survive. Well, the 31,000 of 1896 also had the same idea. Only united effort can safeguard us. We must hang together or we will be hanged separately.

Now a few words about New York. For the New York manufacturer it is always better, surer and cheaper to sell his production in his home town than to send men out in the country to look for trade which it is hardly possible to control. New York is big enough and its trade is worth fighting for.

The United go after New York with all their vigor and might; and let me tell you, they know why. New York is growing every minute. Thirty-eight new houses are built in New York every day. The increase of population is seventeen thousand every month or one hundred and sixty every day. The increase of Brooklyn population is sixty-five thousand every year; the increase of Brooklyn buildings is twenty-five every day. Manhattan Island has 166 persons living on each acre. Brooklyn has only thirty-three and Bronx seventeen, so she has plenty of room yet for the growth of its population. New York has now twenty-six thousand factories which produce annually the amount of two billion dollars worth of goods. This is one-tenth of the goods produced all over the country. New York prints twenty-five per cent. of all the books, journals and magazines used in the country. New York makes fifty per cent. of all the clothes used by the population of America. Seven hundred thousand men and women are working every day in New York factories. That is the reason why the United is spreading so vigorously all over the city. Therefore I advise you to co-operate and build the fortress of your salvation in New York. It is worth while not to lose New York. The difference and mistrust between one manufacturer and another should be left for the outside trade in the South and West. We all ought to unite so as not to lose the New York market. Our enemy is watching every step we make. Their selling agencies, distributing stations report every move we make, forward or backward. They enjoy our individuality in the cigar business. As long as you stay disunited, you will be eaten up one by one. Slowly but surely you will have to go out of the cigar business. You will lose a little here and a little there and when the storm comes and wakes you up, you will be lost, helpless, like Jacob Stahl, Ferdinand May and many others. Now is the time for action.

Unite, organize, at least co-operate in distribution. Make your motto: "One for all and all for one."

San Francisco

February a Quiet Month for Coast—Consolidation of M. A. Gunst & Co., and U. C. M. Co. Expected to Have Far-Reaching Results—Retailers Take to "Egyptian Heroes"

SAN FRANCISCO, February 20.

FEBRUARY has been a rather quiet month as compared with January, both in retail and wholesale circles, though some of the local stands in the hotel district have had quite a rush owing to the large number of commercial travelers in town. The delay in the country trade is attributed to the rather uncertain crop outlook, as the country is again getting very dry, and the trade is not disposed to stock up heavily until more rain falls. The trade has not yet opened up in the lumber and mining districts of this state, though orders from this source should begin to come in during the next month. The north coast is also quiet at present, the leading industries there being curtailed through the winter, and the most favorable reports come from Nevada and Arizona, where large developments are under way both in agriculture and mining. Of course, a plentiful supply of smoking and chewing tobacco will be taken north by the large fleet of Alaska salmon ships leaving this port and Seattle within the next two months.

The consolidation of M. A. Gunst & Company with the United Cigar Manufacturers Company is expected to have important results for the Coast trade, though nothing is yet known as to what changes will be involved by this action. Milton H. Esberg, vice-president of M. A. Gunst & Company, says: "There will be no change in the name of any of the stores operated by M. A. Gunst & Company. The field here, as elsewhere, will be expanded, and the present trade we enjoy on the Pacific Coast will, if anything, be increased. All our local stores will remain just as they are and the future may bring forth bigger business and more development." The growth of business in the United Cigar Manufacturers' brands, such as "General Arthur," "Owl," etc., has been closely connected with the rise of M. A. Gunst & Company, who have held these agencies for many years, and it may be predicted with reasonable safety that the "Henry George," "Tom Moore," "Little Tom," etc., will soon be added to the Gunst lines. The impression prevails about town that the territory covered by the Gunst retail and jobbing organization will be greatly expanded, but this cannot be known at present. M. A. Gunst & Company have not yet launched their advertising campaign, but Mr. Blakely, the new publicity manager here, is about ready to set things in motion. It is understood that the work will involve a number of improvements in the various Gunst stores.

Rumors are going the rounds regarding a number of other impending changes in the local trade, one being that a prominent firm which has hitherto specialized on cigars will take in some new blood and go into the tobacco business on a large scale. The firm in question refuses to give out any statement on the matter, but it is known that some changes are being made. Another rumor of more indefinite form is that one of the local chain-store firms of considerable importance has been absorbed by a similar company now operating in the East, with the object of developing a national business.

W. I. Pixley, who recently took up the "Egyptian Heroes" and "Fifth Avenue" cigarettes, made by I. B. Krinsky Company, of Brooklyn, reports steady progress with his introductory campaign. He now has quite a complete line of cigarettes, the demand for moderate-priced goods being filled by the above lines, while the "Pera" is featured as a high-priced line. The strongest seller has so far been the "Egyptian Heroes," retailing at ten cents. These goods, Mr. Pixley says, have been cautiously tried out by the local retailers, and received strong indorsement for quality. He says, however, that the introduction of a new line of cigarettes is a hard game, owing to the gratis deals in cigarettes constantly being pulled off by a number of large wholesalers here. The cigarette business is not interfering with Mr. Pixley's regular work on Dill's tobacco, which is going better than ever. Last year Mr. Pixley put in his time at specialty work in the small towns of the Coast, visiting about every town on the map, but will this year confine himself to the cities. He expects to make a trip to Los Angeles in the near future.

C. E. Whalen, of East Orange, New Jersey, president of the United Cigar Stores Company, who has been spending the winter in Southern California, is now making a tour of inspection of the Coast organization, and called at this city a few days ago.

Since the recent visit of Vice-President Stachelberg, of the Sanchez & Haya Company, it is fairly assured that this line, for many years one of the most popular clear Havanas on the Coast, will soon be brought back to its old standing. Tillman & Bendel, the well-known agents for the Sanchez & Haya, are said to have placed an order with Mr. Stachelberg for two million cigars, which is sufficient indication of their intention to give the line their heartiest support.

When the city council of Palo Alto, California, recently passed an ordinance intended to regulate the use of tobacco by minors, the words "Or use" were inadvertently omitted, and the dealers of that town are making strong objections, as under the provision as passed minors can get tobacco in neighboring towns and smoke at will on the streets of Palo Alto.

A. Determann, of the Manila Commercial Company, who has been looking after Manila cigar interests in Europe and the East, has been in the city for about two weeks past, but will leave shortly for the Northwest, accompanying I. Danziger, his Coast representative, as far on his trip as Salt Lake City, whence Mr. Determann will proceed East, while Mr. Danziger will return via Nevada. Mr. Determann has great confidence in the future of the better grades of Manila goods, which he says are now being recognized and called for by brand in this country, indicating that consumers are gaining the same familiarity with Manilas as with other lines.

Geo. Kraus, representing the lines of the Jose Lovera Company, and E. M. Schwartz & Company, has been in the city for several days visiting the Coast representative, Major F. S. Burrows.

E. M. Elam, representing the P. Lorillard Company, has just returned from a trip South, and will leave shortly on a visit to the Hawaiian Islands.

I. Dahlman, traveling for Wm. Demuth & Company, the pipe house, has returned from a trip South.

Recent Incorporations and Changes in the Tobacco Trade

Gust G. Contos, of Chicago. To do a general cigar and confectionery business. Incorporators: Gust G. Contos, James G. Contos and Soter G. Contos.

The Sanitary Salesman Company, of Birmingham, Alabama. To manufacture a device for the distribution and sale of cigars and chewing gum. Incorporators: G. W. Lindsay, H. M. Jones and M. K. Moore.

Putnam Cigar Company, of Ottowa, Ohio. To manufacture and deal in cigars. Capital stock of $5000. Incorporators: John A., Laura M., and August M. Unverferth, Earl E. Kuhn and Guy M. Cartwright.

Co-operative Cigar Dealers' Association, of New York City. To deal in cigars and tobacco. Capital, $20,000. Incorporators: Jacob Fox, Joseph Shoenbrod and Charles Cyrus Bullock.

Myers-Cox Company, of Dubuque, Iowa. To manufacture tobacco. Capital stock of $150,000. Incorporators: D. D. Myers, Walter G. Cox and George W. Myers.

The East Hartford Tobacco Storage Corporation, of Hartford, Connecticut, has filed a certificate of increase in capital stock from $10,000 to $21,000.

Sheldon-Trimble Corporation, of Manhattan. To sell cigars and all forms of tobacco. Capital, $25,000. Incorporators: John E. Sheldon, John J. Trimble and Thomas Hyland, of New York City.

Central Cigar Company, of Detroit. Increase of capital from $3000 to $25,000.

A preliminary certificate of dissolution has been filed at Hartford, Connecticut, for the Hartford County Tobacco Growers' Protective Association.

Late Trade Items

It is the intention of the American Cigar Company, now occupying three floors of the building located 9 and 11 Green Street, Albany, New York, to move to new and larger quarters about August 1 next, at which time it is expected that the four-story and basement building now being erected at Arch Street and Trinity Place, that city, will be completed.

Daley & Abbott recently opened an up-to-date cigar store at 24 Central Street, Bangor, Maine.

George J. Kuhn, the cigar merchant, New Brunswick, New Jersey, will be one of the occupants of the new building now being erected next to the Bijou Theatre, that place. It is hoped to have the structure completed May 1.

Made in Detroit

Local Cigar Industry May Be Represented at Panama-Pacific Exposition---Central Cigar Company Takes Over Charles Coombs Store, Mr. Coombs Becoming President---United Takes Long Lease On Location

DETROIT, MICH., February 24.

A REPRESENTATIVE of the Panama-Pacific Exposition to be held in San Francisco in 1915 has been spending several weeks in Detroit endeavoring to interest the large manufacturing companies to make exhibits. While he has not closed any deals as yet, it is reported that several of the large cigar firms are favorably inclined towards his proposition and that it is very likely they will sign in the near future.

When you ask a cigar manufacturer "how's business" he just looks at you and smiles or grins as he would at an old vaudeville joke; in other words, its getting to be a chestnut to have to answer back "we are still behind in our orders." Feminine labor is very scarce; manufacturers are making every inducement they can, such as sanitary workrooms, rest parlors, light lunches, reading rooms, etc., but the increase in the number of girls doesn't begin to compare with the actual number needed.

Mrs. Frances Swart, wife of James H. Swart, one of the former proprietors of the Hotel Cadillac, died suddenly in her apartments in the hotel ten days ago from an acute attack of uraemic poisoning.

The No. 2 store of the Central Cigar Company at 8 Monroe Avenue is now open for business, and when you say "there's some class of it" you are expressing yourself in a nutshell, because it is one of the prettiest places in Detroit, considering its small floor space; the only fault is that the entrance door is a trifle small, but this has been remedied by shortening the end of the outside window, making it slant instead of straight. The fixtures are opal onyx humigars of the very latest design; the cuspidor stands are of marble, as is the base of the cigar lighter, and the chandeliers are of the indirect lighting type. Mart Winnie, of Traverse City, Michigan, is in charge, and is assisted by George Woodwin and Wilbur Goldman.

A third store has been added to the Central Cigar Company—that of Charles Coombs at 295 Woodward Avenue—which is an excellent stand, having been established for many years. Mr. Coombs turns over his lease and stock to the new company and becomes actively interested in the same; he has been president, with a block of stock, and will act as general manager for all the stores and will do all the buying and hire all the help. Herbert Weil is secretary and treasurer of the company, which recently increased its capitalization from $3000 to $25,000. A full line of cigars made by E. Regensberg & Son has been put in at the Monroe Avenue branch, as well as the "Partagas" in the leading sizes. Mr. Coombs is now preparing to open a No. 4 store for the company, same to be located at the corner of Woodward and Erskine Streets, which part of town is fast coming to the front for business places.

Isaac Goldberg, with his wife, is back from an extended trip to New York. Sam T. left for the East on February 24 for a few days; on his return he will leave for a month's stay on the Pacific Coast, where his family is now wintering.

L. H. Stradley, formerly with the Harry W. Watson Company as general manager, is now in business for himself with offices in the Majestic Building; he recently took into partnership Theodore Becker, of Fort Wayne, Indiana, who has traveled for several of the larger cigar firms.

Frank Lopez, of the Garcia & Vega Company, has been in Detroit for two weeks working among the trade and has done a remarkable business putting in the line in over a hundred stands. Payette-Walsh Company are the local jobbers. Mr. Lopez finished here on the twenty-fourth and will do some missionary work in Canada for a few weeks.

Claude Howell, the popular jobber, is putting out a private brand under the name of "Howl" and is being strongly featured this week by the Robinson cigar store on West Grand River Avenue.

George H. Woolley, manager of the Hotel Ponchartrain, left a week ago for Los Angeles; he will visit all the principal cities on the Pacific Coast, making it entirely a health trip. He expects to be away from six to eight weeks.

"They have promised to give me the store by March 15," said Mel Soper, referring to his store in the Dime Bank Building. "If they keep their word, it will only take me about ten days to get my fixtures in and have the decorating done, which would let me open easily by the first of April."

Edward Lichtig, of the Philip Morris Company, has returned from a two weeks' trip through Indiana and Ohio.

The recent announcement that C. H. Clement would erect a new modern hotel at the corner of Lafayette and Wayne Streets is not to be a reality; the option held by Mr. Clement on the property expired the other day, and Mr. Clement has dropped the matter as he found it too difficult to raise the necessary cash. It is also very questionable whether the Hotel Hannan, announced to be erected on Bagley and Washington Avenues, will be put up. The only sure new hotel is that of the Hotel Washington, which David Stott, millionaire capitalist, says will positively be started within six months; it is to be at the corner of Michigan and Wayne Streets, and will cost in the neighborhood of $2,000,000.

Philip Morris cigarettes were used exclusively at the Board of Commerce annual smoker given February 18 at the Hotel Ponchartrain.

Paul Saks, Canadian representative of the Philip Morris Company, who has been working in Windsor, Ontario, for the past few days, came over to Detroit for a few hours to have a chat with Edward Lichtig, the Michigan representative.

Hi Hammer, of the Corral-Wodiska Company, which makes the "Julia Marlow" and "Lucius" cigars, was a late visitor to Detroit. Like his brother, Mort, he is well-liked among the local trade and is always sure to receive the sincere glad hand.

Max Maier, of A. Blumlein & Company, has decided to make his permanent residence in Detroit and to this end has already secured for himself a beautiful home in the North Woodward district. He expects to move here with his family early in March.

The United Cigar Stores have taken a long lease on the four-story building at the corner of the Campus Martius and Monroe Avenue, and will occupy it with a cigar store starting with the first of next January, at which time the building will be remodelled to suit their particular wants; the rest of the building will be rented. It is the ultimate purpose of the company to erect a new eight-story building on the site, which is probably one of the most valuable in Detroit. The annual rental is said to be $30,000, rising to a maximum about $10,000 higher.

Damage to the extent of $2000 was caused to the cigar box factory of T. A. Wadsworth at 363 Monroe Avenue from fire which started at the rear of the building.

Owen McMahon, of the Royal Cigar Company, who makes his permanent residence in Petoskey, Michigan, is spending the winter in Florida and Cuba accompanied by his wife.

For the purpose of making improvements and opening up additional stores, the Detroit Drug Company has increased its capitalization from $25,000 to $50,000. A feature of the various stores operated by this firm is the cigar departments, which always receive special consideration.

Herbert Steffens has opened a first-class cigar store at Manistee, Michigan, on First Street.

A new face at the Grand cigar stand on Woodward Avenue is Jack Hunt, who has many friends among buyers of the weed.

T. P. Garritt, formerly with the P. Lorillard Company, has been engaged to assist Gordon Bailey in Michigan with the Surbrug products, and will give his attention to Michigan and Northern Ohio.

G. J. Johnson, who operates a cigar store at 193 Monroe Avenue, Grand Rapids, Michigan, says he has four years more on his lease, and that if the owners of the proposed new Pantlind Hotel want him to move sooner they will have to "come across." This they refuse to do, as the price asked is too high, so they intend to go ahead with their building, and if necessary will build right over the part used by Mr. Johnson, and then complete the job when he gets out.

Recent visitors: Steve Herz (Henry the Fourth), Mr. Walker (S. S. Pierce Company), Joe Roser (Flint Cigar Company), Art Catharin (Catharin Cigar Company), Thomas F. Gray (Garcia Pando Company), Jack Planco (El Planco), Doc Easton (Falk Tobacco Company), Harry Nathan (Spingarn & Company), and S. L. Friend (Friend & Company).

William F. Reipschlager has opened a cigar factory at 508 South Webster Avenue, Jacksonville, Illinois, "The Speaker" being the title of the cigar to be featured.

The R. J. Reynolds Tobacco Company recently awarded the contract for the erection of a modern concrete building, to be located on Church, Fourth and Chestnut Streets, Winston-Salem, North Carolina. The new building, which will be ninety feet wide, 270 feet long and five stories in height, is to cost over $100,000, and is to be used as a storage building for fine tobacco that is to be used in the manufacture of cigarettes.

Four High-Speed, Live-Wires of the Northwest

THE likenesses shown here are the four men who direct the cigar department of the Stone-Ordean-Wells Company, the Northwest wholesale house. The Stone-Ordean-Wells Company has been in existence for about thirty-five years. It now has branch houses at Fargo, Grand Forks and Minot, North Dakota; Billings, Bozeman, Great Falls and Missoula, Montana; and cigar branches at Helena, Montana, and Minneapolis, Minnesota. The concern is known as the largest wholesale grocery house in the West and within the past few years has been doing good work in the cigar line. The Minneapolis branch was opened two years ago and is now one of the big factors of the cigar business in the Twin Cities.

Harry A. Earnshaw, who took charge of the cigar department the first of the year, succeeded W. T. Mishler, who severed his connection with Stone-Ordean-Wells in order to enter business for himself. Mr. Earnshaw was with the firm for five years as traffic manager, in addition to publishing the concern's breezy house organ, "Ginger."

In a statement recently, Mr. Earnshaw said that the feature of the 1912 business had been the extraordinary increases in their five-cent trade, not due, he thought, to more nickel cigars being smoked, but indicating that the aggressive policy of the salesmen has caused the increases. The big brand of the house is the "El-Roi-Tan" of Seidenberg & Company.

According to the new selling system of the firm, the field covered by the representatives is divided into three sections—each in charge of a man with salesmen under his direction. Dave H. Cargill will be stationed in Duluth, covering the states of Minnesota, Wisconsin and Michigan; Flint B. Aniba, stationed at Helena, Montana, covering Montana, Idaho and Wyoming; and William A. Shea, who will cover North Dakota, with headquarters at Fargo.

Cincinnati

Cigarette Wrecking Crews in Town Popularizing "Satins", "Fatimas" and "Hassans"—Shortage of Cigarmakers Receives Attention—Peebles Take on "La Insurgent"

CINCINNATI, February 25.

WALTER L. FORNO, who was with Albert Bejach for the past two years, will sever his connection the middle of next month. He is going to San Francisco to take a position with his father, who is in the hotel business.

G. Arial, of A. Santaella & Company, the "Optimo" people, was busy with his order book among the local trade this week.

The "Satin," the "Fatima" and the "Hassan" wrecking crew have been in much evidence during the past couple of weeks. All of the offices in the down-town sections have been visited and a trail of cigarette smoke has followed. The giving away of this brand of smoke to office boys came to the notice of the local suffragette contingent, and at a meeting of the dear ladies held Tuesday severe denunciation was given to the practice. Even threats of prosecution were made and a motion to bring the matter to the notice of the chief of police was passed.

The possibility of a shortage in cigar help was given quite a write-up in one of the local daily papers this week, with a review of what means had been taken to counteract such a stringency. The conclusion of the writer of the article was that the manufacturers were no nearer the solution than they were years ago.

H. C. Culbreath, representing the V. Guerra Diaz & Company, Tampa, Florida, manufacturers of "La Mega," was among the visitors of last week. George Jacobs, the smiling salesman of Cobas, Mendez & Company, New York City, also made a bid for local business with his lines of imported goods. Leo Schoeneman, representing Celestino Vega & Company, ably assisted by M. O. Schoeneman, his good wife, made a call on the Cincinnati trade for orders during the week.

Bill Billings, with his line of "First Consuls," made by P. Pohalski & Company, of New York, left his card and took a few orders among the local cigarists last week.

Peebles have added to their cigar department "La Insurgent," a brand gotten out by Hernsheim & Company, of New Orleans.

S. Levy, of the American-West Indies Sales Company, was in town last week looking after trade.

Mike Ibold, the local manufacturer, was one of the party of Cincinnatians who took in a commercial expansion trip to Panama and the West Indies which started last week. He will visit Cuba while en route and will place his spring buying orders.

W. B. McBurnet, of the Logan Tobacco Company, New York, was among those of the commercial tourists who placed orders last week.

Lee Heine's "El Classo" is having a good run and the brand, though placed on the shelves only a week or so, has already become a favorite.

S. Hirschberg, of L. Newburger & Brother, spent a week out of town on business.

COATES.

Western Association Endorses Anti-Coupon Bill

The Western retail cigar dealers, through the Western association, is at present putting every effort forward in having the state anti-coupon bill passed by the Washington legislature. The measure, which is now in the hands of the legislators, puts a license of $6000 on cigar stores using coupons, virtually taxing them out of existence. The proposed bill has the backing of the Western Association of Retail Cigar Dealers, with headquarters in Seattle.

Sol Coleman, Memphis Dealer, Passes Away

Sol Coleman, one of the best-known cigar merchants of the South, died in Memphis, Tennessee, recently. Mr. Coleman had a wide experience in the trade, having formerly been a salesman, and in later years head of a retail and wholesale cigar house in Memphis. He was born in Liverpool sixty-one years ago and came to this country when but three years of age. He was vice-president of the Business Men's Club of Memphis, a thirty-third degree Mason, and active in many civic improvement affairs.

Strike in Porto Rican Factories Settled

A strike of the cigarmakers in the Bayamon factory of the Porto Rican American Tobacco Company, which had been threatened for some time, and was called about ten days ago, was quickly settled. The cigarmakers in another factory of the company struck in sympathy with the movement. The strikers had demanded the reinstatement of all discharged cigarmakers, better stock from which to make goods, and a committee of the workers to act upon the quality of workmanship in the goods turned out.

Another Snyder Store in Buffalo

The twenty-third cigar store of Joseph T. Snyder, proprietor of a chain of stands throughout the East, was opened in Buffalo on February 15. It is located at Chippewa and Franklin Streets. Mr. Snyder also opened his new warehouse and offices for his various stands in Buffalo recently. The warehouse which is located at Washington and South Division Streets is used as a cigar vault, from which the stock is transferred to the branch cigar stands in other cities. Tobacco and cigarette humidors were also installed.

Addition to Germinal Factory Almost Completed

Benito Legarda, head of the Germinal factory in Manila, who sailed for Europe recently, on his way home to the Philippines, announced that a new annex to the factory will shortly be completed. The annex is 105 feet by 1200 feet, four stories in heighth, and is constructed of concrete. The plans for the building, according to Mr. Legarda, call for one of the best lighted, ventilated and sanitary factories in the world.

Minneapolis Dealers Hear Trade Papers Praised

At the first annual banquet of the Cigar Dealers' Association of Minneapolis, held several weeks ago, President Louis Nathanson presided. Speaking on behalf of the retailer, R. E. Braden delivered a very interesting address and called upon his fellow members to war against price-cutting.

Responding to the toast, "The Jobbers," W. H. Burd made some very interesting remarks affecting conditions in that branch of trade. Other speeches were made by W. S. Gilkerson, Ed. Walters and C. S. Bertram, the latter speaking on "Advertising," emphasizing the value of trade paper advertising in assisting the cigar manufacturer attain national markets.

Seattle

Rosenfeld-Rovig Co., New Jobbing Concern—C. E. Smith Entertains Cigar Dealers and Their Wives—Retail Dealers' Association Plans for Ball

SEATTLE, WASH., February 17.

A NEW jobbing firm has been organized in this city which will do business as the Rosenfeld-Rovig Company. C. H. Rovig, the new member of the concern, has for many years been manager of the tobacco department for the National Grocery Company. He is very popular among the tobacco trade and has many friends, which should be a big asset with him, as Rosenfeld-Rovig Company handle a big line of tobaccos and the following cigars: "La Sinceridad," Gonzales, Fisher & Company; "The American," E. Regensburg & Sons; "La Natividad," "Dry Climate," "La Anthena," "Fifers Union," "Charles Denby," "El Toros," "Fritz Brothers Imperials," "San Telmo Records" and "Washington Cabinets."

C. E. Smith, of the firm of Battersbury & Smith, entertained a number of cigar dealers and their wives at his home February 6. Everybody reported having had a most enjoyable time.

C. A. Senker, the busy Bellingham cigar dealer, spent a few days in Seattle.

The Seattle Retail Cigar Dealers' Association is arranging for a big dance for Easter. This is their first attempt and undoubtedly will be a big success.

E. H. Gerlach (McHie-Scotten Tobacco Company) has been in Eastern Washington in the interest of his various brands. He reports a big sale on "Union Scout Plug" and "Scrap," also on "Sweet Loma Fine Cut," a new brand he is introducing.

Nearly every window in Seattle and Tacoma has a display on cigarettes. "Fatimas" and "Imperials" are the brands being displayed.

"Royal," the new granulated tobacco, is taking a good hold in this market. The Retail Dealers' Association are all boosting it.

Geo. H. Leghorne, president of the Morgan Cigar Company, returned recently from a trip East to Chicago, New Orleans and back by way of Tampa, where their factory is located. Mr. Leghorne was accompanied by his wife.

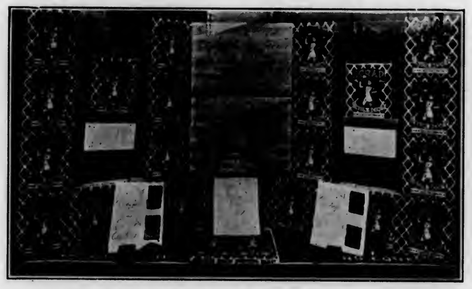
E. H. G.

Interesting Trade Notes

Fire recently destroyed the cigar factory of Edward Marquardt, at Elkhorn, Wisconsin.

A meeting of the San Francisco Retail Cigar Dealers' Association was held in that city on February 14. Dan Carter, the president, was in the chair. The outlook for increased membership is reported to be very good, as well as the prospects for carrying out plans for better buying methods.

Considerable loss was sustained in a fire which gutted the store of the United Cigar Stores Company, at Market and Grace Streets, Harrisburg, Pennsylvania, recently. Almost the entire stock was a loss, those cigars not being actually consumed by the fire, being damaged badly by water.



Window Display of "Union Scout Scrap" in Store of James Martin, Preston, Washington

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Cigar Industry Holds Up Well in York

YORK, February 22.

THE cigar industry, while having none of the holiday snap, is far above the average for this time of year. The smaller factories out of town, as well as the larger establishments in this city, are running in most cases on full time. This is most encouraging and should mean a big year for the Ninth District. The salesmen for the cigar firms that are now on the road are doing well considering the time of year.

There is little doing in leaf tobacco circles. The York County growers are awakening to the benefits to be derived from having growers' associations and want to form such a body, which they feel sure will be of benefit to all concerned. Since the Lancaster County farmers have one and praise it as helping them, the York growers need not hesitate about following along that line.

H. W. Heffener & Son are doing a nice cigar box business considering the time of the year. Trade kept up remarkably well after the holidays for some time.

In one of the biggest fires that Columbia has known for some time the Booth Tobacco Company lost several thousand dollars. The building in which they are located is known as the Opera House, and is a large one. The firm was confined to the basement, which was occupied by the tobacco concern.

Charles S. Plitt, of the C. H. Plitt Cigar Company, is home again after a week's trip to Philadelphia, Baltimore and other Eastern cities. He opened several desirable accounts for the "Liar" and "Twentieth Century" cigars. The Plitt factory is working with a full force of hands at present, with prospects satisfactory for the spring trade.

Fire of unknown origin destroyed a barn of John Siple, in Druck Valley, recently. There was quite an amount of tobacco in the barn, which was a complete loss.

Late reports from Dover state that the cigar industry is in a flourishing state in that town.

Several departments of Otto Eisenlohr & Brothers' cigar factory were operated for some time at night. A number of the cigarmakers, strippers and other employes worked every evening until nine o'clock. The whole plant has been working to its full capacity for several months.

The Yoe cigar factories are also working to their limit. One of the concerns a short time ago was oversold 100,000, but has again caught up.

There has been a persistent rumor for some time that one of the larger York cigar manufacturers had made arrangements for selling his factory. This was denied some time ago, but a reliable source states that there was more to the rumor than most people understood, and that an announcement may be made soon.

Fire last Tuesday did considerable damage to the warehouse of Charles Pollock, of New York City, located on Perry Avenue, between Duke and Queen Streets. A large lot of tobacco was stored in the building. It is not known exactly what the damage will amount to.

Franklin Knisely, a cigarmaker of Red Lion, becoming suddenly deranged last Monday, took his life. He shot himself through the head and died soon after. It was believed that his mind was deranged from excessive drinking.

Many Lancaster Growers Still Have Tobacco

LANCASTER, February 24.

THE tobacco growers are now wondering how they will get rid of their crops. Although sales are going on at a fair rate, there is still a good proportion of the new crop left in the hands of the farmers. It has been estimated that a conservative estimate of the balance of the crop unsold is around twenty per cent.

The old tobacco is selling fairly well, but not in the way the leaf dealers would like to see it go. They state that they are conjecturing as to where the cigar manufacturers are securing the tobacco for their goods, for little is selling in this market compared to the cigar output.

The new crop is sweating nicely and from all indications will be all that can be desired. The packers seem satisfied with their selections and say that there was little friction between the farmers and buyers regarding the prices to be paid when the tobacco was delivered at the warehouses.

It cannot be said with any degree of certainty just what the acreage will be for the following year. But a safe estimate would put it about the same as last year—16,000 acres.

The new year so far gives every indication of being a good one for the cigar manufacturers. While the trade does not have the holiday snap, it is encouraging. The larger factories state that they could use more hands and the smaller ones have no complaint to make.

E. L. Nissly & Sons have been receiving tobacco heavily at their Lancaster warehouse, wagons in several instances being lined up most of the day waiting to be relieved of their loads.

The S. R. Moss Cigar Company is making very satisfactory progress on their brands, the "Flor de Moss" particularly showing good results. This cigar is being pushed hard on the Pacific Coast, where Herman Moss has charge of its interests.

John F. Heiland & Company have been appointed the Eastern representatives for the Griffin Neuberger Tobacco Company, of North Bloomfield, Connecticut, a big grower of Connecticut tobacco, with the main offices in New York City.

The Seven Valleys Cigar Manufacturing Company is using the cigar factory of E. A. Bubb at that place until their new plant is finished.

Heavy Sales of Revenue Stamps in Reading

READING, February 22.

JUDGING by the sale of stamps at the local revenue office, the cigar manufacturers are not slackening up very much in the matter of output. The past month was unusually good for this season of the year. The First Pennsylvania District, of which Reading is a part, broke all records in cigar production in January, and it is a safe bet the local factories helped materially to make this record. Philadelphia and Norristown are also in this district.

A number of the local factories have made arrangements for opening factories outside of town. As far as can be learned, none of these plants have as yet been put in operation.

J. H. Cooper has succeeded his father, H. W. Cooper, in the manufacture of cigars in Stouchsburg. He filed a $500 bond.

The retail line of the trade is dull, as is customary at this period of the year. There has been an improvement generally with the leaf houses.

A bond of $500 was filed recently at the revenue office for a new cigar manufacturing firm in Womelsdorf, to do business as Rabold & Leininger.

A visit to the establishment of Yocum Brothers finds conditions there about the same. This concern has been oversold for some time and is now trying to increase their facilities. Owing to the scarcity of hands in this city, they contemplate opening a factory in a nearby town.

A. Hirleman, a cigar manufacturer doing business at 317 Penn Street, has been succeeded by C. L. Zerbe. A bond of $500 was filed.

A trip to the cigar factory of Charles Yetter finds Mr. Yetter most optimistic as to his prospects for the following year. He reported that 1912 had been good to him.

Lehr Assets to Approximate $30,000

Nearly $30,000 is said to have been obtained as the result of the sale of the properties owned by George W. Lehr, the Reading, Pennsylvania, cigar manufacturer, who recently went into bankruptcy. Included in the sale were the four-story brick store and apartment building at 912 Penn Street, the four-story brick factory building with basement, in the rear and extending back to an alley, the three-story brick residence with lot 20 by 100 feet, in which Mr. Lehr resides at 1148 Perkiomen Avenue, the vacant lot adjoining it, and the cigar factory building in the rear of them.

Newsy Trade Jottings

The cigar business of the Max Baumann Cigar Company, at Manistee, Michigan, has been acquired by T. A. Kenney.

The El Pavo Cigar Company has been incorporated in Chicago, to do a general cigar and tobacco business. The incorporators are Emanuel Weinberger, Nathan R. Cerf and Edwin Weinberger.

A recent death in the trade was that of A. M. Slaughter, a prominent tobacco dealer, of Owenton, Kentucky. Mr. Slaughter was formerly a member of the State Board of the Burley Tobacco Society.

LEAF TOBACCO MARKET

Cigar Industry Brightens New York Market---Philadelphia Dealers Doing Fairly Well---Connecticut and Wisconsin Growers Unloading Heavily at Warehouses

NEW YORK.

NEW YORK CITY, February 20.

THE promising condition of the cigar industry has had a very good affect on the leaf tobacco trade. Although sales are not large in volume, there seems to be a demand for pretty near all kinds of stock. The new tobaccos are meeting with favor in most cases.

The Connecticut and Georgia and Florida shade grown and primed tobacco is selling well. They are coming up to expectations in most every case, and are said to be desirable in every way.

A number of the Sumatra buyers are already on their way to the inscriptions. The first one will be on the seventh of next month. The manufacturers are now playing a waiting game, and sales in this leaf are likely to be slight until a line can be secured on the new Dutch leaf. The factories are only buying for immediate needs on Sumatra at present.

Although some samples of the new Havana crop are on hand, they can not be taken as an example of what the crop will be. It is generally agreed that unless something extraordinary turns up it will be all it was cracked up to be.

PENNSYLVANIA.

PHILADELPHIA, February 24.

THE leaf market remains about the same. Dealers report sales of small lots at regular intervals, and although no one appears to be rushed, a general feeling of optimism prevails. The healthy condition of the cigar factories has had an enlivening effect on the trade and it is now far better than a month ago.

Interest has been centered to an extent on the situation in Lancaster County and also in Wisconsin, where a number of the local houses have warehouses. In Lancaster there is quite an amount of the new crop still on hand, which the growers are trying to get rid of before their spring work begins. The Wisconsin field is pretty well cleaned up, and reports from that section are satisfactory.

LANCASTER, February 24.

The feature in the Lancaster tobacco market the past week was the efforts made by belated growers to get their holdings off their hands in order to be relieved of its care before spring work on the farm opens. Instead of the packers going after the growers with offers to buy, the growers are now seeking the packers and offering to sell. Most of the week's sales were at eight and nine cents a pound for wrapper goods and three cents for fillers, while plenty of hail-cut tobacco was offered at three and one-half to five cents a pound, according to the extent of the damage done by hail.

Estimates of the quantity of tobacco still remaining in the growers' hands range from fifteen to twenty per cent. of the crop, and it is freely predicted that before it is disposed of the price will drop below eight cents a pound. Lancaster packers are doing little business now with Pennsylvania broadleaf, most of their trading being done with Ohio, Wisconsin and Connecticut goods, the only tobacco there is any profit in at present.

CONNECTICUT.

SUFFIELD, February 20.

EVERY day now loads of tobacco can be seen going towards the warehouses. This looks as though some of the buyers, at least, have made adjustments with the growers. The buyers claim that they have not docked a grower unless there was good and sufficient reason for it and the fact that the growers have been willing to adjust gives color to the claim. All trouble would have been avoided if the buyers had not been so eager to secure the crop and purchased four-fifths of it in the field before it had attained its growth.

WAREHOUSE POINT.

The growers in the town are still delivering their tobacco and it is said that in several cases the buyers have cut from two to three cents off the price agreed on for the tobacco when it was bought last fall. Some of the growers object to this cut and do not deliver their crops, but sell to another packer. It is hoped that the experience of both the growers and packers will do away with the system of buying the crops in the field, which can never be satisfactory. Neither the grower nor the buyer can know the real value of the crop until it is cured and stripped from the stalk and there will always be differences to adjust. It is reported that the primed tobacco was up to the quality of the other years crop. According to the government reports, however, the Connecticut growers received a higher average price than in any other year since 1908. These figures were based on the prices contracted for in the field and not after any adjustments were made. Considering the season the growers did very well and it is expected that the acreage of the weed will be increased rather than decreased in the coming year and many of the farmers are planning on increased shed room.

WISCONSIN.

EDGERTON, February 21.

AN almost continuous stream of tobacco teams is coming daily at the receiving points as the crop is being transferred from the farms to the warehouses. Fine weather and good roads that have prevailed most of the time this winter have facilitated the work of delivery greatly. It begins to look now as if the crop would be in the hands of the warehousemen at a much earlier date than usual for the receiving has gone forward more expeditiously than most other years. Buying of rejections as well as the unsold fraction of the crop is all the time being conducted, but generally at prices somewhat reduced from earlier quotations. Among recent sales are: Fred Green, 5a at 10c; O. M. Turner, 5a at 10&4c; John Hyland, 5a at 8¼&4c.; Alfred Bratlie, 4a at 9&3c; N. C. Nelson, 12a at 7c.

The work of preparing the crop for the cases in the warehouses is progressing quite satisfactorily as the help is well organized and everything working smoothly.

There continues a steady demand for all leaf that meets the demands of the binder trade, but local markets are becoming well cleaned of such goods. The Johnson packing of '11 at Morrisonville of 294 cases has been sold to A. S. Flagg. O. C. Moen also sold a 210 case lot of '11 to Weil & Company.

VIROQUA.

These may, with propriety, be termed "tobacco days." There is a hustling in country districts among buyers. Unsold, rejected and withdrawn crops are being gathered in. The highways are lined with wagons and sleighs making deliveries. Saturday and Monday were among the big days in Viroqua. We should judge that fully one-half of the tobacco acreage of Vernon County has been delivered.

One of the really best returns from two acres of ground we have heard of this season is reported by John Williams, who lives south of Viroqua. He received $561.15, selling at fifteen and three-fourth and five cents. The ground on which this was grown has been cropped continuously with tobacco for sixteen years. N. E. Fortney, for Eisenlohr Brothers, received the crop.—*Reporter.*

KENTUCKY.

LEXINGTON, February 19.

TOBACCO at this point last week continued very active, that is the new crop did. With the old stock there was little doing, the buyers having about all they could attend to in keeping up with the trading in loose offerings of the 1912 production.

There is much speculation as to what per cent. of this crop has been sold and delivered to date, and those who have made a study of the matter and inquired into the facts disagree. Based on the claims of farmers and the speculators, it would seem conservative to say eighty-five per cent. of the crop has been delivered, and if this be true we shall not sell more than 35,000,000—and the highest estimate we have heard on the percentage basis is eighty per cent., which would give us 37,500,000. While the lowest estimate of the crop remaining unsold is ninety per cent. delivered, which would give up little to sell, and a stopping place of about 33,000,000. There are a few who are willing to wager we will sell 40,000,000, on even money, but candidly we do not hold to this extreme view. In our opinion we may reach 35,000,000, and if we go beyond this it must come from some quarter other than the vicinity of Lexington.

Already we have been selling a great deal of stuff shipped in here from border counties, including Boone, Kenton, Pendleton, Grant and the mountain counties, also some shipped in here from Missouri in hogsheads, and taken out and sold loose, and while these car load shipments some weeks ago were blocked in the yards, and forced to take their turn, they are cleared up now, and we hear of little prospective shipments of this class.

VIRGINIA.

RICHMOND, February 18.

THE first real cold snap of the season came in good time to cut off the heretofore heavy receipts of loose leaf tobacco, and the buyers of the same, as well as the warehousemen, were glad of it. The manufacturers and the other buyers of sun-cured and other dark tobaccos had their leaf houses crowded to suffocation, and they wanted a little time for "ordering" and bulking their heavy purchase of several weeks past so that they might make room for more leaf, and the warehousemen wanted a little chance to clean up floors and a chance also to assure their farmer friends of a firm and steady market. They well knew the latter was impossible if the growers continued to flood the market with stock when the manufacturers and dealers had nowhere to store the stuff. Therefore, all the tobacco people rejoiced that the past week was that cold and that crisp that the too eager farmers could not handle their leaf for marketing purposes.

Newsy Paragraphs From Leading Leaf Tobacco Centres

The grand jury of Henderson County, Kentucky, recently returned an indictment against the Imperial Tobacco Company, of Kentucky, and the Imperial Tobacco Company, of Great Britain, accusing them of combining to depress the price of leaf and strip tobacco in that county at the price below the real value. The indictment charges that the defendants have "become parties to an alleged conspiracy with other firms in order to fix a price on tobacco below its real value." A number of bankers, independent tobacco dealers, railroad agents and several officers of the Stemming District Association are named as witnesses. The fine, in case of conviction, is from $500 to $5000, and the firm found guilty also automatically forfeits its charter as an incorporated company to do business in the state of Kentucky.

According to a recent consular report from the Province of Leece, in Italy, the efforts which have been put forth to sell the tobacco produced in that district in foreign markets have proved a total failure, and caused considerable loss to the tobacco growers. They have consequently turned to the Italian monopoly, and as the leaves produced are said to be of a light, aromatic color and of good quality, they should not lose by the venture. The output of the growers in that district in 1912 was 1,465 metric tons, which was valued at $330,000, of which 1450 tons was consumed in Italy, and only six tons, valued at $1358, exported to foreign countries.

Bad feeling has been caused in Kentucky by the differences the tobacco growers have had with the buyers of their crops. Reports of night riding have been heard, although no outrages are heard of. One member of the Stemming District Association of the state, with his residence in Morganfield, was warned to resign from the Union County board of the body, and a bundle of switches laid on his doorstep. He has been one of the conservatives on the board, advocating the upholding of the law.

Late reports from Henderson, Kentucky, state that the Stemming District Tobacco Association has voted in favor of selling 9,000,000 pounds of pooled tobacco. It is said that an error was first made when the vote was taken, and that after going over the figures carefully it was found that the balloting was thirty-one against the sale of one-third of the crop and thirty-three in favor of the sale. This will mean that 9,000,000 pounds of tobacco will be sold at seven and six and one-half cents. Many farmers say they will not sell their crops at the above price, insisting that eight cents should be paid.

The cultivation of tobacco has attained considerable importance in Canada, but prices are not always remunerative for the planters, because they do not deliver a well-cured product. With the object of improving this culture and the preparation of the tobacco, the Canadian Department of Agriculture has organized an agricultural co-operative association in the county of Rouville, with a capital of $34,800. It is administered by an expert, who has a salary of $3000. The warehouse of the association has received this year 550,000 pounds of tobacco. It has been carefully cured, and a considerable part of it has been sold at much higher prices than those obtained by the members of the society before its organization.

The present tobacco crop now being gathered in Cuba is pronounced to be one of the best in quality seen for several years, says Consul-General James L. Rodgers, of Havana. It is said to be of good development in most districts, of fine burning characteristics and of light texture, as well as good aroma. In the Province of Pinar del Rio, where the great majority of the good filler tobacco is grown, the weather has on the whole been favorable, with the result that a good grade of staple filler will be produced and in ample quantity. However, in this district it is stated that the percentage of wrapper tobacco will be low, and that causes the growers of the wrapper in the Partido district to hope that their product, which is also of good quality, will be in great demand, and especially since the market has almost been swept clean of the 1912 crop.

There has been a deficiency of rain in both the Partido (Habana Province) and the Remedios (Santa Clara Province) districts, and while in the first named this is not so serious a matter owing to irrigation facilities, it may have a great effect upon the latter, where the bulk of the cheaper filler grades is grown. An occasional rain during the next six weeks would relieve the condition and would mean that the present crop would be ample in quantity. The reverse, however, would certainly jeopardize the outcome both in quantity and quality.

The general expectation of the growers is for good prices, and that hope seems justified in view of the quality of the 1913 crop and the known fact that but little of stock remains in Habana or other market centers.

Late Trade Items

The plant of the Imperial Tobacco Company, Amelia, Virginia, was damaged by fire lately, having started in the drying-house, where tobacco was being dried.

The Stenger Building, 505 Main Street, Johnstown, Pennsylvania, has been leased by William Lampropolis, possession to be taken March 1. A cigar stand is named among the enterprises which Mr. Lampropolis will conduct.

The American Cigar Company has opened a branch at Terre Haute, Indiana, with about 500 employees. J. R. Golden, manager of the Evansville, Indiana, factory, who made the arrangements for the opening of the factory, is planning to increase the number of his employees to 1000.

Imports and Exports of Leaf and Manufactures for 1912

IMPORTS OF FOREIGN LEAF AND ITS MANUFACTURES.

Articles.	December— 1911 Pounds	1911 Dollars	1912 Pounds	1912 Dollars	Twelve Months Ending December— 1911 Pounds	1911 Dollars	1912 Pounds	1912 Dollars
Leaf—								
Suitable for cigar wrappers .... lbs...dut...	370,282	453,613	238,388	313,286	6,319,118	7,337,429	6,141,468	7,944,515
All other ..... lbs...dut...	5,016,460	2,290,458	5,282,689	2,345,163	46,582,315	24,780,277	51,331,467	25,143,858
Total leaf ..... lbs...	5,386,742	2,744,071	5,521,077	2,658,449	52,901,433	32,117,706	57,472,935	33,088,373
Manufactures of—								
Cigars, cheroots and cigarettes .... lbs...dut...	.....	.....	.....	.....	348,400	1,935,757	.....	.....
Cigars and cheroots ..... lbs...dut...	64,638	373,209	56,670	357,106	385,887	2,267,725	656,880	3,955,338
Cigarettes ..... lbs...dut...	2,497	12,061	2,152	4,741	8,902	32,664	45,252	72,190
Product of the Philippine Islands.. ..M...					16,635			
..... free ...lbs...	.....	.....	.....	.....	205,960	329,895	.....	.....
Cigars and cheroots ....M...	6,151		(7,014)		23,525		(90,748)	
..... free ...lbs...	90,952	136,306	(64,398)	153,071	355,707	534,184	(1,346,823)	1,978,230
Cigarettes ..... M...	928		1,425		3,303		(8,101)	
..... free ...lbs...	4,034	1,911	2,631	2,898	8,976	6,685	(20,597)	15,935
Total cigars, cheroots and cigarettes ..... lbs...	162,121	523,487	125,851	517,816	1,313,632	5,106,910	2,069,552	6,021,693
All other manufactures of..... dut...	.....	35,293	.....	9,540	.....	201,494	.....	160,370
Total manufactures of	.....	558,780	.....	527,356	.....	5,308,404	.....	6,182,063

EXPORTS OF DOMESTIC LEAF AND ITS MANUFACTURES.

Unmanufactured—								
Leaf ..... lbs...	21,878,427	2,565,590	21,798,955	2,660,240	365,971,986	42,052,040	406,265,768	46,797,618
Stems and trimmings ..... lbs...	320,178	6,729	556,274	26,505	4,311,256	99,376	4,585,973	146,862
Total manufactured ..... lbs...	22,198,615	2,572,319	22,535,229	2,686,745	370,283,512	42,151,416	410,851,741	46,944,480
Manufactures of—								
Cigarettes ..... M....	176,249	247,353	210,779	304,797	1,432,318	2,049,885	1,683,589	2,488,371
Cigars and cheroots ..... M....	251	5,491	109	2,060	1,568	33,200	2,083	70,615
Plug ..... lbs...	610,353	162,389	554,779	154,691	7,064,764	1,821,659	6,986,489	1,884,782
Smoking ..... lbs...	128,456	62,072	125,429	63,551	1,241,940	616,139	1,288,046	700,246
All other	.....	13,677	.....	14,422	.....	156,976	.....	223,055
Total manufactures of	.....	490,982	.....	539,521	.....	4,677,859	.....	5,367,069

R. J. Reynolds Co. to Manufacture Little Smokes

Awaiting Decision on Anti-Cigarette Bill Before North Carolina Assembly Before Finally Settling on Location

THE announcement of the R. J. Reynolds Tobacco Company, of Winston-Salem, North Carolina, that it will shortly engage in the manufacture of cigarettes, has been received with alarm, it is said, by other companies now engaged in that line of business. As is known, the competition in that line of the trade is very keen and another entrant in the field will make it an even closer fight. The machinery and other equipment for the factory are being purchased.

"If the anti-cigarette manufacturing bill, now before the North Carolina General Assembly, does not become a law," says the *Winston Sentinel*, "the R. J. Reynolds Tobacco Company will, within the next two or three months, begin the manufacturing of cigarettes in Winston-Salem. The machinery has been purchased for the new plant, which will be located in factory No. 5, the modern new building erected the past year.

"The output of the little smokers will be at least one million and a half per day, and it is the purpose of the company to increase this number each month and year. Six cigarette machines will be installed and operated as a beginner.

"President R. J. Reynolds said that if the anti-cigarette manufacturing bill passes the Legislature his company will necessarily have to move the new enterprise to Richmond, Virginia, where the company has two large storage houses for leaf. They have bought a large stock of bright leaf for making cigarettes and the large expenditures in getting ready for manufacturing will necessitate their going forward and executing the plans mapped ott for making cigarettes. The company has purchased a large quantity of bright leaf on this and a number of other markets since the tobacco season opened last fall, and the high price paid for this class of the weed makes it too expensive to be used in either plug or smoking goods."

The estate of William Buchanan, for many years prominently connected with the tobacco and jute business, New York City, is reported to amount to $1,906,808.

A "BULLDOG—BARON DE KALB" DISPLAY

A simple, but fetching, display of cigars made by John W. Merriam & Co., of New York, in Schwab cigar store, Dayton, Ohio

Cleveland

Sudden Cold Spell Fails to Affect Business—Stace & Vincent to Occupy New Store March 1st—Fred G. Gollmar Co. Adds More Humidor Space—Sig. C. Mayer in Town

CLEVELAND, February 24.

AFTER a period of regular spring weather this city is again experiencing a cold spell. Nothing of this, however, has affected business in any way. The trade seems to keep right on buying hot or cold.

The Shields-Wertheim Company are still oversold, working day and night trying to catch up with orders. The salesmen are scattered to all quarters of the states and each mail is bringing in more orders.

Cleveland has taken on a holiday attire from the writer's observation in regard to "Saramitas." The windows are beautifully trimmed and causing a great deal of talk.

Stace & Vincent, the aggressive young cigar concern of Cleveland, are advertising their big opening for March 1, when they go into their new quarters, corner 105th and Euclid Avenue, in one of the finest fitted up cigar stores and billiard parlors in the country. The boys are well-liked and everybody is wishing them much success. All of their stores have a very beautiful window display.

The Fred G. Gollmar Company have added more humidor space to their cigar store in order to carry a larger assortment of cigars. They have now a humidor built to the ceiling in which they show one of the finest assortments of cigars in the city. Their business is holding up nicely. They also report business good in their Ratskellar stand.

Morris Glicksmann, who has the cigar privilege for the new Leader Building, is not as yet able to give the proper date of his opening.

Leo Mayer, of Neumann & Mayer Company, Philadelphia, and I. J. Mittelberger, also connected with that firm, are making a trip very successfully through the Middle West.

Sig. Mayer, also of Philadelphia, passed through here the other day. He had his hand bound up. I believe he did tell us the nature of the ailment, but we had very strong suspicions that the whole trouble with his hand was that he was taking too many orders.

Lee Burton, Miles Theatre Building, Huron Road, just opened up a very attractive cigar stand. Mr. Burton has a good location and the writer believes that he will do a very nice business.

Mrs. Harry Fagin, wife of the manager of Jenkinson's Scofield stand, passed away this past week.

Mr. McGuire, manager of Stranahan's cigar stand in the Arcade, is satisfied with business conditions and says that things are going along nicely.

Willus Andrus, of F. Garcia Company, was in town this past week.

Joseph T. Snyder, of the Joseph T. Snyder Cigar Company, was in town in the interest of his business. Mr. A. E. Campbell, of Buffalo, the pipe specialist, is here conducting their pipe sale, which they are running at 742 Euclid Avenue.

Saturday, the twenty-second, was the second anniversary of their store at 523 Euclid. They did a wonderful business on that day. They gave away a glass ash receiver as a souvenir.

John Roland, manager of R. & W. Jenkinson's retail interests in Cleveland, reports a nice, steady increase in business and anticipates a nice spring trade.

John T. Campbell, of the J. T. Campbell Cigar Company, Akron, Ohio, reports a steady increase on "Bella Mundos." N.

Late Trade Items

Braeger & Gratzer is the firm name of a new concern which succeeds Braeger & Birchler, of Olympia, Washington.

The South River Cigar Company, South River, New Jersey, a branch of the New Brunswick, New Jersey, Cigar Company, is now thoroughly installed in its new factory in that city. About 220 hands are employed.

The Wayne Cigar Company, Detroit, Michigan, operating one of the largest factories in that city, and which has only been in existence a short time, recently tendered a banquet to its employees to celebrate the opening of its new factory, which was formerly used as a Polish seminary. At the conclusion of the banquet speech-making was indulged in.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

LA ENCHANTRESS:—25,486. For cigars cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1913. Union-American Cigar Company, Pittsburgh, Pa.

FATIMA:—25,487. For cigars. February 10, 1913. J. G. Shirk, Lancaster, Pa.

BIBBET:—25,488. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1913. Taylor & Shargel, Newark, N. J.

CINOK:—25,489. For cigars. February 10, 1913. Dayton Cigar Company, DeKalb, Ill.

PHILIP ARMIDAS:—25,490. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 11, 1913. Kaufman, Pasbach & Voice, New York.

ATTILA:—25,491. For cigars. February 12, 1913. Calvert Lithographic Company, Detroit, Mich.

FLOR DE BERTHOLD:—25,492. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. B. H. Hahn Cigar Manufacturing Company, Bay City, Mich.

BOBBY NORTH:—25,493. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. G. Baer & Son, Springfield, Mass.

PHILADELPHIA QUAKER:—25,494. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. Cores-Martinez Company, Philadelphia, Pa.

LA USURLA:—25,495. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. Heywood, Strasser & Voigt, New York.

ONE WAY TO HAVANA:—25,496. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 13, 1913. Peter Dornbos, Grand Haven, Mich.

TRULY HAVANA:—25,497. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 14, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

REAL HAVANA:—25,498. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 14, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

TRULY HAVANA:—25,499. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 14, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

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MADE IN DETROIT:—25,517. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1913. T. A. Wadsworth, Detroit, Mich.

ARABAID:—25,518. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 18, 1913. Moeller & Kolb, Chicago, Ill.

HIGHLAND MAID:—25,519. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 18, 1913. L. R. Brown, Brownstown, Pa.

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SELF-MADE:—25,418. February 20, 1913. Petre, Schmidt & Bergmann, Philadelphia.

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At a meeting of the board of directors of the Union-American Cigar Company, of Pittsburgh, on February 10, the following directors were elected for the year: G. P. Waidely, president; J. M. Philbin, vice-president and treasurer; E. S. Hurt, secretary, and N. D. Lean, auditor.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

LA ENCHANTRESS:—25,486. For cigars cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1913. Union-American Cigar Company, Pittsburgh, Pa.

FATIMA:—25,487. For cigars. February 10, 1913. J. G. Shirk, Lancaster, Pa.

BIBBET:—25,488. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1913. Taylor & Shargel, Newark, N. J.

CINOK:—25,489. For cigars. February 10, 1913. Dayton Cigar Company, DeKalb, Ill.

PHILIP ARMIDAS:—25,490. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 11, 1913. Kaufman, Pasbach & Voice, New York.

ATTILA:—25,491. For cigars. February 12, 1913. Calvert Lithographic Company, Detroit, Mich.

FLOR DE BERTHOLD:—25,492. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. B. H. Hahn Cigar Manufacturing Company, Bay City, Mich.

BOBBY NORTH:—25,493. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. G. Baer & Son, Springfield, Mass.

PHILADELPHIA QUAKER:—25,494. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. Cores-Martinez Company, Philadelphia, Pa.

LA USURLA:—25,495. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1913. Heywood, Strasser & Voigt, New York.

ONE WAY TO HAVANA:—25,496. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 13, 1913. Peter Dornbos, Grand Haven, Mich.

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BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

Chas. M. Yetter & Co., Reading, Pa.

Manufacturers of high-grade, union label cigars for the jobbing trade only. We should like to demonstrate our claim of exceptional values to interested jobbers, by submitting samples upon request.

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-tf.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

PIPES REPAIRED Expert Workmanship. Satisfaction guaranteed.
THEODORE KLINGER, 214 W. 108th St., New York

FOR SALE

Zimmer, Spanish and Gebhard seed tobaccos: natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

UNEXCELLED OPPORTUNITY for a live jobber to handle the output of a union cigar factory. Samples and prices on request. S. P. Gorman, Binghamton, N. Y. 2-15-h

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 200, care "Tobacco World." 9-15-tf.

A COMPETENT MECHANIC wishes a position as cigar foreman; have had ample experience to qualify for same. Address, C. E. S., care of "The Tobacco World," Philadelphia, Pa.

Wanted.

UNION CIGAR MANUFACTURER—Established over twenty-five years; incorporated; controlling four departments; cigar manufacturer; mail order cigar and leaf tobacco trade; also tobacco manufacturer, with fine local trade. Requires services of first class business man, with capital. References exchanged. Address Union Made, care of "The Tobacco World." 2-15-c

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 304 - 306 E. 48th., NEW YORK.

WANTED—A man with experience to extend retail cigar business. Capital of $1000 or more. Address, Box No. 101, care of "The Tobacco World," 102 South Twelfth Street, Philadelphia, Pa. 2-1-h

WANTED—"Strickler's" success scrap cutter. Must be in first-class condition. Address E. E. F., 353 East Seventy-eighth Street, New York City.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1_tf

FOR SALE—Connecticut broadleaf, twenty-four cases 1911 crop; also 1912 crop in bundle. Fred E. Field, Somers, Conn. 2-1-h

STEMS—Have a lot of clean and sound clear Havana stems, packed in bales, for sale. Will sell all or part. Reply to Stems, care of "The Tobacco World," 102 South Twelfth Street, Philadelphia. 2-1-h

FOR SALE—A fine label, together with rights and title. Trade reasons for selling. Write W. Z. Sheetz, Newmanstown, Lebanon County, Pa. 2-15-c

Help Wanted.

SALESMEN WANTED—To sell our new patented Stem and Bowl Pipe Cleaners. Liberal commissions. E. T. Gilbert Manufacturing Company, Rochester, N. Y. 2-1-c

For Rent.

FACTORY FOR RENT IN PERKASIE, PA. Seating capacity, 100 hands. Complete heating, water and light, with elevators, sweating room, work benches, chairs and window shades. Rates very reasonable. Apply or address, C. F. Harr, Perkasie, Pa.

FOR RENT—New and modern cigar manufacturing plant, building 40 by 100, three floors, with best of shipping facilities. Electric, express and freight passes door. Address, West End Improvement Company, Quakertown, Pa. 2-15-h

Patents of Interest to Tobacconists

1,027,318, Tobacco pipe, Harry E. Buttimer, Rockford, Ill.
1,026,976, Match-box, Ruel Dingwell, Boston, Mass.
1,027,205, Cigar-lighter, Alfred T. Hoevet, New York, N. Y.
1,027,094, Cigar-pressing box, Robert Woerner, Mannheim, Germany.
1,027,530, Pipe, Charles Elkin, New York, N. Y.
1,027,838, Button for tobacco pipes, Wm. G. Glenn, Toronto, Ont., Canada.
1,028,069, Cigar for cigarette case, Samuel C. Hignett, Liverpool, England.
1,027,553, Cigar-machine, Ralph H. Logan, Allegheny, Pa.
1,027,900, Pocket igniting device, Rufus E. Ramsdell, Newton, Mass.
1,027,916, Smoking pipe shield, Charles Siebenhausen, Boston, Mass.
1,028,438, Cigarette box, Benjamin Cohon, Westwood, N. J.
1,028,106, Match-box, Louis N. Forsyth, New Iberia, La.
1,028,349, Machine for measuring off and packing matches in boxes, &c.
1,028,607, Cigar box lid holder, Max Rothschild, New York, N. Y.
1,028,498, Wrapper for cigars, Anthony Schneider, Jersey City, N. J.
1,029,548, Cigarette box, Joseph R. W. Menger, Union Hall, N. J.
1,029,080, Match-box, John F. Murray, Colorado Springs, Colo.
1,029,218, Match-making machine, Thomas Nimmo, South Portland, and A. G. Libby, Portland, Me.
1,029,397, Cigarette machine, Stanislaus Palmowsky, New York, N. Y.
1,028,906, Means for absorbing nicotine, Samuel A. Reed, Brookston, Pa.
1,029,164, Machine for making cigar and cigarette holders, George Wirth, Augsburg, Germany.
42,603, Design, cigar-ash holder, Bela R. Halderman, Franklin Grove, Ill.
1,029,759, Feeder for straw and tobacco cutters, Magnus Larsson, Helsingborg, Sweden.
1,029,723, Electric cigar lighter, David E. Shea; Williamsport, Pa.

Labels:

16,346, "Violeta," for cigars, Schmidt & Company, New York, N. Y.
16,367, "Nordana," for cigars, C. B. Henschel Manufacturing Company, Milwaukee, Wis.
16,368, "Jefferson," for cigars, Max Grossman, Peoria, Ill.
16,365, "Commercial Note," A. C. Henschel & Company, Chicago, Ill.

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WANTED—"Strickler's" success scrap cutter. Must be in first-class condition. Address E. E. F., 353 East Seventy-eighth Street, New York City.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

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1,026,976, Match-box, Ruel Dingwell, Boston, Mass.
1,027,205, Cigar-lighter, Alfred T. Hoevet, New York, N. Y.
1,027,094, Cigar-pressing box, Robert Woerner, Mannheim, Germany.
1,027,530, Pipe, Charles Elkin, New York, N. Y.
1,027,838, Button for tobacco pipes, Wm. G. Glenn, Toronto, Ont., Canada.
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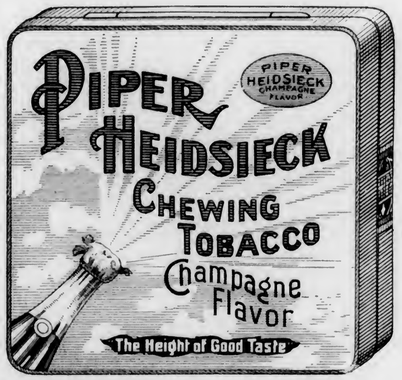

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Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St.
PHILADELPHIA

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.
108 La Salle Street, Chicago, Ill.

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco

We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS

Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.

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¶ If you want **Cigar Labels** of neat and original designs, consult us. Let us submit samples.

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CLARENDON ROAD & EAST 37th St. BROOKLYN, N.Y.
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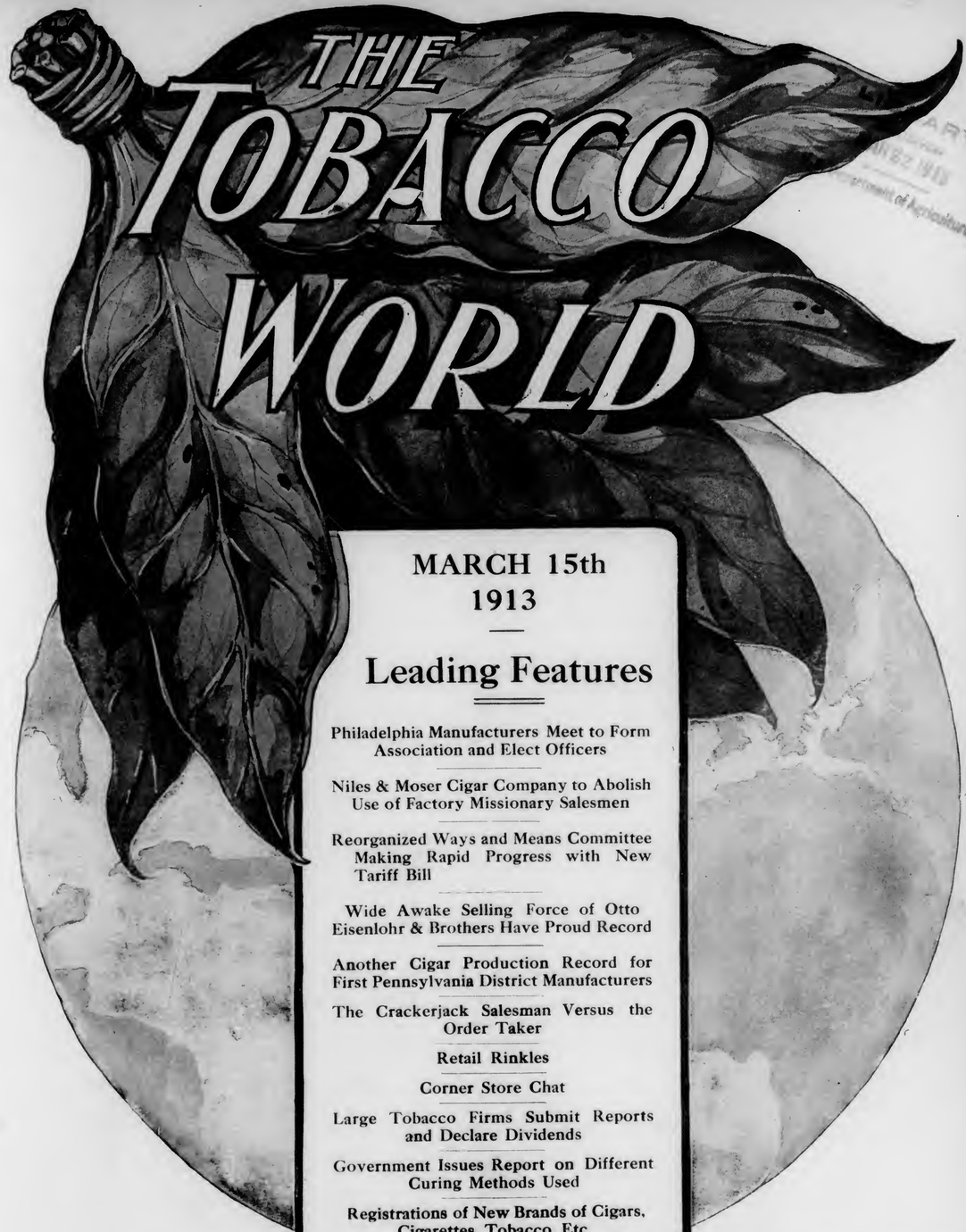

THE TOBACCO WORLD

MARCH 15th 1913

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Another Cigar Production Record for First Pennsylvania District Manufacturers

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Retail Rinkles

Corner Store Chat

Large Tobacco Firms Submit Reports and Declare Dividends

Government Issues Report on Different Curing Methods Used

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXIII No. 6

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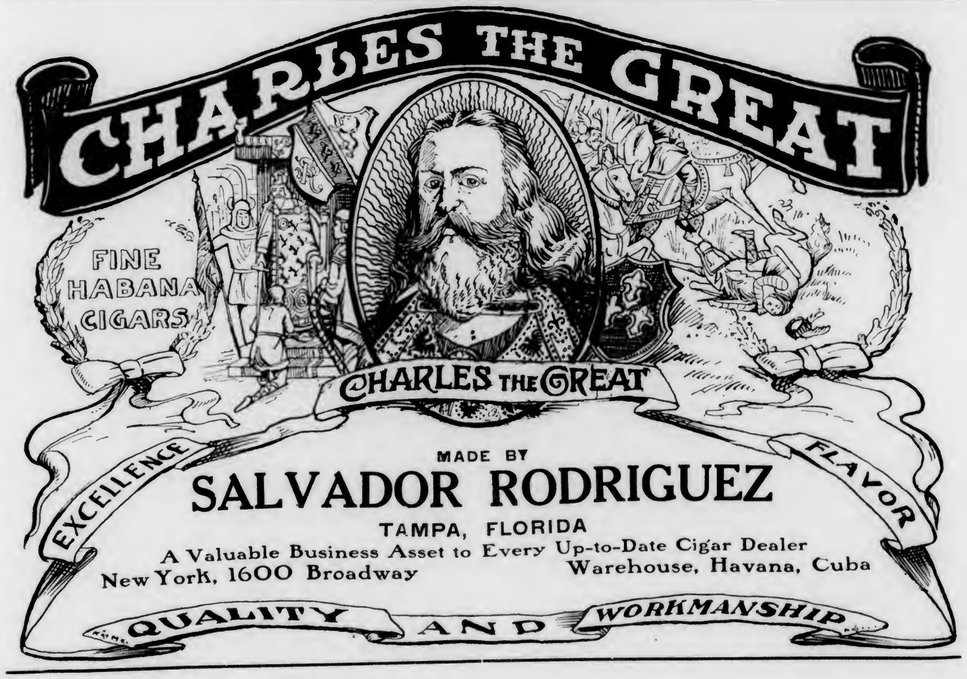

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FIVE CENT CIGAR

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10c. GENUINE 15c.

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For Gentlemen of Good Taste

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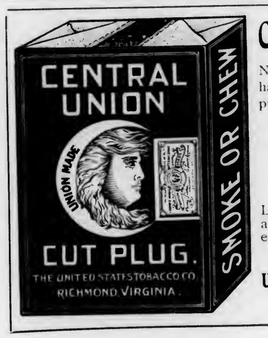

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No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

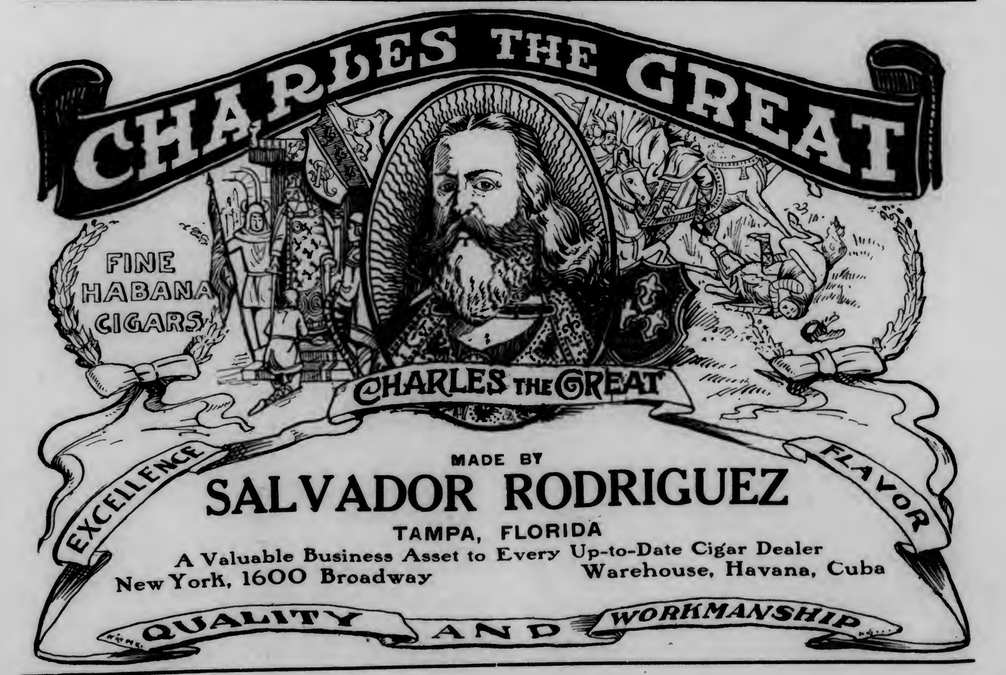
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Two New PORTUONDO Brands—

SINTOMA

A worthy ten-cent cigar tribute to the Founder of the house and a solid quality offering to the trade.

ALL ALIKE

Our nickel brand with a new attractive label. It forcefully emphasizes our forty years standard of uniform cigar excellence.

Effective Window Display Cards Furnished for Both Brands.

Juan F. Portuondo

Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

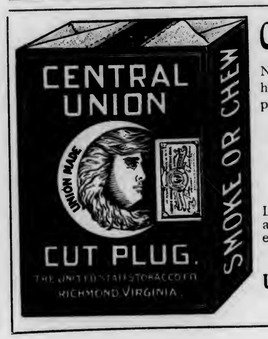
139 Maiden Lane New York

For Gentlemen of Good Taste

San Felice CIGARS

The Deisel-Wemmer Company

LIMA, O.



Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Counsellors Keep Customers

Wise Dealers Know That

"Just Out" of Counsellors means soon out of customers

Order CRESSMAN'S COUNSELLOR 5¢ CIGAR Today

ALLEN R. CRESSMAN'S SONS, Mfgrs.
PHILADELPHIA, PA.

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

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Sole Owners and Manufacturers

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BOCK & Co
BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA
ESTELLA DE F.G.C. HABANA
H DE CABANAS Y CARBAJAL
LA INTIMIDAD DE ANTONINO CARUNCHO
LA AFRICANA HABANA
LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS
FLOR DE J.S.MURIAS HABANA
Flor de J. S. Murias y Ca.
FLOR DE CUBA EL M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR LA ROSA DE SANTIAGO HABANA DE PEDRO ROGER
LA FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA EL BANCES Y SUAREZ HABANA
LA CORONA

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS

Just Right

Flor de Jeitles CIGARS

MADE BY
JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

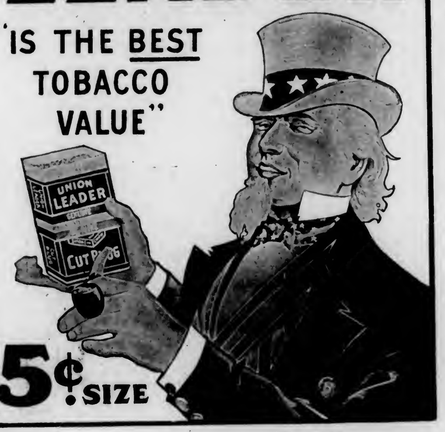
That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"



5¢ SIZE

Cigars of Distinction — Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers
TAMPA, FLA.

"THE TRULY HAVANA HOUSE"

New York Office and Salesroom: 136 Water Street

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HAVANA CIGARS

They Lead the Leaders

26 SIZES

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Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
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DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

"ELITE" F.Ry Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

London Trophies ARISTOCRATS

PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded. 2 for 5c. and a full line of 3 for 5c. stogies. Correspondence from jobbers and brokers solicited.

Wabash Cigar Co., Pittsburgh, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Finest Workmanship

Under Sanitary Conditions

BERNADOTTE TRUE HAVANA CIGARS
A. KERN & CO., Inc., 109 W. 42d St., New York

5c 5c

Take No Chances-

Stock Up with the "LIAR"—the Cigar that Belies its Name

HERE'S THE LABEL

IT WILL MEAN

Stocking up on a brand that has more than made good.
A reasonable margin of profit for the man who pushes the cigar.
Increased sales from week to week, with increased profits.
Lasting satisfaction to the smoker—the 1000th cigar is as good as the first.
A quality article—a hand-made, Sumatra wrapped cigar, with just the right proportion of selected Havana filler.

Write for prices and territory to

C. H. PLITT CIGAR CO., York, Pa.

5c 5c

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

Here's the **WHEELING STOGIE** that **SELLS**

POSITIVELY **MILD**

Wheeling Delights

Made of the best grade of selected tobacco in a sanitary factory by the best stogie-makers in the world. Exclusive territory open for live jobbers. Write today.

LITTLE PET STOGIE CO.

Factories: 1427 16th St., 1110 Market St.
Wheeling, W. Va.

Manufacturers of Wheeling's Famous Stogies

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal" has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs 46 Miller Street, Pittsburgh

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**

The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh factories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.

28th and Smallman Sts., Pittsburgh, Pa.

No Humidors, No Moisteners, Cigar Cases or Lid Holders Required

The Becker Glass Cigar Box Lids Provide the Best Protection Known

25 different constructions and patent attachments to select from at 10c. to 35c.

Over one million made. Some of these have been in use eleven years in nearly all countries, many customers praising their great value.

The Knockdown Frames for adjusting glass *sent by mail* all over the world.

P. A. BECKER CO., 132 Cumberland St., Brooklyn, N. Y.

Established 1891

Makers of All Kinds of Moisteners and Display Goods

The Baum-Jaffe Co.

OF PHILADELPHIA

OFFER A WONDERFULLY GOOD PROPOSITION IN

"EL JAFFE"

The Finest 10c. Cigar

MADE FROM HAVANA TOBACCO THAT IS HAVANA GROWN. BROAD-LEAF WRAPPED.

"It's a Great Seller"

BAUM-JAFFE CO.

115-117 N. THIRD STREET, PHILA., PA.

Do You Manufacture Scrap Filler Cigars?

IF YOU do, we can supply you with better scrap Filler Tobacco than you have ever used. Here is something that **you** *want.*

Horner's Select Scrap Filler is ready to work and is unusually coarse, free from stems, siftings and artificial flavoring, every ounce of which can be worked up without loss.

Packed in bales, 50 pounds net, 25c. per pound, f. o. b. cars, Gettysburg, O.

Write for sample, at **our** *expense.*

Specialists in Scrap Filler Tobacco

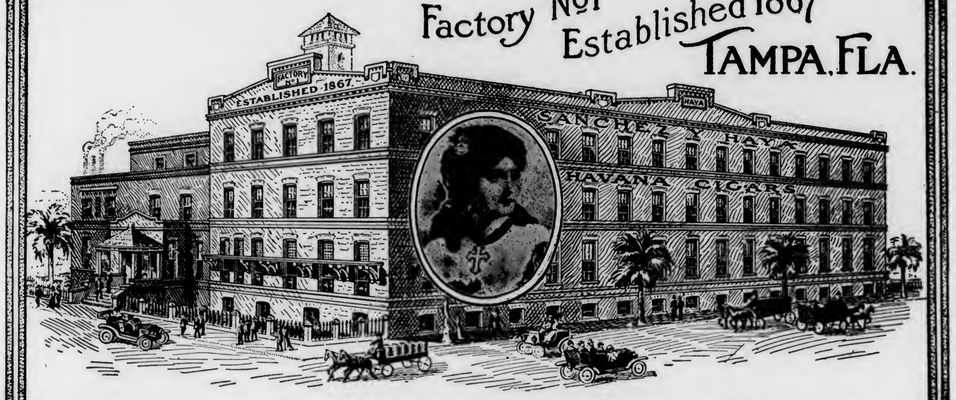
Horner Tobacco Co.

208 S. Ludlow Street, Dayton, Ohio

Factory and Warehouses, Gettysburg, Ohio

The New Home of Sanchez y Haya

Factory No1 Established 1867 Tampa, Fla.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

Geo. Schlegel

22nd St. and Second Ave., NEW YORK

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Springer, Mgr.

CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST. L. B. Schoenfeld, Mgr.

National Lithographic Co.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS

Equal to Imported

Write for Samples and Prices

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana—Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

Silent Salesman
MADE IN DETROIT

"Your Cigars Are Always in Fine Condition"

NO. 40 SILENT SALESMAN HUMIDOR CIGAR CASE

Like to have them say that to you? Sure, and when they say that they will come back again.

You have made regular customers.

What keeps your cigars so good? You? Your store? The cigars themselves?

NO

It's your show case.

This Silent Salesman No. 40 is a humidor cigar case equipped with moisteners—air tight—keeps your cigars always moist and fresh That's what counts with the buyers.

Sit down now and drop us a postal for full description of our humidor floor and wall cases.

DETROIT SHOW CASE CO.
489 W. FORT ST. DETROIT, MICH.

German Process Cigar Bands Are the Best

Write Now—Made Only by

Wm. Steiner, Sons & Company
Lithographers
Steiner Bldg., 257-265 W. 17th Street
NEW YORK

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

The Cigar for the Connoisseur

Stratford

Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia

Distributors Wanted. Write for Price List.

Makers of High-Grade "Union-made" Cigars Only

I. TEITELBAUM & CO.,

CLEVELAND, OHIO

WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

WANTED

One Thousand Live Men

UNDER the new management which took hold three years ago, **The Tobacco World** has been making quick strides forward in every department. The improvement in our reading pages, the enlargement of our correspondence staff and the distinctive style, have combined to place **The Tobacco World** in a class by itself.

Our method of building, has been first, to produce the best trade paper in the tobacco field, feeling sure that such a standard would be sure to win recognition in the form of thousands of new subscribers.

That this recognition is coming, is evident in the increase of more than 75% in our circulation, as well as substantial gains in our advertising accounts.

With the opening of the New Year, it is our ambition to extend this circulation in every State by an aggressive campaign for subscriptions. To that end, we have an excellent proposition for traveling salesmen who would wish to take subscriptions on a commission basis. Only men of high standing and unquestioned character are wanted.

At one dollar per year, **The Tobacco World** is the best trade journal proposition in the country to-day. In most cases, all that is necessary to get a subscription is to show a copy of the paper, and point out its distinctive features. Solicitors who have taken hold of our proposition are making a good side, income from it.

Why not, Mr. Live Salesman, do the same?

Address Circulation Manager, The Tobacco World

Piedmont sales will double

Right this minute Piedmont is the biggest-selling 5-cent cigarette on the market.

But we are not satisfied to let Piedmont remain THERE. We believe in pushing a WINNER.

We are going to DOUBLE the present big sales of Piedmont.

And that's why Piedmonts now have a coupon in each package.

Get on the bandwagon.

Liggett & Myers Tobacco Co.

Piedmont
Cigarettes
10 for 5¢

In fields where—Competition is keenest

In fields where—None but the highest grade cigars are tolerated.

In these fields,

Bold and Discriminator

have proven bright particular stars. They are the leaders.

BOBROW BROS.

114 S. Second Street, Philadelphia, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

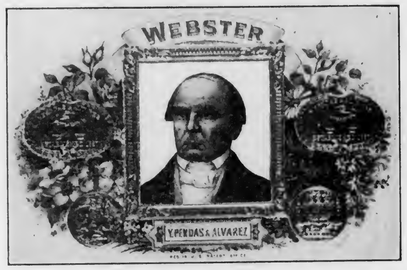
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX

The largest handlers of scrap tobacco in the world.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, MARCH 15, 1913. No. 6.

IF THE WARBURTON BILL SHOULD PASS

Niles & Moser Cigar Company To Abolish Use of Factory Missionary Salesmen

Significant Move Made By Western Wholesalers—Prefer to Sell Goods on Merit Rather Them Through Artificial Demand Created by "Boosters"

KANSAS CITY, MO., March 12.

ANNOUNCEMENT that the Niles & Moser Cigar Company, the largest distributors of cigars and tobacco products in the territory west of the Mississippi, had decided to abolish the use of missionary men in the introduction and sale of their merchandise is one of the most significant moves that has been made in the trade for many months.

This company, having its main offices here and branches in St. Louis, Denver and Omaha, covers the great West and Southwest, and is regarded as one of the most powerful factors in the trade. A radical departure in the plan of selling goods on the part of such a firm, therefore, will prove not only of interest in that section, but an object lesson to distributors everywhere who have used and abused the missionary idea.

While it would be impossible for any firm to work such a revolution in its sales policy over night, it can be stated authoritatively that the Niles & Moser interests are working definitely towards the total elimination of the missionary men, and that within a very short time, not a single salesman of this character will be working for this house. Such a move has already cost a number of highly-trained salesmen their positions and it would be difficult for them to land good berths elsewhere.

Continued on page 14

Philadelphia Cigar Interests Hold Another Meeting and Select Name of New Organization

Body Will be Known as the "Cigar Manufacturers Association of Pennsylvania"—Committees Make Reports—Draft Letters, Which Will be Sent to all Concerns in State Possibly Interested

AT a representative gathering of the cigar interests of Philadelphia, held at the Mercantile Club on Friday night, it was decided to name the new organization "The Cigar Manufacturers Association of Pennsylvania." This was decided upon after much discussion regarding the advisability of using the word "independent" in forming the body.

The meeting was called to order by Mr. Nathan Baum, of the Baum-Jaffe Company, who had acted in a similar capacity at a meeting held in the Bingham House a short time ago. All were unanimous in the opinion of speedily organizing and electing officers and adopting a constitution and by-laws.

It was agreed that the manufacturing of cigars in the state of Pennsylvania had reached such proportions that the manufacturer's interests could be advanced by closer co-operation and that an organization such as proposed would have as its object the better personal acquaintance of its members, the promotion of joint action on matters which arose from time to time affecting them, particularly injurious legislation. The dissemination of information regarding credits was also touched upon as one of the benefits to be derived.

Continued on page 14

Tampa Manufacturers Hold Enjoyable Banquet

Under Auspices of the Association, More Than 60 Representatives of Cigar Firms Dine and Discuss Trade Problems

ON Saturday night, March 8, over sixty of the representative clear Havana cigar manufacturers in Tampa, resumed again a very pleasant custom of other days, that of holding a banquet. While the invitations for the dinner were issued in the name of the Tampa Cigar Manufacturers' Association, all were urged to attend.

The function took place in the well-known El Pasaje Restaurant, in Ybor City, and the arrangements were in the hands of a committee composed of Celestino Vega, acting for West Tampa, and Manuel Sanchez, of Berriman Brothers, acting for Ybor City.

The excellent menu was as follows:

Martinez Cocktail
Entremes
Jamón Gallego Salchichón de Lion Mortadella de Ytalia Anchoas
Asparagus Pimientos de Calaorra Rabanos Apio
Aceitunas y Mantequilla
Sopas
Sopa de Puré San German
Frituras
Frituras de Ave á la Condesa
Pescados
Tronchos de Pargo Caracolillo
Aves
Pollo Salsa Salmi
Carnes
Filetes de Ternera á la Macedonia
Ensalada Mixta de Vegetables
Postres
Charlota Rusa

After the dinner, Attorney C. C. Whitaker, the toastmaster of the evening, presented Mayor D. B. McKay, of Tampa, as the first speaker and he made a felicitous address, which was followed by a speech by A. L. Cuesta, of Cuesta, Rey & Company, who is president of the association.

Mr. Cuesta made a most telling argument for co-operation and association on the part of all Tampa manufacturers for the uplift of the cigar industry and his speech met with deep approval.

Others who spoke included Mayor James G. McFarland, of West Tampa; Kenneth McKay, and E. L. Stachelberg, vice-president of Sanchez & Haya, who advocated the establishment of a co-operative box factory in Tampa, which was to be owned by local manufacturers.

The affair was voted a big success and it is hoped that it will become an annual fixture.

Niles & Moser Eliminate Missionairies

Concluded from page 13

The reasons which have led to the change of policy have not been announced, but it is learned from sources close to the firm, that they have for some time been dissatisfied with the principle of introducing goods through missionary men. They believe that the demand for any brand of cigars or tobacco products which has its foundation solely on the frantic efforts of missionary salesmen, who are striving to make good, is not a natural demand and is so artificial, that should these missionaries be withdrawn, the sales would fall off immediately.

In the race for business, competition has become so keen that the situation has narrowed down to a fight between missionary men representing rival brands, and as soon as one crew of missionary men are withdrawn from a certain territory and sent into another, they are succeeded by the crews of their competitors who immediately start back fire which is not at all helpful either to the wholesalers or retailers handling the brands.

In some territories, missionary men are sent out by the manufacturers and maintained there for years at a time, just to call upon the retail trade, sell their goods and turn the orders in to the jobbers. This is not an unusual situation, but prevails almost everywhere missionary men are employed. A growing tendency in this direction would finally reduce the jobber to a point where his store would be merely a clearing-house for orders which are taken by outside salesmen and simply pass through his hands. Such a condition would eventually rob the distributors of their identity and weaken their own organization to such an extent that they could not long survive.

When asked for a statement as to the reason for the change of policy, Mr. F. C. Niles, of the Niles & Moser Company, informed THE TOBACCO WORLD that they preferred not to be quoted at this time, although he confirmed the news that such a change was taking place.

Tampa Has New Cigar Manufacturing Firm

Cabrera-Heimer Cigar Co. a New Concern Which Has Taken Over Carlos Toro & Co.—Will Continue at Same Factory

CARLOS TORO & COMPANY, who have been one of the smaller progressive manufacturers of Tampa, sold out their business on March 11, to a newly organized company, which will be known as the Cabrera-Heimer Cigar Company.

This organization includes A. H. Cabrera, who has been a well-known leaf dealer of Tampa, and Leon Heimer, an energetic young business man of the city. Mr. Cabrera will look after the making of the goods and Mr. Heimer will take care of the office and selling.

The new firm will continue at the Toro factory, 912 Eleventh Avenue, and will feature the well-established brands of "Tampa Elite," "Piedmont Girl" and "Bomosa."

Carlos Toro, who has been in ill health for three years, leaves Tampa in a few days for Havana, where he will undergo a surgical operation, and take a much-needed rest from business cares.

Philadelphia Cigar Interest Hold Another Meeting

Concluded from page 13

The matter of securing the signatures of the manufacturers of Philadelphia agreeing to join the organization was put in the hands of a committee, which had been given every assurance that all the larger houses were in favor of the movement.

After this has been covered in the city, it will be taken up with all cigar manufacturing firms in the state of Pennsylvania. Then a general meeting will be called, and the further steps to be taken carried through. It is the intention, at present, to establish a permanent office and employ a secretary, whose duty it shall be to attend to all matters pertaining to the welfare of the body.

Americans Take 3600 Bales at First Inscription

At the first inscription held at Amsterdam, March 7, American importers and manufacturers purchased between 3600 and 3700 bales of the tobacco. Competition was keen and the tobacco appeared to give universal satisfaction. Prices as a rule were as high, if not higher than had been expected.

Among the American houses who were successful bidders and the quantities they purchased in bales, are: H. Duys & Company, 1275 bales; E. Rosenwald & Brother, 1725 bales; Otto Eisenlohr & Brothers, 257 bales; A. Cohn & Company, 200 bales; G. Falk & Brother, 182 bales; Joseph Hirsch & Son, 85 bales, and H. Smith & Company, 100 bales.

William J. Sadtler has just opened a cigar store at 328 Park Avenue, Baltimore, Maryland. The stand at 426 North Calvert Street, that city, until recently was conducted by Mr. Sadtler.

Wide-Awake Philadelphia Sales Force of Otto Eisenlohr & Brothers

The names of the salesmen, as shown above, taking them in their order, are: Top row, left to right—Edgar B. Worley, Robt. H. Armstrong, Jr., Wallace R. Murfin, Edmund Miles, Paul M. Holcombe. Second row—John M. Hunsberger, Dorsey W. Worley, James T. Stuart, Jos. J. Chambers, Chas. M. Greenholt, Frank C. Miller, Chas. C. Green. Bottom row—Harry F. Pierce, Christian Wittrock, Forman P. Hollinshead, Jr., Franklin Engel, John B. Williams.

NO less a merchant prince than John Wanamaker once said that some of the best ideas and most helpful inspirations he ever received, were from his study of the biographies and methods of famous men, both in this country and abroad. The remarkable success achieved by Otto Eisenlohr & Brothers, in the building up of their tremendous business on "Cinco" cigars, furnishes a similar object lesson, well worth the study of retailers and manufacturers generally, in the cigar trade.

In probing for the secret of the success of this house, one finds that unswerving loyalty of its men from the heads down to the lowest errand boy, is one of the prime reasons for the "Cinco" being a name to conjure with from Coast to Coast.

True, the loyalty of the men behind the "Cinco" and pushing it, would not build up the business, but this virtue, backing a high class piece of goods, uniformly maintained at a fixed standard, goes far towards explaining the success of the Eisenlohrs.

The men who sell the "Cinco" in Philadelphia, are typical of the men who sell the "Cinco" everywhere, and a study of the faces of the sixteen men and their chief, who sell the "Cincos" in the Philadelphia territory, will reveal that they are above the ordinary type.

The head of the Philadelphia selling organization is Forman P. Hollinshead, Jr., who has been with the house of Eisenlohr for seventeen years continuously, nine years of which were spent as salesman on the street and the last eight years as sales manager of the local forces.

It is the policy of this house to encourage cohesive action on the part of the sales force and to make each man feel that he is a vital part of the organization. To this end, monthly meetings of the salesmen are held when ideas for the promotion of the business are exchanged, new methods suggested and conditions in each territory studied. Suggestions are invited from the salesmen for the improvement of the service generally. As a result, every "Cinco" salesman has the interest of his firm at heart and pulls strong for its success.

No missionary men are employed in this territory and every man who takes an order, takes it on the strength of his proposition and without any free deals, or artificial sales boosting. As indicating the type of salesmen, the men on the street are permitted to do their own collecting and are under no bond to make or keep them honest.

With such men and such methods, it is not surprising that the "Cinco's" supremacy is maintained.

Don't say you're handicapped in this or that. A good fighter *likes* a handicap.

There is no danger of getting too much courtesy, but there are many chances to misunderstand the meaning of the term and get too much of what we consider certain features of it.

The more desirable stock you can manage to carry that the other fellow has not got, the less worry you will have about price competition.

The Crackerjack Salesman Versus the Order Taker

An Observing Tobacconist Contrasts the Various Types---Gives Credit to the Real Article, Who Earns a Large Salary

Written for The Tobacco World by The Onlooker

"SPEAKING of salesmen," said an enterprising dealer to me the other day, "have you ever noticed the difference between the various kinds. I have two men in mind who called upon me today and I couldn't help contrasting the methods employed by these knights of the grip.

"The first man had been in to see me several times. I told him that I did not believe we could do business together and that it was almost a waste of time for him to try. He was the real thing, though, and a little setback like that did not phase him one bit. We had a nice chat together, during which time he gave me a line on their factory and the kinds of goods they were manufacturing. After that, he got busy and asked me a few questions about myself. When I come to think of it, he asked some pretty pertinent questions, but it was done in such a gentlemanly way—in no prying manner—that I unbosomed myself of my idea of a good cigar, one for which I would have a heavy sale. I had considered my ideal too high in that direction and had never been suited. I wanted a brand for myself, that would be a good, clean, mild smoke; a cigar that would be known as mine, and a number one smoke. He agreed with me that that would be a good seller and left shortly afterward.

"About a week ago I received three boxes of cigars, put up twelve in a box, and they were the neatest little pieces of goods one could find in a long while. The boxes carried my name and brand name also, and the packings were in boite nature form. I knew where they had come from and gave them due consideration. Instead of smoking them in the store, after I had been smoking many more and could not get a good line on them, I took the cigars home and tried each box in turn for three nights after dinner. One of the samples was all that the heart of the discriminating smoker could desire and I determined to get a line on that fellow when he came again.

"Several days ago he blew in again and after a little preliminary conversation he asked me how I liked the cigars he had had made up for me. I told him that they were pretty good and asked him what the kind I had most enjoyed sold for. He gave me the price and also an extra inducement if I handled a certain amount each year. Well, I couldn't decide that day, but told him to call again when he came back this way—and I know now that we are going to get together. If I try the cigar it will be for one hundred thousand, at least, the first year. That fellow is a salesman and an artist at the game. It is a pleasure to do business with him. His first reception was almost a freeze-out, but that had no effect on him. He was such an out-and-out gentleman that one would have to be a cad to treat him in anything but a right manner.

"About a month ago a young fellow came in to see me. I have seen so many salesmen in my time that I could spot this fellow in a minute. He was altogether too apparent in his intentions. I was very busy at the time and almost before he could state his business I told him, in a rather short manner that I could not see him at that time. Without a word he turned around and walked out. He came in several weeks ago again, at which time I was able to listen to him. I had never heard of the factory and the fellow was such a crude salesman that I did not give him much thought. He left a few samples with me and I smoked them that night. The fellow was in again the next day and asked me what I thought of his cigars. I replied that the cigars were altogether too dry to be able to get a line on them, and that I was not interested. He replied that he would have a sample box sent to me when he returned to the factory, as those he had offered me had been carried around by him so long that they were not fit to smoke. That statement nearly floored me. Passing a prospective customer cigars which were 'not fit to smoke.'

"Yesterday I sold several cigars to a man whom I recognized as one of our District Court Judges. He showed me a cigar and wanted to know how nearly I could match it. He carefully explained its qualities, after which I sold him five cigars I thought should just about suit him. Today he came in again and in no uncertain terms told me what he thought of the cigars I had sold him. According to him the cigars he was accustomed to smoke were made by a certain factory, which had not entered our market, and as a result he secured his smokes straight from the factory. He had run out of them the day before and had tried to get some as near like them as possible from me. He asked as a favor whether I could not carry the cigar, and said that he would purchase at least five hundred every three weeks. In addition he was sure he could get a number of friends of his to buy the cigars from me, men who had smoked the brand either at his office or home, and had liked them. When he gave me the name of the manufacturer I nearly shied off, for it was the same one which had sent its representative to me with the dried-out cigars. I took a trial order of one thousand and am doing very nicely on them. The class of men who are smoking the cigar assure me that it is all right. They buy them by the box.

"These cases only illustrate what a poor chance a salesman has with the big cigar dealers unless he has the art of selling developed to the highest degree of efficiency. I know almost every crackerjack salesman of the country, the high-salaried men, and let me tell you those fellows are as sharp as a whip. I have matched my wits against them many times, often to see what they would do, and I take my hat off to them. They may get some big salaries, but they earn them every time."

Window Bulletin Suggestions

No April Fool Cigars Here

We scour the country for the best brands of cigars to offer our smokers, and can safely say we do not carry a poor one in stock.

All kinds and all sizes at right prices.

The Coming of Spring

will be no more welcomed by our many smokers than the introduction of our new brand of smoking tobacco ———. It will be packed in air-tight cans, of convenient size, selling for a dime.

Watch this window for announcement!

Do You Recognize a Good Smoke

If you know the difference between a mild, but satisfying cigar and a "rope," the ——— will more than come up to your expectations.

10c. Straight.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business

If a cigar dealer has been in business for some time and would like to get rid of "stickers" in his store, an anniversary sale should be a good means of getting the stock out of his hands and also in getting beneficial advertisement. There are a number of dealers in many cities, who have a pipe sale at a certain time each year, at which time they clear out the lines which clutter up the stock.

An Anniversary Sale to Clear Out "Stickers"

One retailer used this scheme some time ago, and the results proved very satisfactory. He had a sign painted which could be placed in front of the store, above the door, each year. He had been in business only five years, but he was able to put on his sign in all truth, "Jones' Anniversary Sale—But five years in business, but doing fifteen times the business he did the first year."

Many of the cigars he wished to clear out were displayed in the windows at rock bottom prices. Those which he considered too inferior, he sold to smaller stores at less than cost price. He would not have allowed them to be sold over his counter. His pipes were sold at prices that appealed to many of his regular customers—in fact, so much so, that many purchased for future needs. He emphasized the fact in selling them that they were slightly soiled, but that their smoking qualities were not destroyed by any means.

In having a sale of this kind a merchant should be most careful of his window displays. Even if the goods are reduced, do not fill up the window with a heterogeneous collection of "junk" and poorly written price cards. Do not overlook the fact that the goods are not trash and any cheap display puts them in that class.

Gives Away Cases for Holding Lighted Cigars

During the course of a war in one of our larger cities against the evil of bringing lighted cigars and pipes into street cars, a war which resulted in some lively skirmishes, one dealer conceived the idea of giving away small cigar cases with every purchase of a quarter's worth of cigars.

He secured about two thousand of small aluminum cases which cost him about three and one-half cents apiece, each one of them holding one cigar. By means of these cases the smoker could smoke his "punk" almost up to the minute the car stopped. Then, before entering the car, stick it into one of the cases without the trouble of putting it out and probably destroying part of it. When the smoker alighted it was only the work of a minute to again have the pleasure of smoking.

Since these cases were durable and carried an advertisement of the dealer's best known and biggest selling brand, he considered the money well spent.

Demonstrates Wearing Qualities of Pipes for Hard Usage

One of the Cincinnati cigar stores is using quite a novelty in making sales for their pipes. The contrivance is a black box about one foot wide and two feet long, which contains a mechanical trap at the bottom. This throws a pipe attached to a string about a foot and a half in the air, allowing it to hit the board at the bottom "Ker-flop." The demonstration carries with it a sign "A pipe for hard usage." It has been the means of clearing out odds and ends of heavy stocks of cheap pipes for which little sale was had.

Mechanical Dice Game Attracts Attention

A mechanical dice game, which was tried by a Brooklyn cigar dealer recently, came close to causing a riot among the people who crowded the sidewalk watching the display in the window. The contrivance was so arranged that at regular intervals, a dice box containing the cubes revolved and threw its contents on a board. Each time four of a kind or better was thrown, the onlooker was allowed to press an electric button attached to the window, which stopped the machine, and come inside and apply for a free cigar.

It is not known whether this scheme doubled his business, but it is reasonable to assume that he lost nothing by the advertisement.

Raffles Off Card Set Which Was Being Carried in Stock

It is often a problem with some cigar dealers to get rid of some of their holiday side lines after the season closes. Most customers would be much surprised to see the collection of articles carried over from year to year by some concerns, such as playing cards, cigars in expensive packings, smoking tobacco in large humidor jars, etc.

One enterprising dealer in one of our large cities recently had a fine poker set which was left over from last Christmas. He disliked the idea of carrying it for some time, so determined to get rid of it. "It is getting on my nerves," he said, "standing there on the counter day in and day out."

A scheme was suggested to him and he soon carried it out. Slips of paper, numbered from one to fifty, were put in a box. Each person trying for the set pulled out a slip and paid the number of cents each figure called for. In less than a day he got rid of the poker set, which was becoming an eyesore to him. And he did not lose anything on the deal by any means.

Starting Work on New "Diligencia" Factory

Contract Awarded for Fine One Story Concrete Plant, 130 by 220 Feet

KEY WEST, March 13.

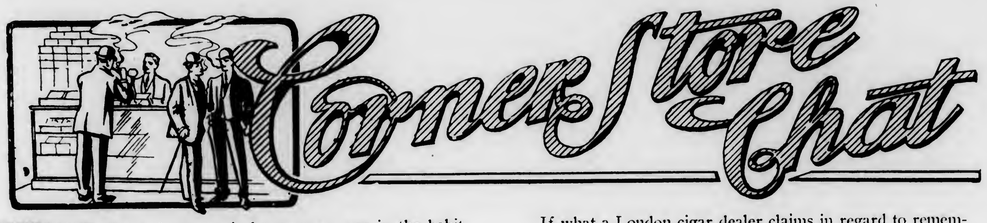
J. Pendas, manager of the "La Diligencia" factory, returned today from Tampa, where he has been consulting with the architects, Bonfoey & Elliott, about their new factory here, upon which work will start in a few days.

The plans call for a model one-story factory of concrete construction, 130 by 220 feet, built with a central court and heavy tiled roof. The factory will be located near the Ruy Lopez factory, one block this side, coming from the centre of the city. And it is needless to say that every up-to-the-minute idea is embraced by the plans.

The contract for building has already been awarded to a prominent Key West contractor, and work will begin as soon as the approved contract is returned from New York.

As is well known, the "La Diligencia" plant now belongs to the United Cigar Manufacturers Company.

A cigar store has been opened at Plattsmouth, Nebraska, by Paul Staterman. The cigar business of M. Hyatt, of Kearney, Nebraska, has been taken over by Robert Ludlington.



LISZT, the eminent musical composer, was in the habit of smoking one cigar a day. But that one cigar was an exceedingly choice one. When he was starting on a journey he told his valet how many days he would be away and his valet put into the valise a corresponding number of those favorite cigars.

Once when Liszt was going to Italy the chief customs officer at the frontier post of Chiasso asked him if he had anything to declare. The musician, with his thoughts centered on his music rather than his cigars, made signs to the effect that he had nothing. The officer opened the valise without the traveler agitating himself over the search. Presently a number of choice cigars were brought to light. The whole lot was confiscated and he was ordered to pay a fine of $100.

When Liszt reached Milan he told his agent of his unpleasant adventure. Ricordi laughed at the whole affair, took a stroll to the Italian treasury and recovered the cigars and the fine. On returning to the artist he offered him with a smile one of his own precious smokes.

"No, my dear friend," said Liszt, "I have taken a vow never to smoke again, so as not to expose myself a second time to such a humiliation."

Ricordi says he kept his vow. Other authorities recall Reger's visit to the virtuoso in 1870.

"Liszt smoked and offered me a cigar," said Reger, "and while I took my ease he walked up and down, sending out clouds of smoke in the direction of certain terra cotta figures."

I was sitting in the office the other day, waiting for an inspiration for this column, when a well-known cigar salesman strolled in, and inquired if I were superstitious.

Upon receiving a negative reply, he asked how many combinations of the number "13" I had actually run across.

"Well," said I, "I think Friday, the thirteenth day of the month, is my limit."

"Well, then," said he, "Listen to this. I will vouch for the positive truth of every statement.

"On Friday, the thirteenth of last August, I hung a sign numbered 13-13 at 13 South Thirteenth Street, after which I made a purchase of a piece of glass that was thirteen by thirteen inches, and for which the price was thirteen cents. In making change the cashier gave me thirteen cents, being one cent too much. The proprietor then took me to the rear of the store where he showed me thirteen cases of glass that had been received on this thirteenth day. The cost had been thirteen dollars. A deduction of thirteen cents had been made for cash, making the discount thirteen cents. Thirteen combinations of the number thirteen, and I am still well and hearty. Can you beat it?"

I collapsed.

When I came to, I glanced at the card my friend had left and discovered that his name contained just thirteen letters.

If what a London cigar dealer claims in regard to remembering names and brands of cigars is true, he comes mighty close to holding the record in that line. But——

"Quite recently," said this merchant, "a man walked in my shop and stopped before a box of cigars. Before he spoke, I addressed him by name and told him that the cigars he was looking for were the same brand that I served him with in another shop in London twenty-five years ago. He was dumfounded, but admitted that what I said was correct."

"Customers have come into this store after intervals of months and years and in other shops in which I have worked during my twenty-eight years' experience in the cigar business, and immediately I have put in front of them the goods they wanted before they asked for them. When they have expressed surprise, I have simply said: 'Oh, you bought those the last time you were here on such and such occasion.'

"The faces, voices and fancies of customers I never forget. Even if my back is turned when a customer comes in and I hear his voice, I know him in a moment."

Next!

A bookkeeper friend of mine, who was a heavy smoker, had worked late one night on his books, and naturally when he arrived home that night his head was full to overflowing with figures. I met him coming to town the next morning, at which time he unburdened himself of the following:

"Bill, I dreamed last night that I was out strolling. I came to a cigar store. I went in and happened to buy 1 cigar at No. 2 North 3rd Street, 4 doors from the corner, paying my usual price, 5 cents. There were 6 other customers in the store at the time and the proprietor having done a good day's business, he treated 7 of us to cigars that were specially priced at 8 cents for 9 days only. The funny part of it was that the regular price of the smokes were 10 cents."

Hellup!!!

I met an old-time friend of mine about a month ago, visiting in New York. I had not seen Jim more than once or twice since the day we used to have some pretty good times together. He had gone the pace for a time, but I had heard that he had settled down about a year ago. Jim looked very prosperous and I inquired after his health. "Fine," he replied. "And Bill, when you come to Chicago I want you to stop with me. Don't you go to any hotel. You come straight to my apartments, even if it is four o'clock in the morning. I won't mind that."

About a week ago I had occasion to take a business trip to the Windy City. It just happened that I arrived in the place about 2 A. M. I hesitated for a time, then decided that Jim's invitation was so sincere that I would go up there. I got a cab and arrived at the place about a half hour afterward. I alighted and told the cabby to wait, thinking perhaps that no one would be at home. After pulling the bell I waited for about five minutes and was then faced by a very sleepy man—evidently his valet.

"Is this where James Jones lives?" I inquired.

"Yes, sir," replied the servant, blinking at me, "bring him right in."

THE ONLOOKER.

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In the news columns of this issue appears a dispatch from Kansas City, announcing the very significant move on the part of one of the largest distributors of cigar and tobacco products in the West. It is stated that this firm after years of experience has arrived at the conclusion that it can do business better without missionary salesmen, furnished and paid by the manufacturers, than with them, and that hereafter, they intend to sell their merchandise direct to the trade through their own salesmen and rely upon their own sales efforts and the merits of the goods themselves, to bring about a more permanent condition than can be achieved through the artificial demand created by the spasmodic and hysterical efforts of "brand-boosters."

Will the Missionary Men Survive?

THE TOBACCO WORLD has repeatedly pointed out in its columns from time to time the abuses of the missionary idea, and has repeatedly warned both manufacturers and jobbers that the day was coming when the jobber would become too excessive in his demands for sales assistance and that the manufacturer would some day find himself so loaded with increased selling expenses through missionary men, that there would have to come a halt.

Therefore, the move on the part of this Western firm at this time is very significant, since they are among the first to see the light and have voluntarily announced a revolution in their sales policy, eliminating an incubus that has been growing apace and preying upon the very vitals of modern merchandising.

In some territories, jobbers no longer will accept orders turned in to them by missionary salesmen working on the behalf of some one brand, whether it be tobacco or cigars. These jobbers have learned their lesson very dearly, having frequently found that missionary salesmen in their efforts to make good are prone to turn in fake orders from the retailers, and that when the jobbers deliver these orders, the goods are refused and turned back on their hands. An experience of this character has destroyed much of the confidence of the jobbers in the missionary idea, and as a result some manufacturers are compelled to deliver the goods themselves, collect for them and then turn the order, after it is filled, over to the local distributor.

The above condition prevails at present in the Philadelphia market on certain brands of smoking tobacco and we understand that jobbers elsewhere are gradually adopting the same policy as a matter of self-protection.

However, the abuse of the missionary idea is not entirely at the doors of the manufacturer. When a new brand is to be introduced into any market the first question that the distributor asks of the manufacturer is, "What are you going to do for me to place these goods in this market? How many missionary men can you furnish?" Demands of this kind have grown so pressing that manufacturers seeking new markets are constantly called upon to outbid each other in their efforts on behalf of the distributor, and as a result the selling expenses have been increased enormously.

It seems to us that the missionary idea has about reached its limit, and that as manufacturer and jobber are awakened to the utter folly of continuing this mad race for business, the missionary men will be gradually eliminated, and that a sounder sales policy, based on quality and legitimate demand, will supplant it.

Indiana's New Cigarette Law

The passage of a law prohibiting the selling of cigarettes to persons under twenty-one years of age, in Indiana, is another example of the extremes to which legislative reformers are going nowadays, in their alleged efforts to regulate the morals and habits of the people.

Under the new law, the age limit is fixed at an extreme period and whether the trade will find it objectionable, will depend altogether on how it will be enforced. It is impossible for the man behind the counter to know whether he is selling cigarettes to a youth of eighteen or twenty-one, and must of necessity rely upon the statements of the purchaser as to his age. To enforce this law rigidly it would be necessary for every cigarette smoker to carry a birth certificate with him, certifying to his exact advent into this cigarette-smoking world.

Can you picture the cigarette-smoker doing this?

What "The World" Thinks

¶ A bill has been introduced in the Minnesota legislature to prohibit the sale of snuff. Something not to be sneezed at!

¶ The new Sumatra crop seems to be turning out better than the croakers had predicted. The colors are light and the yield good, although the tobacco as a whole is unusually dry. As to whether the tariff yield is to be light or heavy, the reports are silent.

¶ Although the Warburton bill, providing for the construction of a military road from Maine to California, by the increased revenue to be squeezed from the cigar and tobacco trade, died just as the last Congress adjourned, it is reported that the energetic father of this iniquity is preparing to spring it again at the next session of Congress. The tobacco trade had better be prepared to scotch it.

Dissolution Decree of A. T. Co. Being Carried Out

At Annual Meeting of Corporation in Jersey City, Report Shows That Nearly All of the Bonds Have Been Retired

THE annual meeting of the American Tobacco Company was held in Jersey City, last Wednesday, and the treasurer's report for the year 1912, ten months of which were subsequent to the dissolution of the old combination, was submitted.

It showed that of the $52,882,650 of 6 per cent. bonds $50,311,900 had been retired, of the $51,354,100 of the 4 per cent. bonds $48,992,050 had been retired, and of the preferred stock $25,751,900, leaving only $477,800 of the one-third of preferred stock that was to be retired. This, with something less than $5,000,000 of the two kinds of bonds must be retired within three years under the decree. The bonds were paid off from the proceeds of the property sold to the P. Lorillard and Liggett & Myers Companies. The preferred stock was received in exchange for preferred stock of the two new companies.

Of the other stocks and bonds that the decree required should be disposed of by January 1, 1915, $12,029,913 have been sold, leaving a balance of $2,631,481. The F. F. Adams Tobacco Company, B. A. Petterson Tobacco Company, and F. R. Penn Tobacco Company, of which the American owned all the stock, have been wound up and their assets taken over.

Sales of the American Tobacco Company and those companies all of whose stock it owns were $67,950,257, and the net earnings were $10,123,885, or nearly 15 per cent. of the sales. Dividends from companies, part of whose stock is owned by the American, were $1,626,223. After interest and preferred dividend payments the net income was $12,242,662. Three dividends of 2½ per cent. on the common stock amounted to $3,018,180, leaving the surplus, which was $40,095,048 the year before, at $49,319,530. Cash distributed to stockholders from the sale of securities and the par value of the shares of the American Machine and Foundry Company, also distributed, amounted to $9,248,480, leaving the surplus at the end of the year $40,071,050. The capital stock, outstanding bonds, and average surplus during the year aggregated $146,633,142, of which the net income was 10⅞ per cent.

Preferred and common stockholders numbered 5959, and preferred stockholders now have the same voting rights as the common stockholders.

E. P. Oakes Taken Suddenly Ill

While taking lunch at Louis Martin's last Tuesday, E. P. Oakes, president of the Cuba Cigar Company, and general sales agent for the "King's Club" cigar, was suddenly stricken with apoplexy. Mr. Oakes was taken to the Hotel Hermitage, where he was made as comfortable as possible. The latest reports from his attending physicians are to the effect that he has shown but slight improvement. While he is expected to recover, there is great fear that his left side will be permanently affected. It has been decided to remove Mr. Oakes to a hospital as soon as his condition will permit. He has the sincere sympathy of his many friends in the trade, who hope for his speedy recovery.

S. G. Ellis Joins "Pera" Sales Force

Associates Himself With H. Table Porter as U. S. Sales Agent—Now Have Five Assistants

S. G. ELLIS, formerly of M. Melachrino & Company, has associated himself with H. Table Porter as United States sales agent for the entire output of the "Pera" cigarette factory. Since taking over this proposition, the above gentlemen have made most rapid strides in the distribution of this well-known and favorite international cigarette. Mr. Ells is a cigarette salesman of marked ability and his amiable personality has gained for him a host of friends and acquaintances throughout the country. H. Table Porter is equally well known, he having represented Philip Morris and the American Tobacco Company for many years.

With a cigarette of such excellent quality as the "Pera," success should follow Messrs. Ellis and Porter from the start. They have already engaged the services of five men. Three of them are located in Manhattan, one in Brooklyn, and one in New Jersey. Mr. Ellis left on Monday for Philadelphia, where he is exceedingly well known to the trade, and from the orders that are now being presented to the New York office, it is easily to be seen that his activities in that territory have been rewarded. H. Table Porter leaves for New England and the Eastern States.

Suit Against British-American Cigar Stores Co.

The British-American Tobacco Company has made application for an injunction against the British-American Cigar Stores Company, a New Jersey corporation, operating four cigar stands in New York City, to restrain them from continuing in business under that name. In the complaint, the assertion is made that the using of this name is misleading to investors in stocks, as well as causing confusion among the cigar trade. James B. Duke, of the English corporation, is the chief complainant.

When interviewed regarding this move, against his concern, W. W. St. John, president of the Cigar Stores Company, who formerly conducted retail stores in New York, said: "It is only an effort of the big concern to stifle competition. Ours is a domestic corporation, organized in New Jersey with a capital of $3,000,000, designed to operate cigar stores. The British firm are manufacturers. We have four retail stands in New York City now and expect shortly to open a fifth one."

Salvador Rodriguez Presents Useful Souvenir to Friends

Salvador Rodriguez, of New York and Tampa, manufacturers of the "Charles the Great" cigar, have recently sent to their many friends in the trade, a souvenir in the form of a humidor. The contrivance is made of brass metal, having a sliding arrangement which allows it to be adjusted to the inner surface of a cigar box lid. The user of the humidor is advised to use but little moisture after removing six or more cigars from the box. This should supply a long-felt want of smokers who do not care to use the larger humidors, and should certainly be appreciated. It carries no advertisement whatsoever.

Sam H. Harris to Pay Creditors in Full

At a meeting of the creditors of Sam H. Harris, Incorporated, last Tuesday, Mr. Harris offered to buy the assets of the company bearing his name and pay the creditors in full. This was approved by the court and the receiver was ordered to sell the assets of the corporation to Mr. Harris after he had paid its debts.

Mr. Harris has been the recipient of congratulations during the past few days upon the result of the bankruptcy proceedings. And rightly so, for it is a rare thing for the creditors of a concern that has failed to receive one hundred cents on the dollar.

Melachrino's Canadian Plant to Start April 1st

It has been definitely decided that the recently incorporated cigarette factory under the title of M. Melachrino & Company, of Canada, Limited, will start active operations on April 1. G. S. Merrick, of the New York office, leaves for Montreal shortly to take charge of the office and factory. W. H. Munson, vice-president, is to assume active charge of the selling end of the Canadian business, and is now en route to Montreal to take up his new duty.

Burglars Crack Another "United" Safe

The denizens of the underworld in this city appear to have a grudge against the many stands of the United Cigar Stores Company. The latest move in the campaign of safe-breaking was the forcing open of the strong-box in the United store, at 451 Fulton Street, on Monday last. In this raid five hundred dollars in cash and a quantity of silverware and jewelry are said to have been carried away. Detectives are working on this case, and also the former robberies in connection with the United stands, in an endeavor to run down the leaders of the gang, but so far nothing has been accomplished. At least half a dozen of the United stores have been robbed within the year.

L. Harry Fisher is president of the Brooklyn branch of the Independent Retail Tobacconists' Association, instead of Nicholas Ehrlich, who is secretary of the association. This correction is made because of the confusion of the officers of the association in an article published in the last issue of the WORLD.

The Boucher Cork and Machine Company, formerly located at 36 Gold Street, New York City, have moved to their new quarters at 216-222 West Eighteenth Street.

J. Pink, a cigar dealer at 35 Nassau Street, Manhattan, New York, has sold his stand to William Warren, proprietor of the cigar store in the Nassau Trust Building, Brooklyn, New York. The same line of goods will be carried in both places.

At the yearly meeting of the Ruy Lopez Company, held on March 6, the following officers were elected: John Wardlow, president; Anthony V. Jockel, vice-president; Robert W. Nassauer, treasurer; and Samuel O. Barnett, secretary.

The Pappas Manufacturing Company, of Buffalo, are exceedingly pleased with the extension of business, that has been derived since placing their cigarettes in the New York market. Their "Pappas" cigarette, for which a demand is steadily growing, is now being featured at the Hotel Cadillac cigar stand, as is also the "Snyder de Luxe" and "Haldenna," which are specially made up for John F. Snyder, proprietor of the above cigar stand.

Lozano Factory to Increase Facilities—Centro Asturiano Contract Awarded, Club House to Cost $100,000—General Condition of Trade Good

TAMPA, March 12.

OPINIONS are divided in the city as to the general condition of trade, but sizing up all the reports, it looks as if the manufacturers as a body are in better shape today than they have been for several years.

No one will attempt to deny that the crop of last year and the outlook for the present year's crop has given the manufacturers much encouragement, and the cigars which are being turned out today are of a much better quality as a run than they have been for some time, all of which will undoubtedly be felt.

Jerome Regensburg, of E. Regensburg & Sons, tells me that their volume of business for the past sixty days has been heavier than he has recorded for a long time, and he is optimistic that the present condition is not a spasmodic one.

Additions are shortly to be made to the Lozano factory, which will increase materially the facilities for manufacturing there. F. Lozano, of the firm, stated that he would remain probably a week or ten days longer in Tampa before returning to New York.

Gerald Stanley, son of Charles P. Stanley, of the C. P. Stanley Cigar Company, of St. Louis, has been stopping in Tampa for a few days as the guest of Vice-president Stachelberg, of Sanchez and Haya. Mr. Stanley is en route to Havana and the Florida east coast, where he will take a vacation.

Simeon Gonzalez, who was for a number of years factory superintendent of the Sanchez and Haya factory, returned from a protracted visit to France and Spain on the eleventh of this month, after a stop in Havana. It is understood that Mr. Gonzalez will again join the Sanchez and Haya force in some suitable position.

J. T. Robles, who formerly covered the Southern States for Streeter, Fernandez y Ca., has located permanently in Tampa, and taken charge of the office work of that firm. He tells me that their business is improving in every way and they are meeting with special success on their "Clarencio" brand. F. D. Pelote is now working the southern territory for Streeter, Fernandez y Ca., with good results.

T. H. Hart, the well-known Philadelphia manufacturer and jobber, arrived in Tampa yesterday for a brief visit. He goes from here to Havana.

The contract for the re-building of the Spanish Club, Centro Asturiano, which was destroyed by fire, has just been awarded to McGurkin and Hyler, of this city. The club will spend over $100,000 and when the building is completed they will have one of the finest clubhouses in the South.

Jaime Pendas, manager of the "Diligencia" factory, in Key West, has been in Tampa for several days. Mr. Pendas has been elected a life member of the Tampa Automobile and Golf Club, which shows his interest in this city despite his residence in Key West.

Harry Roberts, of J. W. Roberts & Son, returned from a trip to New York last week. He says that their factory is full up with orders.

"Reynaldo" cigars, made by Luckett, Luchs & Lipscomb, of Philadelphia, are being featured in the big drug store at the Pennsylvania terminal, New York.

Paul Nahon, formerly manager of Schulte's 96 Broadway store, has severed connections with this firm, and is taking charge of the cigar department of R. H. Macy & Company.

TOO LATE FOR CLASSIFICATION

RELIABLE SALESMAN wanted by Pennsylvania cigar manufacturing firm to travel the West on old-established brands. Address George S. Miller & Company, Pottstown, Pa. 3-15-c

GOOD LIVE SALESMAN wanted who is acquainted with manufacturing trade in cities of Philadelphia, Pittsburgh, Cleveland and Cincinnati, to carry fine line of Florida and Georgia as side line. Good commission to right man. Address Box 400, care of "The Tobacco World."

FIREMEN'S CIGAR COMPANY, Newark, N. J., manufacturers of union-made cigars for the jobbing trade, would like to interest jobbers by submitting samples. 3-15-c

PHILADELPHIA.

The Quaker City Trade Outlook

THE trade, taken as a whole, is quiet. The retail end has shown a slight improvement, particularly where the merchant used the "open door" policy, but it could stand much improvement. The factories in most cases are working to full capacity. The figures taken each month from the internal revenue receipts, show that the manufacturing end of the trade is in a healthy state. There was an increase during the month of February, over the same period last year, of 4,383,260 cigars, no mean stride. Still it must be taken in consideration that 1912 started off poorly for cigar manufacturers everywhere.

The main topic of interest at present is the association now forming among the manufacturers. There was a meeting in the Mercantile Club on Friday night, an account of which is given in another column. The responses the organizers have received from many sources has been most encouraging, and it would be most surprising if the plan fell through.

Bobrow Bros. Open Stemming Plant

Bobrow Brothers have opened another building at 113 Arch Street, which will be used as a stemming, drying and sweating plant. This move was imperative as floor room in their present factory at 112 South Second Street, was at a premium. This gives them facilities in their Second Street factory for installing benches for about one hundred and fifty more cigarmakers.

"United" Looking For More Stands

The United Cigar Stores Company is reported to be negotiating for a number of new stands in the central section of the city. It is said that the stand of A. H. Lauer, at Eighth and Walnut Streets, is one of them, although Mr. Lauer says his lease has yet some time to run. When approached by a representative of THE TOBACCO WORLD, Mr. Raymond, district manager of the United stands, stated no definite arrangements had been made, although plans are now under way for opening new stores in the near future.

C. S. Buck, Philadelphia district sales manager of Strater Brothers Tobacco Company, of Louisville, Kentucky, has twelve men in Pennsylvania, Maryland, District of Columbia, New Jersey and West Virginia fields pushing the introduction of their new brand of smoking tobacco, "Satisfaction." They are also introducing the new tin package "City Club," which has had such a remarkable sale in Louisville.

Pushing "Havana Ribbons" in Wisconsin

C. W. McFARLAND, Wisconsin and Minnesota representative of Bayuk Brothers Company, has just closed an aggressive campaign in Milwaukee, where he was working in conjunction with the Badger Tobacco Company. The latter firm was so pleased with the work done and the immediate popularity attained by "Havana Ribbons," that they placed orders with the factory for substantial weekly shipments. Mr. McFarland is now inaugurating a campaign with the W. B. and W. G. Jordan Company, of Minneapolis, and is being assisted by Mr. Harry McConnell, from the advertising department. The Jordan Company are very enthusiastic on "Havana Ribbons," but have been handicapped by the factory's inability to make prompt shipments.

T. H. Hart, of the T. H. Hart Company, is now on a trip to Tampa and other points in Florida. He expects to be gone a month.

Terry & Duncan have been featuring "Ensign" tobacco and gave a special offer to smokers in the form of a pipe, tobacco and cleaners. This mixture is manufactured by the Monopol Tobacco Works.

Michael Horn, who has had a number of retail cigar stores about town, usually having a manufacturing display in his windows, has started another stand at 332 Market Street.

Yahn & McDonnell's expect to have the formal opening of their new cigar stand in the Stock Exchange on St. Patrick's Day. There has been a slight delay in the final preparations.

Showell, Fryer & Company, of Market and Juniper Streets, are making preparations to remove to their other store, at 1517 Chestnut Street. A notice to that effect has already been posted.

J. G. Atherholt has had a fetching display of "El Palencia" cigars, Boltz-Clymer Company, in his window. Mr. Atherholt's window is a small one, but the space is paying big dividends for him. One instance which came to the writer's notice a short time ago, proves this pretty conclusively. The window contained a display of a lot of Manila cigars at the time. A customer, who had seen the brand, inquired where it was made and bought a few. The same man was in the store about an hour or two later and bought the entire contents of the window, 1800 cigars. When one's customers buy at this rate, "it pays to advertise."

Another Cigar Record for First Pennsylvania District Manufacturers

THE First Pennsylvania District cigar, cigarette and tobacco manufacturers may well congratulate themselves on having done the best month's work ever done in a February. The production figures, as compiled from the Internal Revenue receipts, show increases in every branch over the same period last year. Large cigars made another record for February, the output being 61,735,340, an increase of 4,383,260 over February, 1912. There was also an encouraging "come back" on little cigars, the increase being over five million and a half, although this is many millions behind the highest figures. Cigarettes and manufactured tobacco also show that the First District has not been idle the second month of the year.

The complete figures as compared with February, 1912, are as follows:

	February. 1913.	1912.	Increase.
Cigars	61,735,340	57,352,080	4,383,260
Little Cigars	20,252,000	14,730,000	5,522,000
Cigarettes	9,471,360	8,454,800	1,016,560
Cigarettes at $3.60	14,400	7,300	7,100
Manufactured Tobacco, pounds,	88,527	85,374	3,153

The output for the month of February for the past ten years is as follows:

1912	57,352,080	1907	51,752,640
1911	54,357,810	1906	48,750,340
1910	49,594,450	1905	45,842,050
1909	47,362,690	1904	45,557,120
1908	43,455,970	1903	41,084,560

Quaker City Notes

A. J. Lynch, of the El Draco factory, will visit the trade in Atlantic City next week in the interests of the "Stratford."

An attractive window display on "Charles the Great" cigars (Salvador Rodriguez) was made during the past week in John O'Boyle's store, Ninth and Walnut Streets.

John T. Dee, of the Theobald & Oppenheimer Company, is again back at his desk after a short trip to the many "T. & O." jobbers throughout the Middle West.

The Speed-Goodloe Cigar Company has taken on for distribution in this territory, the "La Folwin" cigar, made by the Folwin-Wingo Company, of Charleston, South Carolina. The manufacturers claim that this is a solid Havana cigar. It is made in the conchas size and goes to the trade at thirty-five dollars.

W. J. Noonan, who had been district sales manager for the Melachrino Company for some time, and latterly stationed in Detroit, has resigned his position and is now back again in Philadelphia.

The Cores-Martinez Company, cigar manufacturers, moved their Philadelphia office from 335 Walnut Street to 2115 South Eighth Street, where they will occupy an entire building, modern in every respect and ideally adapted to the manufacture of cigars.

H. C. Caldwell & Company, Fifteenth Street and Columbia Avenue, Philadelphia, report a big sale on a number of their private brands of cigars, as well as all their leading popular brands in this market.

Mitchell, Fletcher & Company are featuring "Stratford" cigars in a clever window display this week, at their Twelfth and Chestnut Streets store.

Fred R. Hoisinger, of the "Savarona" factory, was calling with the big dealers the past week. M. J. Dalton & Company distribute this brand in Philadelphia. It is a Porto Rican cigar.

A window, which has attracted the attention of many passersby the past week is one in the Mint Arcade store of Godfrey Mahn. It shows the backbone and jaws of a monster shark, which Mr. Mahn caught on his recent trip to Florida and Cuba. A picture is also shown of the party of friends with Mr. Mahn at the time, and the shark, which is ample proof that it is not the usual fish story, where the fish got away.

New and Beautiful Label For "Statesman"

Jeitles & Blumenthal, the well-known cigar manufacturers of Philadelphia, are showing to their customers their "Statesman" brand in a new and most attractive label. The beautiful contrasting colors of the label, red, blue and gold, catch the eye and please by their artistic contrast. The reproduction shown herewith gives but a faint idea of its beauty.

The "Statesman" cigar is one of the leading brands of Jeitles & Blumenthal, and has been before the smokers of this country for over thirty years. It is now made in sixteen sizes. It is of seed and Havana construction and wrapped with the best grade of Sumatra procurable. This firm prides itself on the superior workmanship of their goods and if the "Statesman" is taken as the standard this is easily proven.

Among the other brands of this representative Philadelphia house are the "Flor de Jeitles," "Royal Peer," "Tungsten," and "Masterpiece," which are acknowledged to be in the front rank with cigars of their class.

JOBBERS & DISTRIBUTORS DEPARTMENT

U. C. M. Co. Takes Over George M. Conway Business

BY an order of the probate court in Sioux City, Iowa, recently, the United Cigar Manufacturers Company of New York becomes owner of the $65,000 worth of stock in the George M. Conway Company, Incorporated, of Sioux City, Iowa.

Mr. Conway died on January 4. Prior to this, he is said to have endorsed notes for the Conway Company to the United Cigar Manufacturers Company. By the order of the court, six hundred and fifty shares of the preferred stock and seventy shares of common stock is transferred to the New York concern.

Legal steps for the transfer of the stock of the Conway Company to the United Cigar Manufacturers Company were taken on a recent visit of Jacob Wertheim to Sioux City. Mr. Wertheim is named as one of the executors of the estate.

The George M. Conway Company is one of the leading jobbing and retailing houses of Sioux City. They have maintained a branch cigar store in Lincoln, Nebraska, for several years.

Boston Jobbers Association Elects Officers

At a meeting of the Tobacco Trade Association, of Boston, composed of the leading jobbers of that city, the following were elected as officers for the ensuing year: M. Hanauer, of the Bieringer Brothers Company, president; Samuel Rosenthal, of Rosenthal Brothers & Bendetson, vice-president; and W. Hunter, of McGreenery & Manning, secretary and treasurer. Out of tribute to the late J. McGreenery, the association did not hold its annual dinner.

Beebe-Crum Co., New Wholesale House

W. W. Crum, formerly the East St. Louis representative of the Rice Mercantile Company, of St. Louis, Missouri, has become associated with Louis Beebe, of that city, and will do a wholesale business at 425 St. Louis Avenue, as the Beebe-Crum Company. Both of these men are well known in St. Louis and state that they will go after the business in a big way. They will wholesale exclusively.

Appoint Southern Representative for "Optimo" Cigar

R. F. Donovan, the proprietor of a retail cigar store in Shreveport, Louisiana, has been appointed Southern representative for the "Optimo" brand of cigars, manufactured by A. Santaella y Ca. He will cover Oklahoma, Louisiana, Mississippi, Alabama, Florida, Georgia, the Carolinas, Tennessee, Arkansas and Texas. The retail store will be managed by an assistant.

To Handle "Stratford" in St. Paul

The E. Wolf Company, of St. Paul, Minnesota, have taken on the distribution of the "Stratford" cigar, made by the El Draco Cigar Manufacturing Company, Philadelphia. They will carry a full line of sizes and they expect to push this well-known brand in this territory.

Pushing "La Saramitas" in Illinois

THE Eby-Loser Company, of Aurora, Illinois, have taken on the distribution of the "La Saramita" cigars, made by the Shields-Wertheim Company, Cleveland, and are pushing them with much success through their section of Illinois.

Another distributor in Illinois for the "La Saramita" is J. W. Benston, of Freeport, who is having great success through his section of the state with this brand.

Newsy Jobbing Paragraphs

One of the most widely distributed and heaviest sellers of nickel cigars in Richmond, Virginia, is the "Cinco" brand. The jobbers for the "Cinco" in that city are E. A. Saunders & Sons Company. They also distribute the brands of the Deisel-Wemmer Company, of Lima, Ohio.

The Parker-Gordon Cigar Company, of St. Louis, has removed its offices from St. Joseph, Missouri, to No. 1028 Broadway, Kansas City, Missouri. This concern operates branches in four other Western cities.

D. J. Sweeney has been appointed as the representative in Schenectady, New York, for the house of I. B. Krinsky, of Brooklyn. This concern manufactures the "Fifth Avenue" cigarette, which has a wide distribution all over the country.

The W. J. Gilmore Drug Company, of Pittsburgh, distributors in that section for the cigars of the Juan F. Portuondo Cigar Manufacturing Company, have been having a drive on these cigars recently, with most substantial results.

F. J. Stern, a cigar dealer, of 904 Ninth Street, Washington, District of Columbia, has been appointed the distributor in that city for the "Stratford" cigar, made by the El Draco Cigar Manufacturing Company, of Philadelphia.

E. R. Godfrey & Sons Company, of Milwaukee, will celebrate the first anniversary of the installation of their cigar department on May 1. This concern is a leading distributor of the cigars of T. J. Dunn & Company.

Allen R. Cressman's Sons, makers of the well-known "Counsellor" cigars, through their Pacific Coast representative, Ed. Marshall, have perfected arrangements whereby their goods will be handled in San Francisco through Charles Mattheas & Company. This is the first introduction of the "Counsellor" to the people of San Francisco.

The "La Mega" cigar of V. Guerra, Diaz & Company, of Tampa, has been receiving excellent distribution in Portland, Oregon and vicinity, through its jobbers, Mason, Ehrman & Company. They have lately received a shipment of 50,000 "La Megas." These are being pushed by their salesmen with the assistance of Harry W. Robare, the factory representative for the Western territory.

Denver Cigar Company Fails

A number of cigar manufacturers throughout the country are interested in the failure of the Imperial Cigar Company, of Denver, Colorado. This concern went into business about six months ago in that city and after having the fixtures installed, and the place opened up in a fairly expensive manner, two lady clerks were put in charge. The place was attached by creditors about ten days ago and it was found that the stock amounted in value to only about four hundred dollars. The proprietor of the concern, Dock Parks, has disappeared with his books. As a result it is not known what the liabilities of the business will amount to.

C. A. Bueker, of Dayton, Ohio, Fails

C. A. Bucker, doing business as C. A. Bueker & Company, dealer in cigars and tobacco, at 129 East Fifth Street, Dayton, Ohio, on Friday, February 21 last, filed a voluntary petition in bankruptcy in the United States District Court in Cincinnati. His schedules, filed with the petition, lists liabilities at $4339.12 and assets of $1627.62, of which $1127.62 represents debts due the petitioner on open accounts. All of the liabilities are unsecured.

H. F. Kohler May Locate in Spring Grove

A new cigar enterprise has been promised the town of Spring Grove in York County, by H. F. Kohler, Register of Wills of the county, and a large manufacturer of cigars, with a factory now in the city of York, if business men of Spring Grove will assist him in the movement. His plans are to have the business men of the town erect a factory large enough to accommodate from seventy-five to one hundred cigarmakers. The building will then be leased by him.

Mr. Kohler formerly had two factories in this county, one in Nashville and another at Jacobus. Last spring he moved his plants to York, where he is now located. One of the handicaps in that place is the difficulty in securing sufficient hands to operate a factory such as Mr. Kohler contemplates.

Lancaster Growers to Cut Tobacco Crops

In View of Prices Received Recently, They Decide That Too Much Is Being Produced

LANCASTER, March 11.

THE Lancaster County Tobacco Growers' Association, at a meeting held today, decided for the first time that too much tobacco is being grown in this county. The market conditions at present do not warrant the acreage of the past few years, amounting to about sixteen hundred acres. A resolution was adopted toward the members exerting their influence to decrease the quantity of the crop and improving the quality.

A number of the members advocated a radical departure in the kind of tobacco to be grown, one man saying that Havana filler-binder would be preferable to Pennsylvania broadleaf. Reports from various sections the past few days show a decided break in prices. Earlier in the season, when the larger concerns were purchasing large quantities, the average price was ten and three. Many farmers are now willing to dispose of their entire holdings at seven cents per pound. It is estimated that about twenty-five per cent. of the tobacco is still in the hands of the growers. A discussion of the quality of tobacco brought out the belief that many farmers are sacrificing quality in an endeavor to have as large a crop as possible. The poor quality of some crops was attributed to the kinds of fertilizers used.

The question of "how many growers would advocate growing one-quarter less tobacco and stand by it" was put before the members when nine voted affirmative and six negative.

A new cigar factory is being opened up in Nazareth, near Easton, Pennsylvania, which will employ almost altogether foreign female labor. The name of the concern has not yet been made public.

James Procita and Andrew Provost are making preparations to open a pool room and cigar store on South Main Street, Gloversville, New York. They will be open for business about March 15.

ARTISTIC "PASTORA." WINDOW TRIM

The illustration herewith shows how Bertram Bros., enterprising tobacconists of Detroit, use their show window.

This display attracted quite a bit of attention, and it cannot be denied that from an artistic standpoint it shows good taste and judgment.

Milwaukee

Activity Continues in Retail Circles—Dadds to Vacate Present Store in Few Months—Murphy & Knight, of Beloit, Dissolve Partnership—Many Other Changes Noted

MILWAUKEE, March 12.

BUSINESS with the local dealers continues good and prospects for a continuance seem bright.

Steve Surman, of the Cuba Rica Cigar Company, is featuring the "Perry" pipe, also the "S. G. Brown" and "Alphonso" cigars. He reports a nice business on all lines.

Fay Lewis & Brother Company are doing their usual good business at both retail stores and the wholesale department reports a very satisfactory trade in "Webster," "El Sidelo," "Tom Moore" and other leaders. The Pabst Building store is featuring the "El Sidelo" in all sizes.

Leo Abraham reports a good business both wholesale and retail. Joe Feiger is converting the Third Street store into a pipe store. He reports the pipe business there already exceeds that done at the former Caswell Block store, which long held a reputation as a pipe market. They are featuring calabash pipes at attractive prices. Oscar Chapman continues to smile his way into the good graces of the retail stores about town, and is selling a lot of "Jose Lovera," "Charter," "La Verdad" and other popular cigars handled by the firm.

A. S. Goodrich Company continue to do a good business with the "Cinco" and "Equity" cigar, reporting a nice increase in business.

Freitag Brothers are making a showing of pipes at their downtown store.

Dadds have not yet decided on a new location for their drug store. They will be compelled to vacate in a few months, as building operations on the new Plankinton Hotel, theater and office building will soon be started. They are at present making a display of the "Robert Burns."

Allanson's will continue at their present stand in the Plankinton Building for some time, as building operations will start on the other end of the block, and it will be a year or so before they will have to vacate. They are also displaying the Perry pipe, which seems to be taking hold good in this city.

Among the manufacturers business continues good. The Milola Company and the Harvester factory are working all hands full time.

At Superior, Wisconsin, Stiles & McDonell have dissolved partnership, W. B. Stiles succeeding to the business.

The Palm Cigar Store at Madison has been sold by Wm. Schulkamp to Frank J. Pecher.

Murphy & Knight, who conducted a cigar store and billiard hall at Beloit, dissolved partnership. J. E. Knight succeeds to the business.

Hascall's billiard parlors, which burned out about a year ago, are now nicely located on the third floor of the new six-story Chinese Temple Building on Second Street. Mr. Hascall has one of the most up-to-date parlors in the Northwest. All popular brands are handled.

A new cigar manufacturing firm has been formed by Frank, Dan and John Strickland at Fort Atkinson, Wisconsin. The business will be managed by Dan Strickland.

York County Tobacco Growers Form Association

For the purpose of obtaining higher prices for York County grown tobacco, through packing and selling direct to the buyers, tobacco growers, at a meeting held in Red Lion, March 7, formed the Farmers' Tobacco Packing Association. D. A. Miller, Red Lion, was elected president of the association. The other officers are: Neal Dougherty, Chanceford Township, vice-president; C. E. Nate, Red Lion, secretary; Daniel F. Brenneman, Winterstown, treasurer. The directors are: D. A. Miller and C. E. Nate, Red Lion; Daniel F. Brenneman, Winterstown; Neal Dougherty, W. H. Wise, C. H. Schall, Chanceford Township; Milton W. Wineka, York Township.

Three warehouses will be established in Red Lion, which will be the shipping point for the association. It is the object of the association to make each grower his own packer. The growers have heretofore sold in bales. It is proposed that hereafter they pack their tobacco in cases, either at their farms or at the warehouse. At the latter place they can have their crop packed in cases for them. From the warehouse the tobacco will be sold direct to the consumer. Efforts were made to have every grower who is holding his crop, to join the association at a meeting held in the Red Lion market house, Wednesday afternoon, March 12, when the plans of the association were further explained. Last year county growers obtained only three and three and one-half cents per pound, while before that the crop averaged eight cents for wrappers and two cents for fillers.

C. J. Hinman, who has been a traveling salesman for the Tampa cigar manufacturing house of L. Sanchez & Company, died recently in an Omaha hospital, aged fifty years. He had been with the Tampa concern for more than eighteen years, and is succeeded by W. H. Terrill.

Paul Lehman has opened a cigar factory at Woodland, Wisconsin.

Rene Van Crombrugge has remodeled his store at Green Bay. New fixtures have been installed and the place now presents a very attractive appearance.

Jos. Bimberg, of Elmira, New York, and Mr. Lichtenstein, of I. Lewis & Company, Newark, were visitors in the state markets.

O. A. KROMPAS.

LATEST KANSAS CITY STORE

Ed. J. Earl's Retail Stand. It is also a distributing point for the Peregoy & Moore Cigar Co., of St. Joseph, Mo. This concern recently acquired the "Mendel" and "Optimo" accounts, which have been a big thing for them.

Paul R. Dixon, formerly with the Wm. A. Stickney Cigar Co., has been appointed to cover certain territories in Missouri and Kansas.

Ed. J. Earl, treasurer and manager of the Peregoy & Moore Cigar Co. is shown in the picture. He is the second figure from the camera.

Detroit

Rothschild Bros., Wholesale Leaf Dealers, to Retire—Buhler Tobacco Co., Successors—Geo. L. Storm Looks Over Detroit Situation

DETROIT, MICH., March 9.

ROTHSCHILD BROTHERS, wholesale leaf tobacco dealers, 77-79 West Jefferson Avenue, who have been in the business twenty-five years, are to retire within the next few weeks and the business will practically be taken over by the Buhler Tobacco Company, who will retain the same quarters. Since the first of the year Mr. Buhler has been in the brokerage business, previous to which time he was for fifteen years connected with the Rothschild Brothers. With Mr. Buhler will be associated F. C. Boland, for twelve years with the same firm, and R. F. Misch, also for a number of years connected therewith. The new firm will do a general brokerage business and carry a stock on hand as well.

The writer asked a prominent dealer the other day what cigarettes were selling the best, and he said, "Melachrino," "Philip Morris," "Fatimas," and that "Hassans" were picking up. He spoke of the fact that, notwithstanding the keen competition among the various brands, "Fatimas" were more than holding their own. Of course, the rugs have helped "Hassans," and it is now reported that Navajo rugs are to be given with "Arabs" and that an active campaign will be started at once throughout this territory. "The manufacturers don't know what a hardship this works on the retailer," said the dealer. "It's a lot of extra work and does not mean any more profit; it simply switches the cigarette smokers, compels the dealer to carry a larger assortment of brands, and is extra annoyance."

George L. Storm, of the Tobacco Products Company, spent March 4 here consulting with the leading jobbers. He left the same night for Chicago. He expressed himself as being very much elated over present conditions and said the new company was working out matters very satisfactorily. "We are getting rid of the old stock and will discontinue the poor selling brands formerly put out by the subsidiary companies. This will give us greater efficiency in pushing such brands as 'Milo,' 'Melachrino,' 'Rameses' and 'Arabs.'" Gordon Bailey had the honor of escorting Mr. Storm around the city during his stay here. Gordon is to have additional territory besides Michigan for the Surbrug Company and hereafter will also cover Northern Ohio.

The Central Cigar Company, at 8 Monroe Avenue, is giving away as an opening souvenir a handy match container and ash tray which customers are accepting with the usual "Gee, much obliged; that's all right."

W. J. Schloss, manager of the Spietz & Worch Company, states that his company is now making a new brand, "Reputation," for the Best & Russell Company, of Kansas City, same to be sold in tins at five cents. It is on the order of "Hand-Made," handled in the western territory by Niles & Moser, and also made in Detroit by the Wayne Cigar Company.

F. & E. Cranz, Sumatra importers, New York, have opened a Detroit office at 500 Sun Building, with C. S. Sarluy in charge.

Art N. Apple has been in Detroit for the past two weeks boosting for "Rameses." It is quite singular, in view of the fact that it is the first time in many years that the manufacturers of this brand have adopted any policy outside of "silent salesmanship" to push their goods. Mr. Apple, formerly in Kentucky for the Surbrug Company, will now cover Michigan, part of Ohio and Indiana.

The police have again started a crusade against the shaking of dice among the cigar stores and have been making the rounds the past week and informing the proprietors that they will have to "call an officer" should they be caught in the act. Dealers are adhering to the new command, although they believe that after a few weeks there will be no objection.

A former salesman for Y. Pendas & Alvarez, Gilbert Smith, is now with the Harry W. Watson Company and is in charge of the down-town stores; he has been calling on the dealers this week getting acquainted.

The Frank Smith who recently became associated with the Watson Company, looking after the western part of the state, is not the Frank M. Smith formerly at the Hotel Ponchartrain and who is now engaged in the brokerage business for himself at 29 McGraw Building. The latter is doing very nicely and is now arranging to broaden his sphere by taking larger quarters somewhere in the down-town district.

A full line of "La Mega" cigars, made by Guerra Diaz & Company, is carried by LaFond & Company, who feature them very often in their attractive windows.

E. M. Harris & Company are this week featuring a full window of "Flor De Jeitles" cigars. "They are getting to be one of my best sellers," said Mr. Harris. "Every time I make a window of them I am always sure of a big sale; most of the people that come in buy a quarter's worth." Jeitles & Blumenthal, Limited, Philadelphia, are the makers of this popular brand.

The sale of the baseball tickets which for many years has always been handled by the E. M. Harris Company is to be transferred to the Soper cigar store in the Dime Savings Bank Building.

Mel Soper is the busiest man in town these days. Everybody either wants to sell him something or else they have some great scheme to help him build up his business. No less than a thousand of his friends have promised to buy the first cigar. Mel says there will be no flowers, orchestra or cabaret entertainment; that when the time comes to open the doors they will just open naturally and that the "welcome" sign will prevail ever afterwards.

The "All Alike" nickel brand of the Juan F. Portuando Cigar Manufacturing Company is handled by a number of dealers in Detroit, who report that the sale is going along nicely and picking up.

The Hotel Ponchartrain have recently added the "Sol" brand, invincible chicos. Other brands added recently are "Castaneda," "Lucius" and "Aploma"; also "Unis" cigarettes put out by Philip Morris Company. Al Thornberg, manager of the cigar stand, says that "Carona-Carona" in boite nature packing is selling exceptionally well.

M. Rosenfeld, representative of the "Charles the Great" cigar, was a visitor this week, and said that business was never better. One of his best accounts is at O'Brien & Company, who feature them very strongly. While the writer was standing at the counter waiting to see Ed Heineman, manager of the cigar department, a prominent business man came in and asked for two boxes of this brand. "We have any number of such customers," said Ed.

The Detroit Hotel Men's Association went to Lansing on March 5 on some legislative matters; they took along a large assortment of "Webster" cigars.

A former friend of Hugo Waltzer of the proprietors of the Smoke Shop in Mount Clemens sent him the other day a hugh cigar, ten inches long and about six inches in diameter, with this enclosure, "It's better to smoke here than hereafter."

Scotten-Dillon Tobacco Company shares on the stock exchange the past week jumped two and one-half points in one day, going to 127 asked.

Latest statistics gathered by the Detroit Women's Club shows that there are between seven and eight thousand girls working in the Detroit cigar factories, doing piece-work and earning an average of from $8 to $14 per week. And then they talk about woman suffrage and more wages for the working girl. Where are the stenographers who as a whole will average as much?

F. H. Mertz Company, cigar manufacturers of Saginaw, are pushing the sale of their "La Merto" cigars in that vicinity and have them at practically every cigar stand in Saginaw and Bay City.

C. J. Morse's cigar store, at Greenville, Michigan, was destroyed by fire March 3.

J. J. O'Meara, a prominent cigar dealer in Kalamazoo, pulled off a clever publicity stunt the other day in connection with a new nickel cigar, "El Mara," which he is putting out. He took a liberal supply of them to the members of the editorial staff of the various papers in the city, with the result that he received some very flattering "free" notices. Talk about your Anna Held la Annette Kellerman press agent stories. Isn't this a new one for the cigar business and then get away with it?

No definite information can be secured regarding the rumor that Joseph T. Snyder, of Buffalo, would open a store on Woodward Avenue, Detroit. It is Mr. Snyder's idea to have a buffet in the rear and the cigar stand in the front.

Bert Johnson, of the G. & R. McMillan cigar department, is back from a few days' visit in Cleveland.

C. J. Holton, at the corner of Adams and John R. Streets, is using cards in the street cars, which read as follows: "I can save you thirty per cent. on smokers' articles. Why? I own the building."

There is a possibility that cigar stands will be installed in both the Board of Commerce Building, now in course of erection, and the Detroit Athletic Club, which will be ten stories high and soon to be erected on Madison Avenue.

W. J. Thorne, formerly at the Republic House, Bay City, is now operating the cigar stand at 28 Michigan Avenue, formerly owned by A. J. Klotz.

La Fond & Company have given up their quarters on Jefferson Avenue formerly devoted to the wholesale trade and moved the stock to their new Woodward Avenue store.

Harry Lichtig, who has the cigar privileges in the Medea, Park and Eastman hotels, Mount Clemens, Michigan, announces his candidacy for city treasurer on the Republican ticket. His many friends are glad to know that he has consented to enter the race.

George W. Spitzner, of George W. Spitzner & Company, tobacco dealers, is a prominent guest at the Park Hotel, Mount Clemens, where he will remain three weeks for the "cure."

Recent visitors: N. B. Shapera (M. A. Gunst & Company), A. J. McBlair (Marcelino Perez & Company), E. S. Trezevant (Park & Tilford), Tom D. Branyan (Jose Escalante & Company), Manuel Fernandez, Tampa; Alexander Herbert, vice-president of the Philip Morris Company, with Ben Bloch; Hi Hammer (Julia Marlowe).

MICHIGAN.

Utah Senate Kills Street Car Smoking Bill

The Senate of Utah in a recent session in Salt Lake City, enjoyed a pleasant half hour in the gentle occupation of amending a bill to death. The measure was the Cottrell bill to prevent smoking on the platforms of street cars. Several amendments were tacked on the bill, making it ridiculous and then it was humanely put to death. The Cottrell bill made it a misdemeanor for any person to smoke on any platform of any street or railway car or in any part of the car except that reserved as a smoking compartment.

Seven Per Cent. Increase in First Ohio Output

ALTHOUGH there was one less working day this year than last in February, the First Ohio Internal Revenue District shows a gain for the month of seven per cent. in the manufacture of large cigars. Part of this may be accounted for by the addition of territory made a few months ago in that district.

The total production of large cigars during February amounted to 15,528,350, as against 14,584,330 the corresponding month last year, making an increase of 944,020, or seven per cent. The total production of manufactured tobacco, including all smoking and chewing brands, amounted to 2,279,692 pounds, a decrease, as compared with February of last year, of 238,567 pounds, or nine per cent.

The record for the expired two months of the current calendar year reveals the following comparisons in contrast with the corresponding period last year: Large cigars increased 2,310,413, or eight per cent.; cigarettes increased 3000; snuff increased five pounds; manufactured tobacco decreased 301,270 pounds, or six per cent.

The record for the expired eight months of the current fiscal year reveals the following comparisons in contrast with the corresponding period of the last fiscal year: Large cigars decreased 6,718,973, or five per cent.; cigarettes increased 1050; snuff increased eighty-five pounds; small cigars decreased 1200; manufactured tobacco increased 2,146,152 pounds, or eleven per cent.

Where to Get Good Scrap for Cigars

Cigar manufacturers who have use for scrap filler tobacco, will find exactly what they want in the line of select scrap filler that is being put out by the Horner Tobacco Company, of Dayton, Ohio. This concern has unsurpassed facilities for producing the very best scrap, free from stems, siftings and artificial flavoring, so that there is not an ounce of waste in working up their product into cigars. Samples will be furnished cheerfully by addressing the company at Dayton.

Christian Handel, one of the prominent growers of tobacco in Connecticut, died at his home in Hockanum, that state, on March 5. He was seventy-two years of age and came to this country from Germany at the age of thirteen years. He is survived by four sons and five daughters.

Interior of A. R. Johnson store, Hoquiam, Washington, a small, but very busy place in that hustling town

Cincinnati

"Reform" Wave Started by Over Zealous Mayor Hits Cigar Stores—Albert Bejach Adds Pipe Repair Department—L. Newburger & Bro. Put Out Ten Cent Cigar, the "Fremosa"

CINCINNATI, March 12.

JUST now a wave of reform with a strong political flavor is sweeping over this city and our good mayor has singled out the cigar stores as being abiding places of hand-books and what not in the gambling line. Mister Mayor is the same gentleman who gave one of the Cincinnati stores a regular policeman for a guardian angel for fear that race horse bets would be made unless the blue coat was on the job.

This time he singled out the Walnut Street cigar store as being an abiding place of gambling. One noontime the Flying Squadron of plain clothes men descended and arrested Julius Schwalbe, the proprietor. They searched his clothes, took from him $15 in cash as evidence, threw him into jail, couldn't make a case against him and charged him with being a known gambler.

Schwalbe has never been known as a gambler, but as a cigarist, and the trade generally wonder at the rapacity of the mayor to stamp all cigar stores as being gambling nests and draw down the stigma that follows such raids.

The shortage in cigar help is getting to be almost a nauseous subject to bring up in a group of the local manufacturers. The old scheme of creating a school for learning the trade is again receiving close attention, and real action is promised within the next few months along this line.

Fool legislation is placing Ohio and Kansas in the same category. A nine-hour law for women has been passed in this ,state. Rush seasons call for night work in the short-handed cigar factories, and one of the most prominent manufacturers in the city said that it would work havoc with him when he was in his busy season.

"Picadura Export" has a running mate in "Fremosa," a new ten-center that is being placed on the market by L. Newburger & Brother.

Morris Burke, the smiling correspondent for THE TOBACCO WORLD, was a visitor to the local trade last week while on his way East. He came clean from Los Angeles, California.

L. Hirschberg, of D. Rosen & Company, called on the trade with a line of Sumatras last week.

Strauss Brothers & Company report a heavy sale of "Cuesta Reys." This line has made a big hit locally.

A cabled report received from Amsterdam to one of the big factories here states that the sales have not been favorable for light colors, and due to the heavy competition from the continent for the better marks prices will be stronger than ever.

Fred Rosenbusch, the Cincinnati jobber, is visiting friends in Memphis. He will be gone three or four weeks.

W. S. Teague, of Indianapolis, is a new addition to the sales forces out of this city. He is now with L. Newburger & Brother.

A. Boyd Wilson, the oldest in years but the youngest in spirit of the boys on the road, was in town last week putting out E. C. Fulweiler & Brother's Philadelphia line.

J. C. Neumann, of the J. C. Neumann Company, of Cleveland, Ohio, put in several days stirring up business among the local trade.

Albert Bejach is adding a pipe repair department to his Vine Street store. The department will be placed in the window for the time being to get the advertisement that the feature should draw.

Window trimming has been acknowledged an art, but no better display or more tasty designs have been seen for quite some time than are going into Krohn & Company's Walnut Street store. This week a window in red has attracted more than ordinary attention.

Ralph B. Oppenheim, of the El National Cigar Company, was hiking for orders this week.

The contingent of American Tobacco Company's men were headed by D. C. Kelley, of New York, and W. P. Moody, of Cleveland.

Charles J. Castillo, representing San Martin & Leon Company, placed "The Winner" among the jobbers locally.

Stephen Herz, with Bustillo Brothers & Diaz, Tampa, was among the order-getters of the week.

Sol Rasener was busy with the orders for "Lovera" and the other of the Schwartz lines last week.

Charles Jacobs, of Carlos Fernendez & Company's Manila cigars, passed through on his way East.

John D. Walker, of the John Moore Tobacco Company, St. Louis, was passing out the "Blue Ribbon Twist" last week.

Albert Weisert, of the Weisert Brothers' Tobacco Company, St. Louis, was a trade visitor.

Oscar Gassman, the Vine Street cigarist, has been ill at his home for the past two weeks with the grippe. It was feared the beginning of the week that it had turned to pneumonia.

Albert Bejach is seriously considering the establishment of a chain of cigar stores in Southern Ohio. L. Chickering has already put in his bid for manager of one of the new plants.

Tobacco Concerns Submit Annual Reports and Declare Dividends

Extra Dividend of 4 Per Cent. Declared by Liggett & Myers---Net Earnings of American Snuff, $2,090,559---New Plan for R. J. Reynolds Co.

Liggett & Myers Declare 4 Per Cent. Extra Dividend

THE Board of Directors of the Liggett & Myers Tobacco Company declared on March 10 an extra dividend of four per cent. upon the common stock. This is payable April 1 to stockholders of record March 21. In making the announcement C. C. Dula, president of the concern, says that the financial statement of the company for the year ended December 31, 1912, shows that the cash balance at the end of the year was $6,284,107.01, from which it might be inferred that a larger distribution could safely be made. He explains this by stating that heavy purchases of leaf tobacco and other supplies are to be made during the early part of the year, which accounts for the moderate extra dividend. The extra dividend, if any are to be made it is announced, will be declared hereafter at this time each year. The regular dividend is now twelve per cent., paid quarterly.

The report for the year in assets and liabilities is as follows:

ASSETS.		
Real Estate, Machinery, Fixtures, Trade-Marks, Patents, Good Will, etc.	$41,196,071.46	
Leaf Tobacco, Manufactured Stock, Operating Supplies, etc.	20,011,638.42	
Stock in Subsidiary Companies	4,238,195.16	
Accounts and Bills Receivable	5,582,028.25	
Cash	6,284,107.01	
Total Assets		$77,312,040.30
LIABILITIES.		
7 per cent. Gold Bonds maturing October 1, 1944	$15,386,050.00	
5 per cent. Gold Bonds maturing August 1, 1951.	15,050,000.00	
Preferred Stock (7 per cent. Cumulative)	15,383,800.00	
Common Stock	21,490,400.00	
Accrued Interest on 7 per cent. Bonds, payable April 1, 1913	269,271.63	
Accrued Interest on 5 per cent. Bonds, payable February 1, 1913	313,741.66	
Accounts Payable	821,078.89	
Revenue for Advertising, Coupon Redemption, etc.	2,778,147.36	
Total Liabilities		71,508,989.54
Surplus December 31, 1912		$5,803,050.76

Havana Tobacco Company's Year

The report of the Havana Tobacco Company for the year ended December 31, 1912, shows a deficit of $567,486, against $570,192 incurred the previous year. The income account compares as follows:

	1912.	1911.
Dividends on Stock Owned	$50,822	$17,300
*Operating Expenses	243,308	212,492
Deficit	$192,486	$195,192
Bonded Interest	375,000	375,000
Deficit	$567,486	$570,192

*Including interest on bills payable and amount written off for depreciation of equipment.

American Cigar Co. Earns Less

The report of the American Cigar Company for the year ended December 31, 1912, shows net earnings of $1,540,185, a decrease of $72,647. The income account compares as follows:

Net Earnings	$1,540,185	— $72,647
Interest	41,667	— 200,000
Balance	$1,498,518	+ $127,352
Preferred Dividends	600,000	.....
Balance	$898,518	+ $127,352
Common Dividends	450,000	+ 300,000
Surplus	$448,518	— $172,648
Previous Surplus	7,428,576	+ 2,108,526
Profit from Sale of Securities	.....	— 930,869
Profit from sundry other sources	166,418	— 381,043
Loss in deposit of Interest in American Stogie Company	356,917	+ 356,917
Profit and Loss Surplus	$7,686,595	+ $258,019

The foregoing statement does not include this company's share of the undivided net profits of companies in which it holds stock, which have not been declared as dividends.

R. J. Reynolds Company's Tobacco Plan

Stockholders of the R. J. Reynolds Tobacco Company have received circulars calling a special meeting on April 2, to authorize an issue of $10,000,000 seven per cent. cumulative preferred stock, which is to be returnable at 120 after three years. The company has $7,525,000 of common stock outstanding out of $10,000,000 authorized.

The subsidiaries cut loose from the American Tobacco Company, by which they were formerly financed, have found necessary considerable surpluses for handling purchases of leaf tobacco, and it is understood that the object of the preferred stock issue of the Reynolds Company is to supply this need, with the intention of retiring the stock after a sufficient surplus has been accumulated out of earnings.

Another Dividend of 2 1-2 Per Cent. for Melachrino Co.

The dividend of two and one-half per cent. on the Melachrino Company's stock announced last week makes a total of four and one-half per cent. declared by this concern since the incorporation of the Tobacco Products Corporation. The Melachrino concern has $3,500,000 stock outstanding, all of one class. All of its stock is owned by the Tobacco Products Corporation, and the dividends declared so far will amount to $157,500.

The initial dividend on the preferred stock of the Products concern, which is the holding company, will be payable about April 1. Directors will take formal action within a few days. The Products Company has $10,000,000 of a seven per cent. preferred issue outstanding, on which the initial obligation will amount to $175,000 for the quarter beginning January 1 last. In other words, the dividends paid on the Melachrino Company's stock alone will be nearly enough to meet the first dividend on the Tobacco Products preferred stock, without touching earnings of the other four operating companies.

The Stephano Brothers, the Philadelphia concern manufacturing the "Rameses" cigarette, is showing earnings approximately as large as those of the Melachrino Company, but no action has yet been taken by the Stephano directors relative to a dividend declaration.

British American Tobacco Co. Declares Dividend

The British American Tobacco Company, Limited, has declared an interim dividend of two and one-half per cent., free of income tax, on the ordinary shares, payable March 31. Transfers received in order in London up to March 20 will be in time to be passed for payment of dividend.

In connection with the dividend declaration directors of the British American Tobacco Company, Limited, state: "Whilst the progress of the business is quite satisfactory, the immediate engagements of the company render a conservative policy with regard to interim dividends desirable."

Favorable Report of American Snuff Co.

The report of the American Snuff Company for the year ended December 31, 1912, shows net earnings of $2,090,559; preferred dividends, $266,634; balance, $1,793,925; reserve for insurance, advertisement and guarantees not used, taken out of previous year's earnings, $314,568; total, $2,108,493; common dividends, $1,595,000; surplus, $513,493; previous surplus, $2,136,782; total surplus, $2,650,275; surplus reserve for working capital, $698,273; profit and loss surplus, $3,348,548. At the annual meeting of the stockholders J. Murtland was elected to succeed E. W. Somers on the board.

Newsy Trade Jottings

James H. Whitney, who conducts a cigar and tobacco store in Dewey Block, Bennington, Vermont, recently suffered a loss of $2000, through fire which started in a Chinese laundry and extended to the buildings adjoining. The loss is covered by insurance.

F. E. Watkins is now operating a new cigar store at the corner of Saxon and East Fourth Streets, Waterloo, Iowa.

A. Duwart, who opened a cigar store and factory at 266 Main Street, Gloucester, Massachusetts, late last fall, is now in position to supply the trade with domestic and imported cigars, tobacco of all kinds, and a full line of smokers' articles. His store, which is modern in every respect, is one of the attractions of Gloucester. "Top Notch" a five-cent cigar, and "Regal," a ten-cent Havana cigar, are being featured by Mr. Duwart.

The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, March 8.

OUR leaf market during the past two weeks has been considerably quieter, as fewer buyers from the United States have visited us, and some of them have either come upon pleasure bent, or with an idea to post themselves personally as regards the coming crop. If it had not been for the purchases of one house that operated quite liberally in old Vuelta Abajo of the 1911 growth, we should have had to record a very dull market indeed. Very likely we shall have to wait now for the advent of the new crop before we can expect to see more life again in our market.

While there is still tobacco growing in the fields, we have had, however, enough humidity, particularly in the early morning hours, to permit the taking down from the poles of those dry leaves, which the anxious vegueros were disposed to handle, bundle them and to throw them into piles. As this class of tobacco constitutes the light, early harvested leaf, and which will not require too much fermentation in the pilon, it ought not to cause any surprise that two packers expect to start trial escogidas in the Vuelta Abajo and in the Partidos already on the fifteenth of this month, while others state that they intend to do so early in April. As many farmers are, however, not disposed to sell part of their crop, particularly when they have plants still in the fields, it is not likely that the packing season will commence in earnest until the month of May. This refers naturally only to the Vuelta Abajo, Semi Vuelta and Partidos, as the Remedios crop, on account of its heavier quality, needs a longer time in the piles to undergo the fermentation process, and as the growth has been more backward this year also, therefore the escogidas cannot begin the earliest before the month of June. Of course, this does not preclude that some of the lighter styles might not be commenced to be packed in May. Unless it should still rain heavily this month, it is almost a foregone conclusion that the Remedios crop this year will be of a heavier quality, and there may be greatly reduced quantities of the lighter classes. We are now too far advanced in the season that we could expect, even if it should rain hard for a few days, to wash the gum out of the leaves, that such late cut tobacco would have a chance to dry off sufficiently before the rainy season should set in. Under these circumstances all tobacco that has not been harvested this month might as well be considered as useless, and the growing season can be considered as terminated.

Sales during the past fortnight totaled 4369 bales of all kinds, or, divided, were: Vuelta Abajo, 3045; Partido, 314; Remedios, 530, and Oriente, 480 bales.

Buyers were: Americans, 1198; exporters to Europe, 480; shippers to South America, 357, and our local manufacturers of cigars and cigarettes, 2334 bales.

Exports of leaf tobacco from the port of Havana for the two weeks ending March 1 were: To all ports of the United States, 9701; to Buenos Aires and Montevideo, 893, and to Hamburg, 480 bales; thus making the total exports, 11,074 bales.

Receipts of Tobacco From the Country:

	For two weeks ending February 27, 1913.		Since January 1, 1913.	
Vuelta Abajo	477	bales	675	bales
Semi Vuelta	60	"	60	"
Partido	127	"	243	"
Remedios	117	"	454	"
Oriente	345	"	468	"
Total	1126	"	Total 1900	"

On the nineteenth of February it rained sufficiently in the Sancti Spiritus region to give a new impulse to the retarded growth of those vegas on account of the prolonged drought, and this may help to increase the quantity. In the Vuelta Abajo and the Partidos light rains have occurred more or less off and on, which have not alone been beneficial to the later set out plants, but also have given enough humidity to handle the dried leaves. Under these conditions the crop all over the island promises to be large in quantity, but as far as the quality is concerned it is best to await the further developments as to the drying and fermentation processes of the late harvest. The early cut tobacco indicates a fine character and ought to be of a superior quality, as far as we can judge now.

Little country buying has taken place so far as we have learned, as partly the vegueros have too high pretentions, which, in view of a large crop, are not justified, and partly because neither vegueros nor our leaf dealers are in a hurry to commence operations as long as there is still part of the crop in a growing state. In due course of time both opposing parties are bound to find the happy medium, and come to mutual satisfactory terms.

Leaf and Cigar Buyers That Come and Go.

Arrivals—From Tampa: Faustino Lozano, of F. Lozano & Company.

From Chicago: Mike Friedman, of Mike Friedman & Company; Carleton White, director of the Chicago Athletic Association.

From San Francisco: Wm. Bercovich, of Bercovich & Company.

From Santa Monica: Sol Askush, of Sol Askush.

From St. Louis: M. Löwenhaupt, of Moss & Löwenhaupt.

From London, England: Robert Middlemas, of Walters & Company.

Returned—Maximilian Stern, of Maximilian Stern, New York and Havana; L. Stuart Houston, director of the Henry Clay and Bock & Company, Limited; Pepin Rodriguez, of Rodriguez, Argüelles & Company, owners of the famous Romeo y Julieta factory; Constantino Gonzalez (with his bride), of Sobrinos de A. Gonzalez; Narciso Gonzalez, of Sobrinos de Venancio Diaz, and Señora Lutgarda Gener de Torres (with her husband and children), who is the owner of the celebrated La Escepcion factory, more widely known by her famous brand "Hoyo de Monterey."

Departures—To New York: Harry G. Salomon, Silas H. Haas, A. Guedalia, Arturo Martinez, David del Monte, Rudolph C. Faber and C. H. Mostor.

To Chicago: Carleton White and Harry Slavinski.

To Philadelphia: Frank Dominguez and Godfrey Mahn.

To St. Louis: M. Löwenhaupt.

To London, England: Maximinio Rodriguez and G. A. Padro.

To Hamburg: Hermann Diehl, with his bride, via New York.

To Glen Cove, L. I.: Charles Hedger.

Cigars.

We now beg to give to the readers of THE TOBACCO WORLD the following figures of the exports of cigars from the port of Havana during the month of February, as per our official customhouse returns, and the comparison with the previous year, which we are very glad to note show a more satisfactory result for our cigar manufacturers:

From February 1 to February 28, 1913,	14,431,875	cigars
From February 1 to February 28, 1912,	12,494,267	"
Increase in the month of February, 1913,	1,937,608	"

The figures for this year, as compared with last year, are as follows:

From January 1 to February 28, 1913,	27,593,260	cigars
From January 1 to February 28, 1912,	23,902,647	"
Increase for the first two months of 1913	3,690,613	"

If the Democratic party in the United States should see fit to grant us a liberal reduction on the present exorbitant tariff, and if the high prices for Vuelta Abajo fillers and wrappers should give place to more moderate prices this year, then there is a hope at last that our cigar manufacturers should have a year of making some money, after so many disastrous poor years in succession.

By countries the following seven show increases during the month of February over last year, viz.:

Great Britain and Ireland	1,360,307	cigars
The United States	517,051	"
Canada	420,087	"
Austria	119,350	"
Italy	106,300	"
British Africa	89,000	"
Spain	34,965	"

The following seven countries show decreases during the same period:

Germany	191,362	cigars
Peru	120,400	"
French Africa	118,000	"
Argentine Republic	111,336	"
France	108,138	"
Canary Islands	36,830	"
Australia	21,923	"

H. Upmann & Company stated that they are busier than ever before at this season of the year, and that they are working as much as during the holiday season. They have a good-sized order slate to fill yet, and notwithstanding this new orders are coming forward in good shape from all the principal consuming countries, a proof that the cigars of the 1912 crop have found the deserved recognition of all smokers in the world.

Romeo y Julieta are as busy as previously reported, and there is no slackening up in the receipt of orders from all parts of the globe. Don Pepin Rodriguez was heartily welcomed by a very numerous contingent of friends, that went out in a tug to bring him ashore, as soon as the "Morro Castle" had passed the quarantine station on the 4th inst.

Partagas, according to Don Eustaquio Alonso, is exceedingly busy likewise in executing orders of large quantities for South America, England and the United States.

The Henry Clay and Bock & Company, Limited, are working with very large forces in their principal factories. Director L. Stuart Houston returned here already on the 24th ulto. from his flying trip to the United States, and is head-over-heels busy.

Castañeda cigars are selling like hot cakes wherever they have been once introduced, and it seems that 129 Virtudes Street is a very lucky building, as it was in this location that Don Pepin Rodriguez commenced the wonderful rise in Romeo y Julieta cigars. Quien sabe, whether Cardenas & Company may not attain the same success in course of time?

The old reliable Sol factory, according to a circular issued by Behrens & Company, has made an arrangement with Don Manuel Campos to manufacture his brand "La Devesa de Murias" under a royalty plan, and with the option to purchase the same outright later on at a stipulated price. This arrangement ought to be a mutual satisfactory one, as in this manner both the manufacturing and selling expenses are reduced. The Sol and Luis Marx brands are in excellent demand in the principal markets of the world.

La Flor de José Otero is fully occupied for Canada, England and the United States.

Felipe Rodriguez & Company, owners of the Flor de P. A. Estanillo factory, have no reason to complain, as orders for their brands "Elite" and "Flor del Fumar" are coming forward at a lively clip, and specially the latter for high-priced regalia sizes.

Other factories that are working well are: Allones, Limited; C. E. Beck & Company; Eden; Por Larrañaga and La Escepcion.

Buying, Selling and Other Notes of Interest.

The Havana Tobacco Export Company sold 480 bales of Oriente leaf for export.

Cifuentes, Fernandez & Company were buyers of 1224 bales of Vuelta Abajo for export, and it is said that they will go to the South American republics.

F. Rocha & Company were sellers of 370 bales of Vuelta Abajo and Partido to their customers.

Sylvester & Stern had bought 500 bales during the past fortnight.

Herrera, Calmet & Company disposed of 125 bales of Remedios to local and Northern buyers.

Adolfo Moeller had bought 480 bales of leaf for export to Hamburg.

Cardenas & Company closed one transaction of 100 bales of their choice Vuelta Abajo stocks to a local cigar manufacturer.

Frank Dominguez purchased 330 bales additional for his firm of E. A. Calves & Company.

José Menendez turned over 71 bales of leaf to his customers in town.

Calixto Lopez & Company are reported to have purchased 300 bales of Vuelta Abajo.

Carlos Arnoldson & Company sold 68 bales of their fine stock of Vuelta Abajo to a local manufacturer of cigars.

Silas H. Haas invested in 240 bales of Vuelta Abajo, the best in our market, for his firm of M. J. Lopez & Company.

Camejo & La Paz disposed of 45 bales of Vuelta Abajo during the last two weeks.

José Otero was a buyer of 125 bales of a select vega of Vuelta Abajo.

Muñiz Hermanos finally sold the last remnant of their stocks, consisting of 20 bales of Remedios, and they are now preparing for the coming campaign.

Don José C. Puente has taken passage to leave here on the 15th inst. by the French S. S. "Espagne" for his native country, Spain, to take a needed rest and join his family.

Shippers above 300 bales of leaf tobacco from the port of Havana during the last two weeks ending March 1 were: Sylvester & Stern, 2363; Seeler Pi & Company, 747; Leslie Pantin, 716; Mark A. Pollack, 697; Adolfe Moeller, 528; J. F. Berndes & Company, 501; J. Bernheim & Son, 472; H. Upmann & Company, 460; Ernest Ellinger & Company, 459; Miguel V. Perez, 446; Garcia & Company, 365; Diego Montero, 307; Rodriguez, Menendez & Company, 303, and Monroe Commercial Company, 303 bales.

ORETANIV.

Reorganized Ways and Means Committee Making Rapid Progress With New Tariff Bill

It Is Generally Believed That No Radical Departures Have Been Made—President Wilson's Final Verdict May Change Aspect of Affairs

(From the Washington Bureau of The Tobacco World.)

WASHINGTON, March 11.

INTEREST in the tariff just now centers in the Ways and Means Committee of the House of Representatives, which is drafting a bill to be reported to the extra session of Congress next month. However, the real writer of the tariff bill will be President Wilson, according to the opinion held by many careful observers of national affairs. As soon as the old Congress expired the Democratic members of the new Congress caucused and elected three new Democratic members to serve on the Ways and Means Committee in place of those who were retired from public office.

The new committee has been in session ever since March 7, and has made rapid progress with the final reading of the bill to be reported to Congress. According to present prospects the new committee will report a very conservative bill, unless President Wilson interferes with its labors. The general understanding is that Chairman Underwood will consult with Mr. Wilson over the revised bill before a Democratic caucus is called previous to the assembling of Congress.

Your correspondent has been assured that the Ways and Means Committee does not contemplate making material changes in the duties on tobacco. It is the plan of the leaders in the House to leave the duties of this schedule stand just as they are. It was declared to your correspondent by one of the internal revenue experts who has been consulting with the committee that if the internal revenue tax on tobacco is increased, it will place tobacco upon the same basis as whiskey. It will necessitate placing an inspector in every factory, and will so increase the cost of collecting the tobacco tax as to lose all the benefits that might be derived from an increase in the revenue. The more conservative of the Democrats are converted to this line of reasoning and from the present outlook the conservatives are going to have the balance of power in Congress.

V. GILMORE IDEN.

New Cigar Manufacturing House for Havana

Havana is to have a new cigar manufacturing firm which will do business under the title Compania Tabacalera Petronio. The president of the concern is C. Rovira; vice-president, Rafael Garcia Marques; general manager, Francisco Llopart, and secretary, E. Zanon. This concern controls the following brands: "Petronia" and "El Gavilan," of Llopart & Company, and "High Life," "Flor de Joaquin Ortiz," "Lord Nelson," and "La Granadina," of Rafael Garcia Marques.

The factory and offices of the concern are at 19 Estrella Street, Havana. In addition to manufacturing cigars, they will also make cigarettes and state that only the most select vegas from the Vuelta Abajo district, will be used for their products.

S. B. Postus, C. C. Richardson, J. L. Cook and J. D. Haselden are the organizers of the Pee Dee Warehouse Company, which was recently incorporated at Columbia, South Carolina, with a stated capital of $4000.

Joseph M. Jones has been appointed receiver for the Chapman Cigar Company, which operated a cigar store at Twelfth and Main Streets, Kansas City, Missouri.

Chicago

Majority of Cigar Factories Busy—Dealers Scrambling for Cigar Privileges in Loop—Price Cutting War Injuring Many Tobacco Men—H. R, Swezy Takes On Distribution of New Havana Cigar, the "El Finero"—Changes in Retail Stands

CHICAGO, March 12.

DISTRIBUTION is reported fairly good and most of the factories are about as busy as usual. While trade is reported fairly steady, the volume has not been so large as many had anticipated for February. However, dealers feel that there will be an awakening by the forepart of March, and that business will then continue brisk throughout the spring.

George L. Storm, of the Tobacco Products Company, made a hurried trip West this month, visiting Detroit, Chicago, Milwaukee, and stopped off at Buffalo on his return to New York. This is Mr. Storm's first visit to this territory since he became vice-president of the Tobacco Products Company.

Jacob Burger, representing Reiss Brothers & Company, the pipe house, has returned from an extended stay in California.

The Best & Russell Company are giving their customers a clever counter contrivance, which holds two cans of cigars, and the top is furnished with moistening attachment.

The Gene-Vall Cigar Company has opened an office in the Boyce Building. Lee Sandos has been added to the sales force.

E. L. Adams, manager of the Tom Jones cigar store, is again able to attend to business after a brief illness.

The store at the northwest corner of Jackson Boulevard has been leased by Fred Wells, the cigar man, for a term of ten years. The rental is understood to be $4500 for the first five years and $5500 for the second five. The acquisition of this corner will give Mr. Wells three stores in Chicago.

The United Cigar Stores Company has opened a new store at the corner of Fifty-first Street and Calumet Avenue.

William Campbell, formerly buyer in charge of the cigar department of the Grand Pacific Hotel, has become a city salesman for Celestino, Vega & Company.

The premium department of the United Cigar Stores Company is now installed in the new quarters on Jackson Boulevard, near State Street.

S. P. Hubley, representing Benson and Hedges, visited his friends here.

C. N. Daly is now manager of the cigar stand in the Grand Pacific Hotel.

There is quite a scramble among both large and small cigar dealers for the stand privileges in three new office buildings that are now about ready for occupancy in the "Loop." The buildings are the Conway in West Madison Street, the State and Quincy Building in State Street, and at 209-19 South Wabash Avenue.

A. Weiss & Company have rented the basement in the new State and Quincy Building, and will conduct a restaurant similar to the well-known North American restaurant in the basement of the North American Building. A. Weiss & Company will install a line of imported and domestic cigars. This concern has just taken a lease for cafe and cigar purposes in the building at 139-41 North Wabash Avenue.

W. A. Yochem has entered the employ of the Charles Donovan Cigar Company, and is now engaging in organizing a field force.

Reid, Murdoch & Company, wholesale grocers and cigar dealers, have purchased the site on the north side of the Chicago River, extending from Clark Street to La Salle Avenue, with a frontage of 320 feet.

Jack Lorenz has sold out his cigar store at 18 North Fifth Avenue.

Gilbert D. Smith is now covering the Middle West for Fromherz-Berlizheimer.

Sol Levi is now representing Hathaway and Steane, of Hartford, Connecticut, with headquarters in the city.

The price-cutting war that has characterized Chicago's cigar trade of late has proved very injurious to some interests. By giving special inducements a few cigar manufacturers won over a few dealers. This inducement consisted in giving an extra dollar on each box, handing out free cigars, and possibly making cigars much inferior than ordinary. Steele-Weedles have been carrying half-page advertisements in the local daily papers, using this argument in behalf of the "Tom Keene" cigar.

Young & Pilger have opened a cigar store at 76 West Madison Street.

A. Reiss, of Alonso, Rejas Ca., Key West, has returned from a visit to the factory and a trip to Cuba.

F. A. Roller has been succeeded as manager of the Post-office cigar stand in the rotunda of the Federal Building, by B. A. Superfine. Mr. Superfine had been with the Best and Russell Company for many years, and more recently was manager of this concern's Otis Building cigar store.

Walter Sutter, of James Sutter & Sons, will leave shortly for Cuba.

The Best & Russell Company plans to open its store in the new Westminster Building, Dearborn and Monroe Streets, about March 15.

George J. Whelan Predicts Bright Future for "United"

GEORGE J. WHELAN, the guiding spirit of the United Cigar Stores Company, returned from a trip of several months' duration in Europe recently. Much of this time he had spent cruising in his yacht in the Mediterranean Sea. Upon being interviewed, Mr. Whelan was inclined to be very optimistic as to the future of the large chain of retail stores he organized.

"Basic conditions here are too sound to permit of any long continued depression," said Mr. Whelan. "The main uncertainty to my mind, at the moment, concerns pending tariff legislation. When that is once cleared up, I think an improvement will be shown all around."

As to conditions in the United Cigar Stores Company, Mr. Whelan said that all the reports he had received from the company officials while he was abroad, were of a most favorable character and indicated that the policy of expansion was being carried forward with excellent results. He said that business within the last two months had been running at the highest rate in the history of the concern. The store extension program will be continued during the present year at a rate proportionate to that of 1912.

Late Trade Items

The Bourbon Tobacco Warehouse Company, of Paris, Kentucky, has decided to erect another warehouse.

A cigar factory will shortly be opened in the Robert Gelly Building, Nakomis, Illinois, by H. G. Frederick.

Floyd Remington and Ernest Mitchel have purchased the Interurban Cigar Store of W. H. Arthur, at Bloomington, Illinois.

Following extensive alterations, Burdick A. Stewart has moved his cigar business to the Arcade Store, 170 North Street, in the Miller Building, Pittsfield, Massachusetts.

R. Clayton Green, and Dennis M. Howley, formerly employed as salesman for Oscar F. Rawson, have purchased the retail cigar business from their employer and will continue the business at 395 Main Street, Worcester, Massachusetts.

H. R. Swezy, known among the local tobacco trade as "Dad," and son Lou, who conduct the liberally patronized cigar store at 116 North La Salle Street, have recently taken the distributing end of a Havana cigar in Chicago that has made a "hit" from the start. The cigar is manufactured from a special brand of tobacco purchased by two local Spaniards, who made a trip to Cuba during the early winter and selected a lot that they were confident would produce just the kind of cigar there would be a good demand for. The cigar is known as "El Finero," and sells for ten cents straight and two-for-a-quarter. The Spaniards were undecided for some time as to who would best handle the selling end, but finally entered into negotiations with Mr. Swezy, and the latter realized that they had a good proposition. To date Mr. Swezy has been successful in introducing the cigar among about twenty jobbing interests, and it may be found in scores of retail stores.

According to reports, O. Schrader & Company will give up their East Randolph Street location May 1.

A Mr. Silversmith has opened up a cigar store at Fifty-first and Indiana Avenue.

Sachs Brothers have opened up a new store at Fifty-first and Prairie.

The new "Tom Palmer" factory, of the Wengler and Mandell Company, at West Madison and Robey Streets will soon be ready for occupancy. This will be one of the most sanitary cigar factories in the world. Matt Wengler, who has been on the Pacific Coast for some time, is expected to return to Chicago any day.

The store recently opened by S. F. Grimes, at Evanston and Lawrence Avenue, has been purchased by A. E. Mandell. Mr. Grimes will devote his time to his cigar stand in the Central Drug Company.

HARRY E. RODENBAUGH.

Seattle

Charles W. Murch to Manage Alfred Stand—H. M. Prince Purchases Cigar Stand in Olympus Hotel, Tacoma—J. G. Seacamp Has New Store at 1406 Third Avenue

SEATTLE, March 5.

THE Tacoma Grocery Company, of Tacoma, reports a very big business. Mr. Gibbs, manager of the tobacco and cigar department, says the year is starting much better than last year. Some of the cigars marketed by them in Havana goods are the "El Telegrafo" and "Ruy Lopez"; in five-cent goods "Cuban King" and "Prefect."

All dealers that belong to the Retail Cigar Dealers' Association are boosting independent brands and getting big results.

Tim Caughlin, of Tacoma, reports the sale on "Union Scout Scrap" bigger than all other scraps combined. Tim says it's a world-beater, considering it being a new piece of goods on the market.

Miss La Voy, manager of the Donuley Hotel cigar stand at Tacoma, is taking a month's vacation to California and other points.

Sam Lavroff, who recently went into the sub-jobbing business in Tacoma, reports a steadily increasing business. Sam says he has to order "Lovera" cigars nearly every day.

J. F. Koch, proprietor of the Crown cigar factory at Hoquiam, Washington, reports a growing demand on his brands, which are "Crown of Washington," in ten and fifteen-cent cigars, and the "Little Hoquiam," in a five-cent cigar. These brands are exceptional big sellers in the Gray's Harbor district, which is a very strong union district. Mr. Koch says quality did it.

Cigar dealers will be interested to know that Chas. W. Murch, of Spokane, has been made manager of W. L. Alfred's cigar business in Tacoma. Mr. Murch is a very capable business man and understands the cigar and tobacco business from the ground up. Mr. Alfred is to be congratulated upon having obtained so capable a man to look after his interests.

H. M. Prince has purchased the cigar stand in the Olympus Hotel, Tacoma, Washington. This stand was formerly operated by R. C. Van de Grift. Mr. Prince now has three stores in Tacoma and is doing a steadily increasing business.

C. A. Whelan, of the United Cigar Stores Company, was a recent visitor in Seattle, that being his first visit here.

J. G. Seacamp, who formerly had a cigar store on First Avenue, but who lost his location some time ago, now has a new store at 1406 Third Avenue.

Cass, Altshuler & Company have remodeled their store at Fourth Avenue and Pike Street.

Opening Western Territory for Detroit Concern

It is no easy matter to open up a new territory for a concern entering a certain section of the country. And when it comes to breaking in the trade on the Pacific Coast, it takes a man who can "make the fur fly." The illustration herewith is of one who has made a point of studying the best manner of going about this proceeding and no person who has watched his operations in the states of Oregon and Washington can deny the fact that he knows a thing or two about selling products to the tobacconist. E. H. Gerlach, the aforesaid traveler, has been opening up the Western territory for the McHie-Scotten Tobacco Company, of Detroit, Michigan, and in the time he has been pushing these goods—six months—has made a pronounced dent or two in placing his brands. He sells "Union Scout Scrap," "Winegold," "Katahdin," "Country Club," "Royal Smoke," and other brands made by the Detroit concern. He had been with the American Tobacco Company, working as a salesman for six years, and in that time became well acquainted with the conditions and the best selling methods now existing on the Coast.

E. H. Gerlach

Mr. Gerlach believes that to make a success of his line of work a salesman should have absolute confidence in his goods, work the Golden Rule in all his dealings, give the manufacturer a square deal, and in working have confidence in his ability to make good.

C. E. Smith, J. R. Brewster and N. E. Nelson have been spending a good deal of time lately in Olympia looking after measures of interest to the trade.

N. Eckstein, vice-president of Schwabacher Brothers & Company, Incorporated, has been elected vice-president of the Potlatch Association.

J. F. Lang, president of the National Grocery Company, has been in California for several weeks.

"ALL THE COMFORTS OF HOME"

Window display in Wee Cigar Store, Wenatchee, Washington, Jacob Heimberger, Proprietor. It will be noticed that "La Famosa" cigars, made by E. Kleiner & Co., of New York, are the main attraction.

The Different Processes of Tobacco Curing

Department of Agriculture Publishes Interesting Bulletin Compiled by W. W. Garner, Expert in Charge of Tobacco Investigation

ONE of the characteristics of the tobacco industry is the fact that there are a large number of distinct types of tobacco produced, and the methods of curing often differ radically as applied to these different types. There are two distinct methods of harvesting tobacco, but aside from this there are three essentially different ways of carrying out the curing. These are (1) air curing, in which little or no artificial heat is applied; (2) flue curing, in which the tobacco is entirely cured by artificial heat and in such way as to prevent smoke from coming in contact with the leaf; and (3) fire curing, in which the tobacco is largely cured by artificial heat applied by means of open fires made on the floor of the barn, thus allowing smoke to come in contact with the leaf. It will be necessary to consider separately each of these methods, together with the modifications made in them in curing the various types of tobacco.

The Ripening of Tobacco.

In all cases the first requirement for good curing is that the tobacco be harvested when "ripe." The young growing leaf has a deep-green color, showing that it is quite rich in the nitrogenous constituents which go to make up the living or vital part of the leaf and which are active in building up the food supply of the plant. At about the time the leaves of the plant as a whole have reached their maximum power of manufacturing this food supply, the flower head begins to develop, and the food supply, consisting of starch and other substances, is carried from the leaf through the stalk into the seed head to furnish the necessary food for the development of the seed. In practice, however, the plant is topped, so that the seeds are not allowed to develop. Making a further effort to reproduce itself, the plant then sends out secondary shoots or suckers, which receive food from the leaves, but these, too, are removed by the grower. Under these circumstances the food built up by the leaves is not carried into the stalk to any considerable extent, but accumulates in the leaves themselves. The result is that both the size and body or thickness of the leaf are increased.

The surplus food supply which accumulates in the leaf, largely in the form of starch, replaces in part the green coloring matters, thus causing the appearance of a lighter shade of green and of the light-tinted flecks characteristic of the ripe leaf. The accumulation of the starchy material in the leaf also causes it to become brittle, so that it snaps when folded between the fingers—another sign of ripeness. This replacement of the green coloring matter by the starchy material has a most important effect on the color, aroma, elasticity, and finish of the cured leaf. Much of the success in curing tobacco depends on harvesting it at just the right time, when it is neither too ripe nor too green. The degree of ripeness, however, which the leaf must attain to secure the best results in curing varies greatly, depending on the type of tobacco grown.

Nature of the Curing Process.

If a ripe leaf of tobacco is quickly dried with heat it does not show the desirable properties of cured tobacco, so that curing is not simply drying out the leaf, but it involves other important changes in composition which can take place only under certain favorable conditions. Again, if a fresh leaf is exposed in a closed vessel to the vapors of chloroform or formaldehyde for a few minutes and then placed in the curing barn it can not be made to cure properly. The effect of the chloroform or formaldehyde is to kill the leaf quickly; hence, we see that prematurely killing the leaf prevents curing, or, in other words, curing is largely a living or vital process. The surplus supply of food which the leaf accumulates during the ripening period enables it to continue to live for several days after being harvested. When this reserve food supply is exhausted the leaf dies and is then nearly cured.

Curing, then, is forcing the leaves to undergo a process of gradual starvation under proper conditions. Anything which kills the leaf prematurely, such as bruising or breaking in harvesting, freezing, or very rapid drying, will prevent good curing. Moreover, the leaf, when harvested, contains a large quantity of water, most of which is lost during the curing, and the rate of drying has an important effect on the result of the curing.

Curing Picked Leaves Compared With Curing on the Stalk.

There are two general methods of harvesting the tobacco crop and of arranging it in the barn. In one method the leaves are picked from the stalk as they ripen and are arranged on strings or sticks suitable for hanging in the curing shed, while in the other the leaves are not removed from the stalks, but the latter are cut off near the ground and hung up in the barn, with the tips downward. The leaves on the plant do not all ripen at the same time, so that the stalks are cut at such a time as will give the greatest number of the best leaves at the proper stage of ripeness. This causes a considerable sacrifice in both bottom and top leaves, since the former are overripe and the latter still immature, but this process saves labor. In many cases both methods give satisfactory results when properly carried out, and the question as to which is the better in any given case must be decided largely by the local conditions, such as the amount and kind of the labor supply, the barn space available, and the like, as well as by the relative value of the crop to be cured. Much of the highest priced tobacco is now being cured after the leaves have been picked from the stalk by the method generally spoken of as "priming."

Although either method may give good results, there are undoubtedly differences in the yield and character of the cured product. To understand the differences brought about by the two methods, it must be remembered that the leaves and the stalks remain alive for several days, or even weeks, after harvesting, depending on the conditions in the curing barn. During this period of gradual starvation they are enabled to remain alive by means of the reserve food supply stored up during the ripening process, so long as they retain sufficient moisture. The loss in weight of the dry matter of the leaf as a direct result of the starvation process usually amounts to from twelve to twenty per cent. in either method.

When the leaves are cured on the stalk there is a further loss in weight from another cause. It has been pointed out that while the plant is growing in the field there is a movement of food materials from the leaves into the stalk, and exactly the same thing happens in the curing barn when the tobacco is harvested by cutting the stalk. When the leaves are primed, there is, of course, no chance for this movement from leaf to stalk to take place. The result is that leaves cured by priming are ten to twelve per cent. heavier than if cured on the stalk. It has also been found that if suckers are left on the stalk at the time of harvesting, there is a still greater loss of weight in curing the entire plant. But this is not all, for when the lower leaves are picked from the plant it causes those left on the stalk to increase in size and weight, so that altogether there is a gain in weight of fully twenty to twenty-five per cent. when the tobacco is harvested by picking the leaves from the stalk.

The longer curing period and the movement of materials from the leaf into the stalk, when curing on the stalk is practiced, also affect the quality of the cured tobacco. Other things being equal, the picked leaves will have more of the so-called "oil" or "gum," greater elasticity, and more body than those cured on the stalk. Which method gives the better quality must be determined separately for the different classes or types of tobacco.

The above-mentioned facts apply more particularly to the usual methods of harvesting and curing cigar tobacco. In most of the manufacturing and export districts the greater portion of the stalk is split open in harvesting, which greatly shortens its life in the barn, and in flue curing the life of the stalk is further shortened by the higher temperatures used, so that there is less opportunity for the transfer of food materials from the leaf to the stalk. Under these circumstances there is less difference in yield and quality of cured leaf between priming and curing on the stalk. The applications of the two methods of harvesting are considered in detail in later paragraphs of this bulletin relating to the curing of the various types.

Air Curing.

Nearly all the cigar tobaccos, wherever produced, the immense quantities of Burley and other manufacturing tobaccos grown in Kentucky and adjoining states, the Maryland export, and the Virginia sun-cured types are all air cured; that is, they are cured without the use of artificial heat except, in some cases, during periods of wet weather. The tobacco is placed in the barn in the ripened state, usually after having been wilted, and the curing is controlled simply by regulating the ventilation.

During the first stage of curing, while the leaf is undergoing starvation, it is also gradually losing the water which it contains, and one of the most important features of the curing is to properly regulate the rate of drying. If the leaf is dried too rapidly it is killed prematurely, and the curing is stopped, while if the rate of drying is too slow the curing goes too far. The rate of drying depends principally on the humidity in the barn. The fully ripe leaf is very rich in starch, and one of the important changes in the curing is the disappearance of this starch, which is consumed largely by the living portion of the leaf itself. If the leaf is killed by bruising, rapid drying, or heating too high, there is no means of removing this starch, and the tobacco is harsh, lifeless and "strawy." Some of the nitrogenous constituents are also changed during the starvation period. These are the first changes necessary for curing. Along with these changes in composition the green color is replaced by a lemon yellow. If, by bruising or rapid drying out, the green leaf is killed outright soon after harvesting, the green color can not be removed by any later treatment the leaf may receive; but if the leaf remains alive two or three days under good curing conditions, any green color then remaining may be removed by sweating or fermentation.

The full development of the yellow color marks the end of the first period of the curing. The changes taking place in the second stage are for the most part quite different from those occurring in the first stage of the curing. After the leaf is dead no more of the starch is consumed, nor are the insoluble nitrogen compounds further changed. One of the most important changes in the second stage is the change in color from yellow to brown or red, which is caused by a process of oxidation that does not take place till the cells of the leaf are dead. The two conditions necessary for the development of the brown color are a supply of air and sufficient moisture. In air curing the principal danger is that the change will go too far, because of excessive moisture, causing the tobacco to cure too dark.

As regards quantity, the most important change in the curing is the loss of water. The tobacco leaf ordinarily loses about seventy-five per cent. of its green weight in curing, and by far the greater portion of this loss is water. Thus, the tobacco from an acre yielding 1800 pounds of cured leaf weighs when harvested something like eight tons, including the stalks. Of these eight tons fully six tons are water. To cure tobacco successfully this vast quantity of water must be removed under such conditions and at such a rate as will best allow the other important changes to take place.

Conditions Most Favorable for Air Curing.

The living cells of the leaf are killed by excessively low or high temperatures and by loss of water. In practice the most favorable temperatures for the first stage of air curing lie between 70° and 100° F., and the relative humidity should be about eighty-five per cent. Under these conditions the leaf will gradually lose its water, but will not become brittle, and the curing will proceed smoothly. If the humidity becomes much higher, pole-sweat will develop on the leaves most advanced in the curing, while if the humidity falls much below this figure the leaf will dry out too rapidly. In the second stage of the curing, when the leaf begins to turn brown, there is no longer any need for keeping the air in the barn so moist, and the leaf should be allowed to dry rather rapidly until the stems have become brittle. It is desirable to prevent the tobacco from coming into very high "case"—that is, from becoming very moist, after curing and before it is taken down—so it should be stripped and assorted as soon as possible after the curing is completed.

Unfortunately, growers at the present time have very limited means of controlling the temperature and humidity in the barn in the air-curing process. If the season is too dry the tobacco "hays down"—that is, simply dries out like hay—while if it is too wet the tobacco is also seriously damaged.

Serious damage to the tobacco crop results annually from lack of means for maintaining the proper conditions in the barn during the curing period, and this loss can never be overcome until satisfactory methods are provided for conducting the cure independently of outside weather conditions. All experienced tobacco growers are aware of the serious damage likely to result from pole-sweat, or house-burn, during periods of very wet weather, but few fully appreciate the extent of the injury in quality caused by the opposite extreme of excessively dry weather.

Pole-sweat or House-burn.

Pole-sweat, or house-burn, which is especially to be looked for during periods of prolonged wet weather, accompanied by rather high temperatures, occurs the world over where tobacco is cured without the use of heat. It is caused by minute organisms, which attack those parts of the leaf that give it toughness and stiffness, causing it to soften and decay. Pole-sweat does not occur until after the leaf tissue dies, but, of course, some parts of the leaf may die much sooner than others, so that the disease may appear before the entire leaf is dead. The organisms which cause this trouble are not active at very low temperatures, so that pole-sweat does not appear to any extent in cold weather. Furthermore, they thrive only in the presence of an abundance of moisture. The three necessary conditions for the rapid spread of the disease, then, are (1) tobacco which has passed through the first stage of the cure or which has been killed by bruising or other injury, (2) a temperature ranging from 60° to 100° F., and (3) a relative humidity of ninety per cent. or more, which checks the evaporation from the leaves, causing them to become soggy. Of course, conditions favorable to pole-sweat may exist for short periods without the appearance of the disease, but it will certainly develop if these conditions continue for twenty-four to forty-eight hours. There is no doubt that the remedy for this trouble lies in controlling the humidity in the curing barn during periods of excessively damp weather, and the only practicable means of accomplishing this is by using artificial heat. This subject is considered in the discussion of methods of curing cigar tobaccos.

Effect of Heat and Ventilation.

Air curing, pure and simple, gives satisfactory results only when weather conditions are favorable. When the weather is unfavorable, more or less artificial heat must be applied to insure success. At the time the tobacco is hung in the barn water is evaporating from the surface of the leaves, and this evaporation continues until the surrounding space is saturated with moisture. Hence, the evaporation from the fresh leaves will soon cease unless the moisture is removed by circulation of the air. In moderately dry weather ventilation is all that is needed to secure favorable curing conditions, provided the temperature is not too low. In very dry weather the evaporation from the leaves can be kept in check by having the barn built as tight as possible and by keeping the ventilators closed during the day. If the temperature is low, the curing changes are stopped, although the tobacco may continue to dry out. In this case the leaf is simply dried and not cured.

During rainy or foggy weather the air is practically saturated with moisture, and since it can not take up any more, ventilation alone is useless under these circumstances. The capacity of the air in a given space for holding moisture is greatly influenced by the temperature, and by raising the temperature about 20° F. we double the capacity for holding moisture. In wet weather artificial heat is required to reduce the humidity in the barn. With suitable means of maintaining the temperature in the barn from 15° to 20° F. higher than that of the outside air, combined with proper ventilation, the problem of controlling the curing conditions is solved. An insufficient quantity of heat is worse than none, and enough must be applied to warm the barn to the top and thus drive out the moisture. When the temperature is below 50° F. heat is needed for good curing regardless of the humidity, for while the tobacco may dry, it can not cure properly at low temperatures. Available methods of applying artificial heat in air curing are presented in the paragraphs relating to cigar tobaccos.

Curing Cigar Tobaccos.

The bulk of the cigar-tobacco crop at the present time is grown in Massachusetts, Connecticut, New York, Pennsylvania, Wisconsin, Ohio, Florida and Georgia. The finest grades of wrapper leaf are grown in the Connecticut Valley and in a few counties of Western Florida and Southern Georgia, while Wisconsin is known as a binder state, and New York, Pennsylvania and Ohio mainly produce filler grades. All cigar tobaccos are air cured, and the general methods of procedure are essentially the same in all the states that grow cigar tobacco. Artificial heat is being used more and more, however, in curing the wrapper types.

To be Continued in April 1st Issue

Cleveland

Police Shut Down on Dice-Shaking and Raffling, Which Injures Trade —"New Bachelor" Cigar Going Strong—Stace & Vincent Co. Takes on "El Perco" in Eight Sizes—Richland Cigar Co. to Open New Store

CLEVELAND, March 10.

AT a recent ruling of the police department of this city, which went into effect last week, dice shaking and raffling of all kinds has been prohibited. This has had a marked effect on dealers, as they say that this practice was a stimulating influence on their business. As a consequence of this ruling there has been a falling off in business amongst the dealers.

The Pyle & Allen Company report that the general outlook for business is better than any previous year that they have been in business. Their wholesale business has shown a substantial increase over the same period for last year. The retail business also shows a healthy increase. They have been handicapped by the shortage of "Bachelors" as usual, and the factory reports as being unable to fill orders on same. The sales on this brand are running stronger than ever.

They report the "Sanchez and Haya" brand as going very strong and the new goods coming in look and smoke very fine. The brand is a large seller in this vicinity.

George Meigs, general representative of the Sanchez y Haya factory, was in Cleveland on Monday, March 3, and with him was Mr. Bert Johnson, of Detroit. Mr. Johnson is the proprietor of the cigar department of the G. & R. McMillan Company in Detroit.

Mr. Victor Thorsch, general representative of the T. J. Dunn Company, of New York, makers of the "New Bachelor" cigar, was in Cleveland Wednesday last. Mr. Thorsch reports trade conditions throughout the country as looking very prosperous.

Fred Suss, of the Liederkranz factory, and Alex. Herbert, vice-president of the Phillip Morris factory, were also recent visitors in Cleveland.

Mr. Allen, of the Pyle & Allen Company, left Saturday for a short business trip to New York.

W. A. Bonn, who is working with the salesmen of the J. B. Moos Company in the interests of "El Yutan" and "La Natoma" brands, reports some very fine orders.

John L. Miller, Jr., manager of the local house of Moos, has just returned from Cincinnati, where he went to get some ideas as to the proposed extensive campaign on "Permit" cigars, as outlined by President Brown, who recently returned from New York.

"Stag," the five-cent brand of tobacco being introduced here by the Lorillard Company, is responding very rapidly to consistent newspaper and other advertising.

Edward Trezevant, representing the cigar department of Park & Tilford, New York City, was in the city this past week.

M. E. Loeb, of M. E. Loeb & Company, Canton, Ohio, distributors of the "La Saramita," was a visitor to the Shields & Wertheim factory this week placing his spring order for "La Saramitas." He reports a great sale on this brand during January and February, and the only objection he has to offer is that he can't get them fast enough. Mr. Loeb is one of the best-thought-of men in Canton and he has made the dealers sit up and take notice with his general activity.

The Shields-Wertheim Company report their business gradually on the increase.

The London Whiff factory is making a big effort on their "Moses Cleveland," which is proving successful in all sections of the country where it is placed.

Mr. Heane, manager of the Joseph Snyder cigar stores in this city, was in Buffalo for a few days last week in the interest of his business.

The Stace & Vincent Company have stocked the brand of "El Perco," of M. Perez, Key West, Florida, in eight sizes, for the retail business only. This firm expected to open their new store by now, but on account of the fixtures being delayed in arriving here the opening was postponed.

Amongst the local visitors in town this past week were Mr. John Easton, of the Falk Tobacco Company, and Mr. L. E. McKitterick, of the Melachrino Company.

A new cigar store by the Richland Cigar Company will be opened up this month at 521 Euclid Avenue.

M.

San Francisco

Gunst-U. C. M. C. Consolidation Has Made No Changes on Coast—Southern Pacific Lowers Rates on Tobacco—Retail Dealers' Association Affiliates With Chamber of Commerce—Gunst & Co. Introduce Two New Lines of Cigars

SAN FRANCISCO, March 5.

MARCH has opened with the finest of spring weather all along the Pacific Coast, and retail trade has been very good as a result. The dry weather in some sections and the fear of short crops in many of the grain-growing sections of the West have made the wholesale business a little smaller than it otherwise would have been, but jobbers are confident that the spring's business will come fully up to the average. Building and financial conditions, as shown by the records for February now made public, show all of the larger Coast cities to be in an unusually prosperous condition.

Much interest still attaches to the recent consolidation of M. A. Gunst & Company and the United Cigar Manufacturers' Company, but so far there has been absolutely no change in the Pacific Coast branches of M. A. Gunst & Company. Morgan Gunst, of San Francisco, is now in Seattle on a visit to the company's northern headquarters, and other officials of the company are still in the East.

The Southern Pacific Railroad Company has arranged for a change in its carload rate on plug and smoking tobaccos, which will be of considerable benefit to the San Francisco jobbing trade. A new schedule will be published granting a rate of $1.75 per hundred pounds on plug and smoking tobaccos in mixed lots from eastern common points to Pacific Coast terminals, the minimum weight to be 40,000. Heretofore the shippers have been compelled to ship a full straight carload of each kind of tobacco in order to get the benefit of the carload rate. The rate and the minimum weight requirement are unchanged.

In common with other retail trade associations of this city, the San Francisco Retail Cigar Dealers' Association has affiliated with the recently organized retail wing of the San Francisco Chamber of Commerce, and will hereafter act in unison with the city's central body. J. C. Connor and W. Martin, of the Cigar Dealers' Association, have been chosen to represent the association in the Chamber of Commerce. The retail trade seems to appreciate the work of the organization, particularly the service performed by the "Sifting Committee."

M. A. Gunst & Company are doing their share in getting out new goods this spring. Two new lines are announced this week. One of these is the new ideal size of their clear Havana leader, the "Van Dyck"; the other is a five-cent straight size of their "Alhambra" line of Manila cigars, to be known as the "Pacifico." The new "Van Dyck" goes to the trade at $100 and the new "Alhambra" at $38.50. M. A. Gunst & Company got in a cool million "Alhambras" from Manila on the steamer "Korea" this week. Another million is expected on the next trans-Pacific steamer.

A. Determan, of the New York house of the Manila Commercial Company, and I. Danziger, of this city, Coast representative of the Manila Commercial Company, who left here for the northern end of the Coast about ten days since, are now reported as about through with their Coast business and ready to tackle the Mountain States. At Salt Lake or Denver the two will separate, Mr. Determan going to New York and Mr. Danziger returning to California via Reno, Nevada.

The Edward Wolf Company, San Francisco, distributers for the "Nestor" line of cigarettes, is without advices from the Tobacco Products Company, the new owners of the American end of the "Nestor" business. News of the sale of the American business of the Nestor Gianaclis Company, of Boston, and Cairo, Egypt, to the Tobacco Products Company, of New York, reached here early this week.

W. W. Linn, head of the "Bull Durham" department of the American Tobacco Company, who reached San Francisco a couple of weeks ago, is now spending a few days in the Hawaiian Islands. He was accompanied on the trip by T. W. Harris, of this city, president of the Tobacco Company of California.

Emil Judell, who has just completed his regular Oregon trip in the interest of H. L. Judell & Company, has closed with a round-up of the trade of the Coos Bay towns in Southern Oregon and is now on his way home by steamer. He had a good trip, notwithstanding some adverse conditions which have been reported as prevalent in Oregon and Washington. H. L. Judell & Company are having a run on the "Chimo," the new five-cent line of the S. R. Moss Cigar Company, of Lancaster, Pennsylvania, and on the "Watt" cigar of the Bondy & Lederer Company. H. L. Judell expects that 1913 will show a decided increase over 1912 in the total volume of business.

Boltz, Clymer & Company report that their traveling men are now all out in their respective territories and that almost without exception they are sending in good returns. J. A. McHenry is now working the Salinas Valley, where the farmers are reported a little short of rain for the year's crop, but he seems to be getting a nice business nevertheless.

Ehrman Brothers & Company now have their new office quarters nicely fitted up on the second floor, which is almost wholly given over to them. The ground floor space heretofore occupied by the offices is now used for salesroom purposes. "Optimos" have begun the first month of spring with a good showing, running considerably ahead of the same time last year.

Incorporations and Changes in the Tobacco Trade

Cuban-American Cigar Company, of Wilmington, Delaware. Capital, $50,000. Incorporator: Herbert J. Latter, Wilmington, Delaware.

Ogg-Snell Cigar Company, of Springfield, Illinois. Capital stock, $10,000. Incorporators: Basil W. Ogg, Harry H. Snell and Marie Ogg. Formerly known as the 400 Cigar Factory, located at 1006 South College Street.

The Adams County Loose Leaf Tobacco Company, of Manchester, Ohio. Capital, $40,000. Incorporators: J. E. McNeil, W. E. Spencer, F. A. McCormick, H. C. Brown, W. H. Crebaugh and Levi Blackburn, Jr.

The Swisher Brothers Cigar Company, Newark, Ohio, manufacturing and dealing in cigars, &c., cigar boxes, smokers' articles and supplies; $50,000. Incorporators: Harry Swisher, Frank L. Beggs, Edward Kibler, Jr., Edward Kibler, J. F. Irwin.

L. Fleischer Distributing Company, Chicago; $2500; dealing in wines, liquors and cigars. Incorporators: Leopold Fleischer, George M. Lobell and Rose Fleischer.

The Tabard Cigarette and Tobacco Company, Limited, of London, England. Capital, $50,000. Authorized to do business in New York State.

Albert Mandell Cigar Company, Chicago; $2500; dealing in cigars, tobacco, candies, stationery, books, etc. Incorporators: Albert Mandell, Sidney F. Grimes and Edward J. Queeny.

The Billings Cigar and Tobacco Company, Billings, Montana. Capital, $50,000. Incorporators: J. W. and C. D. Wiggenhorn and H. B. Richardson.

The C. F. Kaltenbach Company, New York. To manufacture and deal in smokers' articles. Capital, $25,000. Incorporators: Clarence F. Kaltenbach, Herman L. Kaltenbach and Rodolfo A. Correa.

The United Grocery Company, St. Louis, Missouri. Capital, $5000. Incorporators: Richard L. Gatzemeyer, Carl Klusmeier, Horace H. Coleman, Frank Pfeiffer and Charles J. Eckhardt.

The Consumers' Wholesale Grocery Company, Dallas, Texas. Capital, $50,000. Incorporators: H. L. Redfield, E. L. Sargent and S. C. Jones.

The Worth Cigar Company, Fort Worth, Texas. Capital, $2500. Incorporators: Sam B. Lanins, A. H. Parson and T. E. McInnery.

The Dawson Drug Company, Rocky Mount, North Carolina. Capital, $10,000. Incorporators: J. H. Blount, Milton P. Dawson and R. S. Bunn.

The National Catering Company, St. Louis, Missouri. Capital, $5000. Incorporators: Joseph W. Duffy, George Oexner, Jacob Wohlgemuth, Philip Cohn and Jesse Nichols.

The Emde Pharmacal Company, New York. Capital, $100,000. Incorporators: Frederick Streckfuss, George J. Kirsten and William G. Robinson.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Buying Up Lancaster County Tobacco at Seven Cents

LANCASTER, March 7.

WHILE business among the cigar manufacturers in this city and vicinity does not have the snap it had a month ago, there is no reason for complaint. The smaller concerns state that they have a much better trade than at this time last year and expect to have a good year. The larger concerns have standing orders on hand and are running to full capacity.

The big feature of the trade in a news way at present is the leaf situation, and this is depressing in a way. There has been little doing for packers lately for Pennsylvania and their principal transactions have been in other tobaccos.

There has been but little buying the past two weeks, but from present indications there will soon be more activity. Packers positively refused to pay the prices asked by the growers and buying almost came to a standstill. Now the growers realize that, owing to the large amount of Pennsylvania in the hands of local packers, they will have to lower their prices.

Since there has been a drop buyers have been taking over crops at 7 and 8 cents a pound which would have brought 10 cents earlier in the season. In some cases the original demand for the leaf was 11 cents. At the rate at which the tobacco is being taken over it will be months before the crop is cleaned up.

In spite of the disappointment that many of the planters experienced this year, present indications point to about the same acreage this year as last—16,000 acres.

Plans now under way for building a drug store on the corner of Chestnut and Queen Streets necessitate a number of changes in that neighborhood. The Steinfeldt cigar store will be moved across the street on April 1. This is just as good a location and should not affect the business in any way outside of the inconvenience of moving. Mr. Steinfeldt has a catching display of "Bold" cigars, made by Bobrow Brothers, of Philadelphia, in his window this week. He has taken on a man to place the brand with the retailers and has it already placed with sixty stores throughout the county.

Swartz & Company, just around the corner from the Steinfeldt store, who operate the cigar store in the shoe shining parlor, will also be compelled to remove and will go to 60 North Queen Street.

Mr. Sherts, of the Sherts Cigar Company, is on a trip through Eastern Pennsylvania in the interest of his cigars.

The Booth Tobacco Company, which sustained a loss of about $6000 in a recent fire, is again doing business. They wired for more goods as soon as the fire was over and lost little time in again getting in running order. The loss was covered by insurance.

D. W. Keller has been appointed foreman of the Eisenlohr cigar factory in Boyertown, where about 500 hands are employed. He was formerly connected with the Sig. C. Mayer plant at Red Hill.

Henry J. Rindskopf, the leaf dealer, is making preparations for moving his office on April 1 from his present location at 11 West Lemon Street to larger quarters at 341 North Queen Street.

Latest Doings in York and Vicinity

YORK, March 8.

THE cigar industry has slackened off to an extent, although the manufacturers are not alarmed by any means. The majority of the factories are running with a full force of hands. The indications are that the spring trade will open up nicely this year. The retail trade is quiet. The leaf men also are resting on their oars.

Charles H. Plitt, head of the C. H. Plitt Cigar Company, was a visitor in Washington during the inauguration proceedings. While in the city Mr. Plitt called upon his jobber there, W. A. Hall, who distributes the cigar made for him by Mr. Plitt, "Hall's Star," also the "Twentieth Century," both nickel brands. Mr. Hall has only recently secured a new building at Pennsylvania Avenue and Seventh Street.

The Eisenlohr plant is one of the busiest in town. It has been running at night some time in order to catch up with the orders.

A new manufacturing firm has opened up in the building occupied formerly by Herman Warner & Company. Although the entire plans for the conduct of the business have not been made public, the concern will be known as Hene & Hyams.

The D. & K. Cigar Company, of Dallastown, although a comparatively young firm, is making good headway with their products. Their biggest seller is the "D. & K. Special." They now have plans under way for putting out another nickel cigar, also a ten-cent brand.

John Fidler, who travels in the interest of the firm of J. W. Minnich & Son, of Dallastown, is again home after a trip to western points. He is more than satisfied with the prospects for the coming year.

The Popper Cigar Company, of McSherrystown, Pennsylvania, have made arrangements for distributing their cigars more widely throughout the Pacific Coast States. For this purpose they have closed a deal with Morris Burke, a well-known cigar broker of Los Angeles, who will cover the western part of the country for them from Washington to Southern California, also a number of interior points like Salt Lake City and Denver.

Young & Busser, the retail and wholesale cigar house of this city, have made a deal with the National Retailers' Coupon Company, of New York City, whereby they will use, and also distribute among retailers of this city to use, the coupons made by the New York concern. The system as used so far has been a success. It is planned to place these coupons with all the cigar dealers, also saloons handling cigars throughout the city, so that they will be prepared in case one of the stands of the United Cigar Stores enters this city.

A visit to outlying points shows that the cigar business is in a most flourishing condition. The Yoe factories, also those in other towns, have in some cases been working overtime.

Ezra B. Bear and William H. Emlet, of Hanover, and John Neiderer, son of Peter Neiderer, of near Mount Rock, Adams County, have returned from Porto Rico, where they spent nearly three months on the plantation of the American-West Indies Tobacco Company, at Caguas, situated twenty-eight miles from San Juan. H. N. Gitt, Hanover, one of the officers of the company, who spent three weeks on the island, returned with them. The men report that the early tobacco was the finest leaf that they had ever seen. Hundreds of acres on the plantation yielded a crop, standing ten feet in height, in sixty-five days. Some of the leaves were thirty-two inches in length. They may return to the island in October.

Lebanon Factory for Yocum Bros., of Reading

READING, March 7.

THERE has not been much of a let-up in the bustle around the cigar factories. Every plant of size in town is doing a fair business and some of them have more than they can handle. Efforts have been made by several firms to secure additional quarters for manufacturing their products, but only one concern has made any definite selection at this writing. The retail trade is quiet, although better than at this time last year.

Yocum Brothers, who have been on the lookout for another factory for some time, have selected a location in Lebanon, which it is expected will be open next Monday. It is planned now to open with about twenty-five hands and increase the force just as fast as additional cigarmakers can be secured. The Yocum business has been increasing wonderfully the past few years and they have been oversold for some time. The new factory in Lebanon is located in the Rauch Building, Cumberland Street, near Seventh, and occupies the second and third floors of the place. The Board of Trade of the city interested the Reading concern in the advantages of locating a factory there.

Charles M. Yetter, the cigar manufacturer of this city, has added another factory to his business. The new plant will be known as the Policy Cigar Company. Mr. Yetter has been exceptionally busy for some time and expects to do a record-breaking trade during the year 1913.

The cigar manufacturing firm of C. R. Lutz has filed an additional bond of $6000, so as to increase their working force to seventy-five employees. This concern is located at 133 North Third Street, and has been increasing their output to such a point that the necessity of securing more hands was imperative.

Breneiser & Sons, at Seventh and Penn Streets, have an attractive display of "Bold" cigars in their front window this week. They report this brand as being one of their biggest sellers in the nickel line.

John G. Spatz has been on a visit to western points. He traveled as far as Chicago.

The leaf firm of J. U. Fehr & Son have been buying some exceptionally fine lots of leaf the past month. They recently received a shipment of 1912 Little Dutch, which, they say, is of a superior quality. They report conditions as being good for this time of year, and have made several good deals recently.

Newsy Trade Jottings

Calvin W. Dierdorf, of the Dierdorf Cigar Company, Grand Rapids, Michigan, has disposed of his retail cigar store to Carl H. Olsen and Edward G. Hodges, who will continue the business. Mr. Dierdorf will continue his manufacturing and wholesale business at this place, same having been the original location of the firm.

Mr. Prochaska, an experienced cigarmaker, New Hampton, Iowa, has taken over the Kelly Cigar Factory, of that place, and will continue the business. It is probable that some new cigars will be added.

LEAF TOBACCO MARKET

Binders Quickly Absorbed by New York Market---Connecticut Warehouses Closing for the Season—Lancaster County Growers Now Receiving 7½ to 8 Cents for Tobacco

NEW YORK.

NEW YORK CITY, March 8.

THE leaf dealers have been doing a brisk business recently. There has been a healthy demand for the binders arriving on the market. They are being force-sweated and are being sold almost as fast as they are available. This was to be expected nevertheless, as the situation on this leaf has become acute. Most of the binders so far have been supplied by the Wisconsin packers.

Interest centers at this moment in the inscriptions at Amsterdam This has not affected the sales of Sumatra to any extent this week so far and deals are reported every day. Nothing definite has been learned so far regarding the new Sumatra. About the only thing that we can be sure of is that the crop is a large one, and taking that in consideration Americans should have no difficulty in being suited.

The Havana tobacco continues to hold its own. This leaf has more than come up to expectations and the activity continues unabated. There is not much of the 1912 tobacco left on the market and it is believed that before the 1913 comes along the holders of the older tobacco will be given an opportunity to dispose of their stock.

PENNSYLVANIA.

LANCASTER, March 9.

BUYERS are again after the unsold portion of the 1912 tobacco crop of Lancaster County, the fifteen per cent. of the crop that is still in the growers' hands because they demanded more during the period when buying was going on actively than the packers considered the goods worth in the present depressed state of the leaf tobacco trade. Recently the growers having tobacco have sought buyers instead of waiting to be visited, and the prices offered now, and which are being accepted, are what would have been considered ruinously low earlier in the season. The past week crops have been disposed of at 7½ and 8 cents a pound, which earlier would have brought 10 and 10½ cents, but the owners wanted 11 and 12 cents. At the present rate of buying it will be months before the growers are entirely clear of holdings. From reports it is believed that, in spite of low prices, the year's acreage will be as large as last year's—about 16,000 acres.

At the present time the leaf trade in Lancaster County is at a low ebb and it is estimated that our packers have in their warehouses fully $5,000,000 worth of old goods, for which there is little demand. That is, tobacco raised in this county. What trading is being done is of a jobbing character and the packers are doing as much business with Ohio, Wisconsin and Connecticut goods as with Lancaster County tobacco. Whether justified or not, the trade at large complains of the quality of the Lancaster County tobacco, alleging its quality is not what it was a few years ago, when Pennsylvania tobacco was so much in demand. Our own packers have warned our growers repeatedly against sacrificing quality for quantity, but the advice, it is said, has not been heeded.

Of the 1909 crop alone, which amounted to about 85,000 cases, it is estimated that fully 30,000 cases, some dealers claim 40,000, are still in our warehouses. It was tobacco that was bought at an average price of 10¾ cents a pound, yet it proved such undesirable goods that any quantity can be bought now from the packers for 10 cents a pound.

CONNECTICUT.

SUFFIELD, March 4.

SOME of the tobacco warehouses are getting ready to close for the season, while others are still buying at reduced rates. While the crop has not proved to be gilt-edged, it is said that the Havana seed has come out of the sweat fairly well and the packers will not be badly cheated after all. The broad leaf, however, for the most part suffered from poleburn, and runs largely to low grades.

The tobacco warehouse of John F. Barnett, Jr., in West Suffield, who packs for Kutinsky, Adler & Company, of New York, is nearly ready to close for the season, and last night over twenty-five sorters were discharged, which leaves the force about fifteen hands. This gang will be kept at work for a couple of weeks sorting broad leaf tobacco, of which Mr. Barnett puts up about 1000 cases in a season. The large Spencer warehouse, operated by Matthew Leahy for the American Cigar Company, is expected to close in about two weeks. In the neighborhood of 1500 cases of the Havana seed variety of tobacco has been packed here. At the warehouse of James E. Hastings, where nearly ninety hands are employed, it is expected that a shut down will take place in a few days, probably Wednesday or Thursday. Over 1000 cases of the weed have been packed in this warehouse this season. All of these warehouses are situated in West Suffield, with the exception of the American Cigar Company's, which is in Depot Street, and was the first to open in town at the beginning of the season.

MANCHESTER.

Tobacco dealers who are at present buying up last year's crop say that the tobacco is not turning out as well as had been hoped for. The trouble is with pole sweat. The farmers who dried out their tobacco by the use of charcoal fires in the sheds fared better than those who did not. Altogether last year's tobacco crop is a disappointment to many.

The rapid growth of the tobacco industry in the Wapping and Buckland sections has resulted in the building of many new tobacco sheds, and now Hackett Brothers, who occupy the old Major Owen farm, are planning to put up shed room for twenty acres of tobacco. They will build four sheds, three of them 31 x 128 feet each and one 31 x 256 feet.

POQUONOCK.

Deliveries of 1912 tobacco continue to be made and, from a canvass recently made, practically all of the tobacco which was sold in the bundle has now been delivered or will be during the coming week. This is the time of the year that most of the tobacco growers take their vacations, and it is understood that a number will be at the inauguration of President-elect Wilson today.

KENTUCKY.

LEXINGTON, March 4.

EVERY scrap of tobacco which was in the Lexington auction warehouses was cleaned up by the sales Friday, and for the first time in three months the warehouse floors were absolutely clear. With the exception of a few wagon loads which were under the sheds waiting to be unloaded, there was no tobacco for sale in the warehouse district on Saturday. However, an ample supply arrived from the country when the sales were resumed Monday.

The Board of Control of the Green River Tobacco Growers' Association are agitating the reducing of the acreage in tobacco this year. "Better quality and less quantity" will be the slogan of the association, as they claim it was with the greatest effort that the 20,000,000 pounds controlled by them was sold this year at satisfactory prices.

The acreage of tobacco in Nicholas County, Kentucky, last year was about 3200, but it is estimated that the acreage this year will be over 5000, weather permitting. Preparations for plant beds are being made.

WISCONSIN.

EDGERTON, March 7.

THE work of receiving the crop has gone forward under such favorable conditions this year that quite a number of firms will soon finish accepting their purchases, except an occasional lot that is not yet entirely off the poles. The end of warehouse work, too, is almost in sight with a few concerns, allowing the help to be absorbed by those who have been short handed so far in their packing. A quiet hunt is still being kept up for the unsold remnants of the crop, and the near approach of spring makes the growers quite willing to accept offers even though they do not reach the expectations of the farmers.

There seems to be plenty of a demand for everything in the line of cured leaf that meets the demand of the binder trade, though the local markets are probably as bare of old stock as ever in the history of the trade. The Brictson packing at Stoughton of 139 cases of 1911 has been sold to C. Jones & Son for account of I. Lewis & Company, who also picked up a car load or so from local packers.

The Paul bill relating to the sale of tobacco in particular has been recommended for passage by the assembly committee on agriculture. The measure provides that the crop shall be paid for "at the price or amount specified in the contract, without regard of the quality or condition of such crops or portions thereof at the time of delivery unless such inferior quality or unsound condition shall be due to the negligence or willful act of the vendor, subsequent to such purchase." The measure is made applicable to all crops, but it was stated before the committee that this measure would save the tobacco growers of the state many thousands of dollars from dockage at the time of delivery. If the bill becomes a law it will also affect the beet sugar factories as well as buyers of other produce where contracts are made for future delivery. The bill has the endorsement of the Wisconsin Society of Equity.

VIROQUA.

The days are not long enough nor the receivers alert enough to handle with comfort the great quantity of tobacco that has found its way to Viroqua the past month. There is strife to see who can head the procession to different receiving houses and stations, crops being delivered from remote distances at daybreak, and darkness sets in before all can be accommodated. It has been one big rush.

So far as we have learned, Severn Tally, of Franklin, leads in largeness of crops and money. He sold to Bekkedah eighteen acres, 26,000 pounds, and the check for the same spelled $2685.72.—*Edgerton Reporter.*

Newsy Paragraphs From Leading Leaf Tobacco Centres

The warehouse season in the Connecticut Valley is now approaching an end. From the latest reports a number of the establishments have already closed up. Some tobacco which has not been sold is being taken over by other parties than had contracted for the crops. The disagreements which arose over the docking has led to a number of lawsuits. Considering the number of cases where the growers objected to the docking and sold to others after the dealers had tried to dock them, there are really few lawsuits. This matter will never be settled until the growers agree to keep their crops and sell from the warehouses, or until the growers come to the same understanding. It arises each year. A bill such as has been introduced in the legislature of Wisconsin would do away with the practice altogether. The Wisconsin measure makes the contract between the grower and buyer binding. Any buyer will be wary in contracting for tobacco in the field under those circumstances.

As far as can be ascertained by the earlier visitors to Amsterdam, the new Sumatra is of a light color and the yield a large one. This is nevertheless uncertain in part. One source says that the crop will have a good proportion of tobacco suitable for the American houses, while another just as reliable source says the contrary. Not enough data is available at this time to give a definite reliable statement. It is admitted by all nevertheless that the tobacco is of a good quality generally.

A mass-meeting of the Burley tobacco growers of that section of Kentucky was held in the City Hall of Harrodsburg, that state, recently. It is planned to erect a warehouse at a cost of $40,000.

The Holmes Bill, now in the Wisconsin legislature, aims to do away with the practice of contracting for tobacco in the field. This measure is being backed by many growers and also packing interests. It has been suggested that the farmers organize. In that case it was claimed the bill would not be necessary. This was considered impracticable by some authorities. It had been attempted many times and failed on each trial. The new bill will tend to eliminate that gambling spirit which has caused dissatisfaction in both Wisconsin and Connecticut this year in the final arrangements for getting rid of the crops. The docking practiced was not satisfactory to either the buyer or the seller. The Holmes bill specifically states that after the contract is made the buyer's responsibility begins and the seller's ends. It has been asserted by one authority that ninety per cent. of both the growers and the buyers are in favor of the bill. Under present conditions, the contract is considered a contract at the time it is made, but is not any more binding than an option when the tobacco is delivered.

The Growers' Tobacco Sales Company, of Dayton, Ohio, claims to have made most satisfactory progress in the furthering of their plans for marketing their products. Under their arrangements the tobacco will be handled by the growers, packed by them, and sold to the manufacturers direct, instead of selling through the packer or leaf dealer. It is said that most of the 1911 tobacco now held by this concern has been sold. The tobacco is sampled by the Linde-Hamilton Company, of New York City, before being sold.

Manager William Elliott, of the Stemming District Association, of Kentucky, which controls 25,000,000 pounds of tobacco, stated recently that every member of the association who sold any part of his tobacco to independent tobacco buyers would be prosecuted and a hundred-dollar fine imposed, as provided for. It is said that a number of the farmers were dissatisfied with the sale of a part of the pool and since they received only part cash, have been selling independent of the association.

From expressions of farmers in different sections of the state of Kentucky it can safely be said that the crop of tobacco this year will be smaller. Many of them say that they have pinned their faith to tobacco too long and have been disappointed. It is said that many farmers raise tobacco and buy their potatoes and other vegetables and even buy corn to feed their stock. One farmer said recently that planters of tobacco in his section have been making slaves of themselves for tobacco and that instead of having a plot of ground for themselves for raising fruits and garden vegetables they have put every available piece of land in tobacco, purchasing their necessary vegetables for the table from neighbors.

People not familiar with the tobacco business often wonder why it is necessary for larger manufacturing concerns like the American Cigar Company, the United Cigar Manufacturers Company, or Otto Eisenlohr & Brothers to invest so large sums in permanent storehouses in the localities producing the leaf, says the Edgerton "Reporter." And why more central storage facilities nearer the manufacturing plants would not be preferable. The question was partly answered in an interview which a reporter had with Mr. Otto Eisenlohr when in the state to accept a new $75,000 warehouse just completed for his firm. "If we were to lose by fire the cured tobacco stored in any one of our large warehouses today we would not know where we could replace the stock—we simply couldn't do it. So we go on erecting storehouses as nearly fireproof as possible without regard to cost."

Here you have the reason in a nutshell. These concerns are continually expanding their business and the enormous amount of raw leaf consumed makes it imperative that they fortify themselves with at least one full year's supply on hand at all times. In binder leaf especially the market has been so thoroughly cleaned up of surplus stock the past few years that none of the larger concerns could depend upon their needs to a certainty without buying direct from growers' hands. The fear that they could not get enough has been the main incentive for the rush to the green fields. Their chief concern has been to be sure of their supply, not only for one season, but to guard against a failure the next year. Big business demands big investments and that is why two million dollars would hardly pay for the warehouses scattered about the packing points in Wisconsin.

Two New Factories for New Brunswick, N. J.

A new cigar manufacturing concern, which will be known as the Commercial Cigar Company, has leased a factory in New Brunswick, New Jersey, and is now advertising for hands. They occupy the Shapiro Building. The Bayuk Brothers Company, of Philadelphia, manufacturers of the "Havana Ribbon" nickel cigar, opened up in New Brunswick several weeks ago and are now making their brand there. They are located in the King Block.

Late Trade Bulletins

The Wyandotte Cigar Company is now located at Detroit, Michigan.

Murray & Tibballs are now the proprietors of the cigar store in Linstead's Block, Waterbury, Connecticut, formerly controlled by William F. Porter.

J. A. George, a cigar manufacturer on Main Street, Norwich, Connecticut, recently enlarged his facilities and expects to increase his force shortly.

New equipment was recently installed in the cigar store of Carpenter & Gwynn, 108 East Second Street, Mishawaka, Indiana.

Walter Cecil and Samuel Coppock have purchased the cigar store on North Main Street, Piqua, Ohio, formerly controlled by Foehl & Schaffer.

A loss to the amount of $700 was sustained by Mitchell Brothers through a fire which recently damaged their store in Oakland, California.

The Smokewell Cigar Company recently opened a cigar store in the Star Theatre, Coffeyville, Kansas.

J. F. Paus has again entered the cigar business, having established a factory at Newark, Ohio.

Having decided on an extended trip through the East, John Lempfert, proprietor of the cigar store 303 Twentieth Street, Davenport, Iowa, recently disposed of his business to his father, Ferdinand Lempfert.

Kinney Brothers, cigar manufacturers, Oneida, New York, whose factory was recently destroyed by fire, are now occupying rooms over the Farmers' and Merchants' Bank, that city.

Glen Crane, Noblesville, Indiana, has taken hold of the cigar stand in the Ben Hur Building, that place, having purchased same from J. F. Stephenson, whose attention in the future will be wholly devoted to his cigar store on Washington Street.

B. Jensen & Company have started the manufacturing of cigars in the old Teich residence, Johnson Creek, Wisconsin.

Matt Ryan recently opened a cigar store at Bay Station, Alameda, California.

Having decided to branch out for himself, H. H. Reuter, for many years connected with the Holmes-Dakin Cigar Company, Hannibal, Missouri, has resigned his position with that firm and will hereafter engage in the manufacture of cigars.

J. E. Knight, of the firm of Murphy & Knight, who conduct a cigar store at Beloit, Wisconsin, has taken over the interest of Mrs. Murphy and will hereafter be the sole proprietors.

The cigar business of H. Garmony in Los Angeles has been taken over by M. F. Pope.

The lease stock and fixtures of the Carlisle Cigar Company, 1000 Fourth Avenue, Birmingham, Alabama, has been purchased by the Baum Cigar Company. H. J. Baum, of the firm, stated that the old stock will be disposed of to make way for new. The firm is also contemplating entering the wholesale cigar business.

T. J. Kennedy has taken over the cigar store on Ridge Street, Glen Falls, New York, formerly owned by Leo DeHart. It is Mr. Kennedy's intention to operate his store along up-to-date lines, carrying a varied assortment of cigars, cigarettes and tobaccos.

Atlanta

Good Gains in Business for First Two Months of New Year—"Webster" Cigars Win Out in Publicity Campaign by "Atlanta Constitution"

ATLANTA, March 12.

THE cigar and tobacco business in this city and contiguous territory shows a gain over the first two months of last year of fully twenty-five to thirty per cent. when compared to January and February, 1913. This is remarkable, following, as it does, just on the extraordinary volume of holiday trade.

Each month Atlanta is growing more in importance as a tobacco distributing center, and the demand includes all grades from the five-centers up to the best Tampa and imported goods.

Folks down here are still talking about the big advertising and selling campaign which was recently conducted by the *Atlanta Constitution* to prove the value of intelligently directed publicity. The scheme embraced a voting contest for certain sums of money to be given to local charities. "Webster" cigars, Uncle Sam bread, Pyle's Pearline and about a dozen other trade-marked articles were locally advertised and the trade-mark on each article counted as one vote. One hundred thousand five hundred and seventeen "Webster" cigar band votes were cast, thus indicating somewhat the popularity of the Y. Pendas & Alvarez product in this city.

Manager E. F. Malone, of the Capital City Tobacco Company, whose headquarters are at 176 Marietta Street, reports the very best business in the history of this wholesale house—their mail orders showing big gains. W. B. Carlton, of this company, who has been laid up with a severe attack of neuritis, is about again all sound and ready for hard work.

E. N. Sickles, of the K. P. F. Pipe Company, of New York, was here last week and did a satisfactory business.

The Lamar & Rankin Drug Company, of 69 and 71 Forsyth Street, who are one of the most important tobacco jobbing houses here, have been having a splendid run on their Gonzalez & Sanchez "Diplomaticos," for which they are sole distributors in this section.

The "United" stores have been featuring several grades of cigarettes during the past month, especially favoring "Fatimas."

The Cortez Cigar Company have been doing some heavy missionary work in this vicinity with good results.

PIEDMONT.

England's Tobacco Bill for 1912

THE Englishman is often heard to express wonderment at the enormous quantity of cigars consumed in this country per capita, but when it comes down to figures and comparing facts, our brother across the sea is something of a smoker himself. Last year $149,517,215 of the British nation's money went up in smoke.

The total represents 96,754,361 pounds of tobacco, and includes $11,063,540 spent on pipes, matches and tobacconists' sundries. Apart from the raw tobacco made up in British factories, $134,415,435 worth, the largest is $9,015,285 spent on cigars.

Now England is anxious to raise more of its own tobacco. Last year the tobacco growers' reports state that the tobacco yield from one hundred acres under cultivation was not "half bad," though it is admitted that it requires to be blended with the American and other varieties to make it fit to smoke. It is suggested that some of the uncultivated tracts of Scotland should be utilized for the cultivation of tobacco. Hitherto only five acres of Scotland have been occupied by tobacco planters.

Waitt & Bond, the Boston cigar manufacturers, are occupying their new quarters, at 716 Columbus Avenue. They manufacture the "Blackstone" cigar.

Work has begun on the new annex to the American Snuff Company's factory in Memphis, Tennessee. The plans call for four buildings, the largest to be five stories in height, the approximate cost to be $175,000. This addition to the plant will make Memphis, the largest snuff centre in America.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

SHETLAND PONIES:—25,536. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. W. F. Neff & Co., Red Lion, Pa.

HENRY STANLEY:—25,538. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. Moeller & Kolb, Chicago, Ill.

LUCETA:—25,539. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

LUCINDA:—25,540. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

MELINDA:—25,541. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

OLINDA:—25,542. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

ORINDA:—25,543. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

HAWK-EYE:—25,544. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

LA MELA:—25,545. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

LA TOLOSA:—25,546. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

LAVINA:—25,547. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. A. C. Henschel & Co., Chicago, Ill.

DEACS:—25,548. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1913. Horace Reisner, Indianapolis, Ind.

KING TALON.—25,549. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1913. H. A. McCann, Binghamton, N. Y.

M. C. S.:—25,550. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1913. J. W. Streider Company, Boston, Mass.

THE RIGHT MAN CIGAR:—25,551. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1913. A. C. Henschel & Co., Chicago, Ill.

WOODROW THE FIRST:—25,552. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1913. A. S. Ziegler, Red Lion, Pa.

GEORGE THE FIRST:—25,553. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 26, 1913. George Regas, New York, N. Y.

TOM HUTTER:—25,554. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 26, 1913. A. C. Henschel & Co., Chicago, Ill.

O. Z. U.:—25,555. For cigars. February 26, 1913. Drum Cigar Co., Binghamton, N. Y.

ROSA TULA:—25,556. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 26, 1913. Wm. Steiner, Sons & Co., New York, N. Y.

852:—25,557. For cigars. February 26, 1913. Drum Cigar Co., Binghamton, N. Y.

GENERAL WOOSTER:—25,558. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. (A re-registration.) February 27, 1913. Arthur E. Bernd, Danbury, Conn.

LA FLOR DE GENARO FLOREZ.—25,559. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1913. G. Merz & Son, Chicago, Ill.

LA ADA:—25,560. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1913. Royal Havana Cigar Mfg. Co., Baltimore, Md.

SOLUTION:—25,561. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1913. The Best Cigar Company, Newark, N. J.

SAMBROS:—25,562. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1913. L. Samuels, Fresno, Cal.

QUAKER FIVE:—25,563. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1913. George E. Spital, Pennsylvania Bldg., Philadelphia, Pa.

ESKEW:—25,564. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1913. Adam Baker, Windsor, Pa.

SAX-SONS:—25,565. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1913. Rush Mfg. Co., Reading, Pa.

DEBUTANTE:—25,566. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. Gans Brothers, New York, N. Y.

NEWARK PARK PLACE:—25,567. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. M. Sachnowsky, New York, N. Y.

DORIS:—25,568. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

EARL NELSON:—25,569. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. Chas. Stutz Co., New York, N. Y.

O. B. D. CIGAR:—25,570. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. O. B. Davis, Middletown, N. Y.

HULSE BROS. SPECIAL CIGAR:—25,571. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. O. B. Davis, Middletown, N. Y.

ROSETTE:—25,572. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. Dreslein Bros., Albany, N. Y.

WINSTED:—25,573. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. G. Baer & Son, Springfield, Mass.

WIRE-MAN:—25,574. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. H. C. Wireman, Hanover, Pa.

SPECIAL NOTICE:—25,575. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. King Brothers, Chicago, Ill.

ONE MORE SMOKE:—25,576. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. King Brothers, Chicago, Ill.

EMBASSADOR HENRY WHITE:—25,578. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. Moeller & Kolb, Chicago, Ill.

CHICAGO GENUINE CIGAR CLIPPINGS:—25,579. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1913. Samuel May, Chicago, Ill.

AYE-BEE-SEE:—25,580. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1913. Royal Americus Cigar Co., Bronx, New York.

LITTLE DRUM:—25,581. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1913. Drum Cigar Co., Binghamton, N. Y.

CONGRESS SQUARE:—25,582. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1913. Moss Gompertz, New Haven, Conn.

DON VINCENT PALMAROLI:—25,583. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

SHELBY M. CULLOM:—25,584. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

TAMPA NOTE:—25,585. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1913. Tampa Wholesale Cigar Company, Tampa, Fla.

TAMPA BOND:—25,586. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1913. Tampa Wholesale Cigar Company, Tampa, Fla.

MONON:—25,587. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 5, 1913. G. A. Edwards, Alexandria Ind.

BOURBON BELLE:—25,588. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1913. Heywood, Strasser & Voigt, New York, N. Y.

HENRY BURDEN:—25,589. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

JOSEPH SAXTON:—25,590. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

NUEVO LEON:—25,591. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. March 6, 1913. Chas. Stutz Co., New York, N. Y.

VERDICT:—25,592. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1913. Martin Miller, Brooklyn, N. Y.

FANCY FIVES:—25,593. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1913. H. B. Lockwood, Philadelphia, Pa.

GLAD RAGS:—25,594. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

HISTORIA:—25,595. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. March 7, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

GOOD WILL:—25,596. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

LODONA:—25,597. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

PENNSY:—25,598. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

GOLD BOND:—25,599. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1913. Samuel Arnstein, New York, N. Y.

HAVANA DEL REY:—25,600. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1913. Steffens, Jones & Co., New York, N. Y.

RODERICK THE GREAT:—25,601. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1913. Steffens, Jones & Co., New York, N. Y.

GRAF VON MOERS:—25,602. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1913. Steffens, Jones & Co., New York, N. Y.

LA CYMBRIA:—25,603. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1913. Robert Hoar, Philadelphia, Pa.

LITTLE BOOM:—25,604. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1913. The Best Cigar Co., Newark, N. J.

PROGNOSTICATOR:—25,605. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1913. The Best Cigar Co., Newark, N. J.

VISITOR:—25,606. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1913. American Cigar Company, New York, N. Y.

CHESTER CLUB:—25,607. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. Moeller & Kolb, Chicago, Ill.

GILLEY'S SPECIAL:—25,608. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. Wiedmann-St. Louis Co., St. Louis, Mo.

TOINETTE:—25,609. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. American Cigar Co., New York, N. Y.

EL TERRA:—25,610. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. Peter Dornbos, Grand Haven, Mich.

SELF-SELLER:—25,611. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

MINONA:—25,612. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA LELA:—25,613. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

ROB ROY:—25,614. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA MITA.—25,615. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

HAVANA STAG:—25,616. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA HINDA:—25,617. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA MIRA:—25,618. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA UTA:—25,619. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

EL VATO:—25,620. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

VALANTA:—25,621. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA COLONNA:—25,622. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA CARINA:—25,623. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA BRENAS:—25,624. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA FINETA:—25,625. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

LA GRENADA:—25,626. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. A. C. Henschel & Co., Chicago, Ill.

AVONDALE.—25,627. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. El Grandor Cigar Co., Inc., Philadelphia, Pa.

RE-REGISTRATIONS.

OCEAN GEM:—25,537. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1913. W. A. Lahr, Dallastown, Pa.

GENERAL WOOSTER:—25,558. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1913. Arthur E. Bernd, Danbury, Conn.

CANCELLATIONS.

GIRARD EXCHANGE:—25,330. February 24, 1913. By Eloy R. Montero, Philadelphia, Pa.

HAVANA POST:—25,338. February 24, 1913. By Eloy R. Montero, Philadelphia, Pa.

WINDSOR:—25,300. February 26, 1913. By the Columbus United Sales Co., Columbus, O.

LA ENCHANTRESS:—25,486. February 27, 1913. By Union-American Cigar Co., Pittsburgh, Pa.

LA ENOLA:—25,328. February 27, 1913. By J. H. Sonfield & Co., Fort Wayne, Ind.

RICHARD CARVEL:—25,449. March 1, 1913. By Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

IMPERATOR:—25,506. February 15, 1913. By Kaufman, Pasbach & Voice, New York, N. Y.

LA PATRIA.—25,508. February 15, 1913. By Kaufman, Pasbach & Voice, New York, N. Y.

GENERAL TIFFANY:—25,523. February 25, 1913. By Cores-Martinez Co., Philadelphia, Pa.

CHANGE OF TITLE.

ARABIAD:—25,518. February 18, 1913, instead of "Arabaid," by Kaufman, Pasbach & Voice, New York. Registered through Moeller & Kolb.

TRULY CUBAN:—25,499. February 14, 1913, instead of "Truly Havana," by The Moehle Litho. Co., Brooklyn, N. Y.

TRANSFERS.

Messrs. G. Merz & Son, Chicago, Ill., transferred title "La Flor de Genaro Florez" to Messrs. Ramon Suarez & Co., Chicago, Ill., February 27, 1913.

Messrs. Reynolds, Rogers & Co., Binghamton, N. Y., transferred title "Seals of the South" to E. E. Kirkland & Co., February 24, 1913.

Late Trade Jottings

The cigar factory of F. J. Williams, at Genoa, Illinois, was recently gutted by fire, entailing a loss of about $500.

C. M. Parker, of the cigar firm of Parker & Rodgers, of Frankfort, Indiana, has purchased the interest of his partner, Walter Rodgers, in the concern and becomes sole owner.

The Drum Cigar Company was recently formed in Binghamton, New York, the incorporators being Harrison G. Cook, Raymond D. Dewey and William S. Drum.

Scott Owings, proprietor of the cigar store in the Manufacturers Hotel, Davenport, Iowa, has opened another stand in that city in the People's Bank Building. He has employed two young women to act as clerks.

Four creditors have filed a petition in bankruptcy against the State Cigar Company, of Buffalo, New York. They allege that the concern is insolvent. Everette H. Hunt, of Buffalo, was appointed receiver for the firm.

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Interesting Trade Items

John J. Rude has taken over the cigar store of Frazier & Ray, located in the Coleman Block, Eugene, Oregon. He will have as his assistant J. C. Branstetter.

The new United Cigar Store, located Main and High Streets, Nashua, New Hampshire, is now in operation.

J. W. and C. D. Wiggenhorn and H. B. Richardson, are named as the incorporators of the Billings Cigar and Tobacco Company, Helena, Montana, recently incorporated with a capital of $50,000, of which $30,000 has been subscribed.

A factory has been opened at Eugene, Oregon, by J. Hansen, of Portland. A wholesale and retail business will be carried on in conjunction with the factory.

The Hart Cigar Company, of Portland, Oregon, the distributor in that section for the "R. B." cigar of Rosenthal Brothers, of New York City, has had a most satisfactory distribution of this brand since taking it on. Julius Riesenberg, the Coast representative of the manufacturers, and Isaiah Rosenthal, of Rosenthal Brothers, recently visited this section, calling upon the different jobbers.

The Tobacco Buyers' Association, Limited, of Montreal, Canada, was recently incorporated in that city with a capital stock of $1,000,000.

Heinrich Neuberger, leaf dealer, is now located at 130 Water Street, New York, just across the street from his old location.

Frank Berning and Fred Plohr, of Cincinnati, have been visiting in New York during the past week, having stopped here en route to Washington, to attend President Wilson's inauguration ceremonies.

The Apte Cigar Company, of St. Louis, reports having placed the "Flor de Moss," a ten-cent cigar made by the S. R. Moss Cigar Company, of Lancaster, Pennsylvania, in all the prominent clubs of that city.

An auction was recently held closing out the cigar business of the late William Pond, of Washington, District of Columbia. The sale realized about $3000.

W. C. Kreplin has secured the lease on the corner of Second, South and Main Streets, Salt Lake City, Utah. This is in the old Walker Bank Building.

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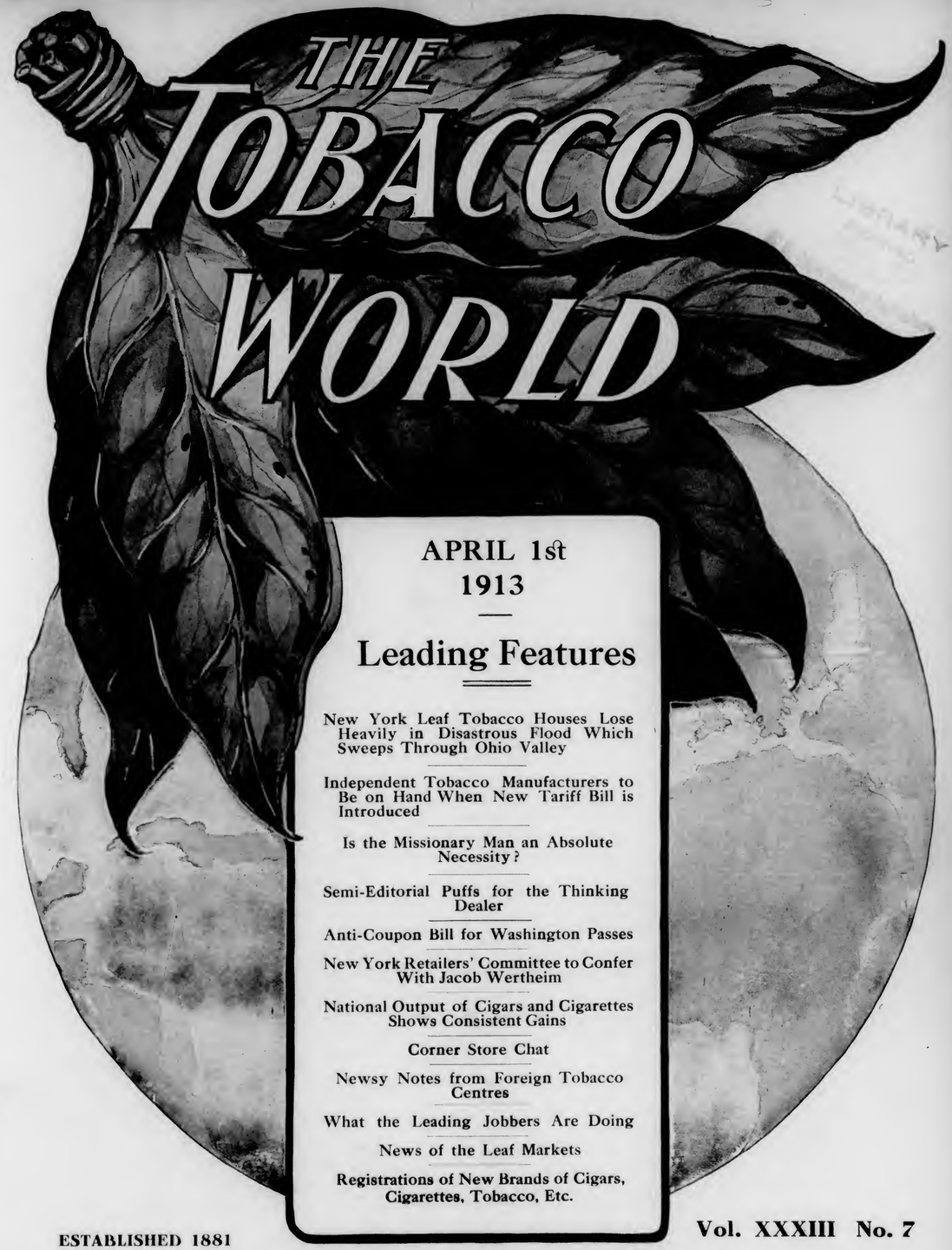

THE TOBACCO WORLD

APRIL 1st 1913

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Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

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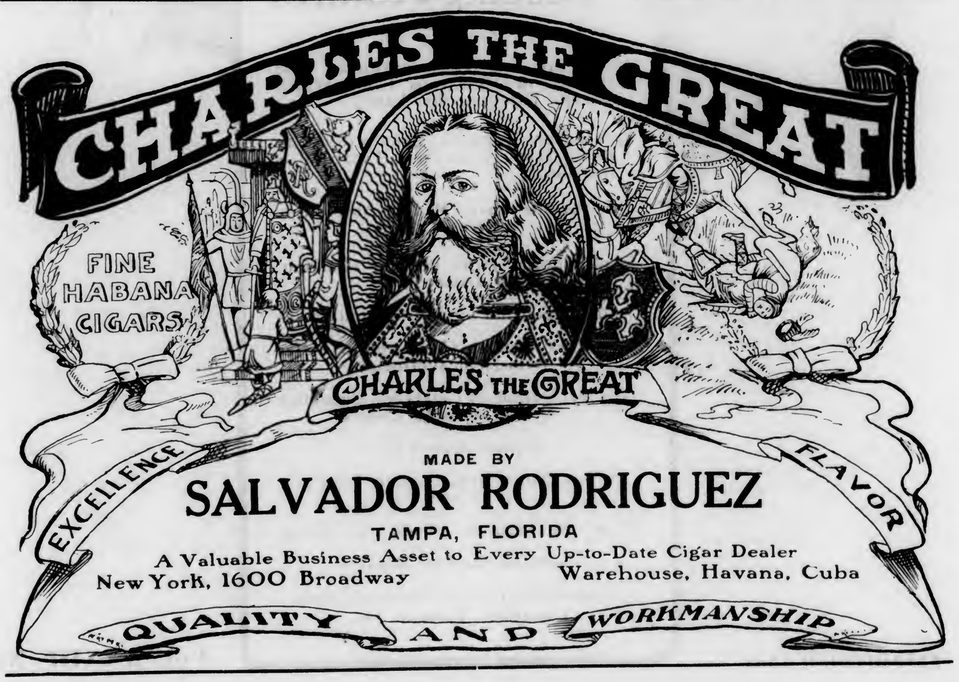

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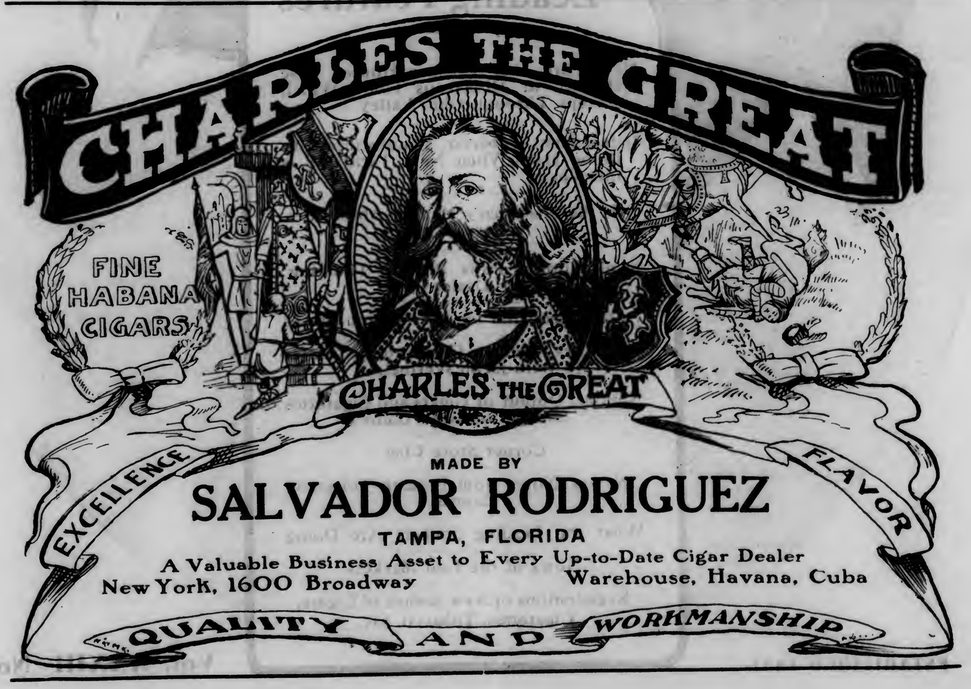

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Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

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¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**

The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh factories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.

28th and Smallman Sts., Pittsburgh, Pa.

No Humidors, No Moisteners, Cigar Cases or Lid Holders Required

The Becker Glass Cigar Box Lids Provide the Best Protection Known

25 different constructions and patent attachments to select from at 10c. to 35c.

Over one million made. Some of these have been in use eleven years in nearly all countries, many customers praising their great value.

The Knockdown Frames for adjusting glass *sent by mail* all over the world.

P. A. BECKER CO., 132 Cumberland St., Brooklyn, N. Y.
Established 1891
Makers of All Kinds of Moisteners and Display Goods

The Baum-Jaffe Co.

OF PHILADELPHIA

OFFER A WONDERFULLY GOOD PROPOSITION IN

"EL JAFFE"

The Finest 10c. Cigar

MADE FROM HAVANA TOBACCO THAT IS HAVANA GROWN. BROAD-LEAF WRAPPED.

"It's a Great Seller"

BAUM-JAFFE CO.

115-117 N. THIRD STREET, PHILA., PA.

Do You Manufacture Scrap Filler Cigars?

IF YOU do, we can supply you with better scrap Filler Tobacco than you have ever used. Here is something that **you** *want.*

Horner's Select Scrap Filler is ready to work and is unusually coarse, free from stems, siftings and artificial flavoring, every ounce of which can be worked up without loss.

Packed in bales, 50 pounds net, 25c. per pound, f. o. b. cars, Gettysburg, O.

Write for sample, at **our** *expense.*

Specialists in Scrap Filler Tobacco

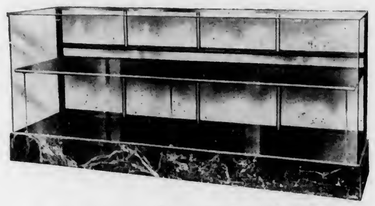
Horner Tobacco Co.

208 S. Ludlow Street, Dayton, Ohio

Factory and Warehouses, Gettysburg, Ohio

Silent Salesman
MADE IN DETROIT

"Your Cigars Are Always in Fine Condition"



NO. 40 ALL-GLASS HUMIDOR CIGAR CASE

Like to have them say that to you? Sure, and when they say that they will come back again.

You have made regular customers.

What keeps your cigars so good? You? Your store? The cigars themselves?

NO

It's your show case.

This Silent Salesman No. 40 is a humidor cigar case equipped with moisteners—air tight—keeps your cigars always moist and fresh. That's what counts with the buyers.

Sit down now and drop us a postal for full description of our humidor floor and wall cases.

DETROIT SHOW CASE CO.
489 W. FORT ST. DETROIT, MICH.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana—Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

Heywood, Strasser & Voigt Litho. Co.
155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:.Cigar Box Labels.:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

GEO. SCHLEGEL
22nd St. and Second Ave., NEW YORK

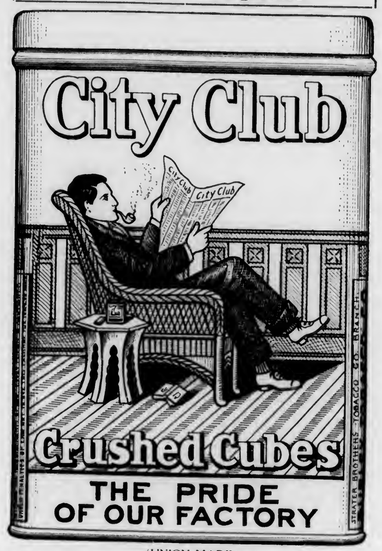
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Springer, Mgr.
CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. Schoenfeld, Mgr.

NATIONAL LITHOGRAPHIC CO.
535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices

For Pipe and Cigarette



(UNION MADE)

One Can Makes You a Life Member

City Club

The 20th Century Wonder in Smoking Tobacco

It's Better

Expert judges of smoking tobacco have said that CITY CLUB is worth 20 cents a can compared to imitations.

Why?

The Answer: We own the land. We grow the tobacco. CITY CLUB is the "cream" of 200,000 acres of the finest Burley tobacco grown in the famous Bluegrass section of Kentucky. The first pipe-full will convince you.

CITY CLUB is only one hundred days old, yet it is duplicating and selling from coast to coast. Ask your jobber. Quality is doing the trick. Dealers are authorized to refund money to any customer not satisfied that CITY CLUB is better.

We Prepay Express on Trial Orders

MR. DEALER: Our national advertising campaign on CITY CLUB will start in a very short time, and you will have calls for CITY CLUB because *it's better*. Write or wire us, at our expense, and we will ship you a trial order of two dozen 10c. cans and one magnificent Crystaloid window display show card, express prepaid, for $1.92. Give name of your jobber and we will supply him.

The Largest Independent Tobacco Organization in the World
40,000 Stockholders, Growers and Manufacturers of CITY CLUB

Burley Tobacco Co., Inc., Louisville, Kentucky
(5)

German Process Cigar Bands Are the Best

Write Now—Made Only by
Wm. Steiner, Sons & Company
Lithographers
Steiner Bldg., 257-265 W. 17th Street
NEW YORK

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

The Cigar for the Connoisseur

Stratford
Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia
Distributors Wanted. Write for Price List.

"Rome Was Not Built in a Day"

Nor was any manufacturing business ever built up on spasmodic advertising. The man who advertises only occasionally——takes a "flyer" for a month or two in trade organs——can not expect to get permanent returns. It takes time and patience and the keeping of your product eternally before the trade that will finally make your success. Advertising appropriations will merely be wasted by such effort. Plan right now a publicity campaign in the advertising columns of

THE TOBACCO WORLD

The man who advertises only now and then, simply trusts to luck, and gets "cold feet" if he does not get immediate returns from one insertion of his advertisement. His "one-timer" has no more effect on the trade than the drop of water on a stone. It's the constant dropping that finally accomplishes the desired result. Make a lasting impression on your prospective customers, by your constant appearance in our columns.

Tobacco World Corporation

102 South Twelfth Street

Philadelphia

SIG. C. MAYER & CO.

Fac-simile Reduction of Sanitary Packing

Present

Their new "Sanitary" and "Can" packings of the

EL WADORA CIGAR

This justly famous brand is packed in the usual and popular 50 to the box and now in separate bundles and cans.

The bundle packing is wrapped in foil, thereby insuring perfect sanitation and retention of the original quality.

SOME TERRITORY OPEN TO LIVE-WIRE JOBBERS

Fac-Simile Reduction of Can Packing

NOS. 306-8 CHERRY STREET, PHILADELPHIA

Latest, Best in Cigar Lighter and Cutter Combination

No Batteries
No Current
No Alcohol

No Coal Oil or Gas
No Wearing Out
No Globes to Break

As simple as striking a match. First cost small and cost of operation less than 2c. a month. Find out how it is done and get illustration of other styles of this article from

THE BRUNHOFF MFG. CO., Cincinnati, O.

New York Office: 113 Maiden Lane

COUNSELLOR

Take Counsel—

You wise dealers, who are looking for a cigar to hold and completely satisfy your 5-cent trade. This cigar will keep them coming on its honest merit alone.

Cressman's

COUNSELLOR

5-Cent Cigar

will build a reputation for you as lasting as business itself.

ALLEN R. CRESSMAN'S SONS, Mfrs.

PHILADELPHIA, PA.

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.

108 La Salle Street, Chicago, Ill.

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS

PANATELLA FINOS

The New Sizes

COMMANDERS

BREVAS

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Short talks to Dealers

We are all working for the satisfied customer. He's the man who pays the rent, and the light bills and the profits. If he quits coming around, the lights go out.

FATIMA
TURKISH BLEND
CIGARETTES

are "satisfied customer" makers. They are repeat sales cigarettes. They have a quality not easily forgotten.

Years ago they won a reputation as the College Cigarette, and many of the men who made that name for them on the campus are still smoking them. *More Fatima Cigarettes are sold than any other brand in this country.*

Make Fatimas your leader. Go into partnership with them for satisfied customers

The package purposely has been made inexpensive, so that the cigarettes might begiven that "extra" quality.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

A harvest awaits the wise jobber —the jobber who knows a good repeating quality cigar.

Bold and Discriminator

will prove a worthy asset to all knowing jobbers. Get wise and reap a harvest.

BOBROW BROS.

114 S. Second Street, Philadelphia, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

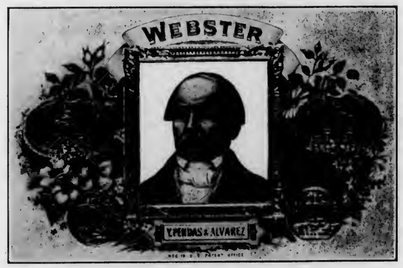
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

MISKO

5C. CIGAR

MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

S. Loewenthal & Sons

131 Maiden Lane

New York

¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX

The largest handlers of scrap tobacco in the world.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, APRIL 1, 1913. No. 7.

Independent Tobacco Manufacturers to Be on Hand When New Tariff Bill Is Introduced

At Extra Session of Congress to Convene on April 7, Many Interests of Trade Will Bring Influence to Bear on Congressmen—Sizes of Tobacco Packages and Coupons Points at Issue

(From the Washington Bureau of The Tobacco World.)

WASHINGTON, D. C., March 28.

A DELEGATION of independent tobacco manufacturers are planning to march on Washington soon after the convening of the extra session of Congress on April 7. This delegation is designed for the particular purpose of looking after the interests of tobacco men when the tariff bill is taken under advisement.

Two particular points are at issue and it is a peculiar fact, according to information here, that the tobacco men are divided on both of these. The first refers to the size of packages and the other to the use of coupons in packages of tobacco. Representative Stanley and Senator James particularly have been deluged with letters from their Kentucky constituents on these two points.

Certain manufacturers are said to favor reverting to the old sizes for tobacco which were authorized under the McKinley tariff. They point to the fact that by reducing the sizes of tobacco the internal revenue tax has been increased. These manufacturers argue that they obtained but little benefit from the change in the matter of sales, and believe that if the old regulation sizes had been continued their sales would have been larger. Other manufacturers are opposed to reverting back to the old sizes. They prefer to have the law continued just as it now is. They have told their representatives in Congress that they have on hand a large supply of bags and other containers designed to meet the sizes authorized under the Payne-Aldrich law, and to make a change again would force them to spend a large amount of money for new containers.

A similar controversy is going on over the coupon feature of the law. Certain independent manufacturers claim that coupons should be declared illegal, as it promotes the interests of the large manufacturer and plays into the hands of the "trust." There are other manufacturers, and some of these are recognized independents, who would counsel no change in this regard. They cannot see that permitting the inclosure of a coupon in a package of tobacco injures anyone.

Tobacco interests, however, are understood to be somewhat uneasy, judging from the communications being received by members of Congress. Representatives have been in the city for some time looking over the situation and all kinds of influences are being brought to bear upon various members of the Ways and Means Committee to divulge their deliberations. Chairman Underwood, however, has issued strict instructions that the conferences are secret and that nothing whatever shall be made public relative to the Democratic tariff bill until it is introduced in the House when the extra session convenes on April 7.

There have been five readings of the Democratic bill, and now the committee is going over the final print of the measure. This will be submitted to a Democratic caucus next week, probably, when it will be decided whether to submit the revision to Congress schedule by schedule or in an omnibus bill.

In the meantime President Wilson has held frequent conferences with Chairman Underwood and members of the Ways and Means Committee and the Senate Finance Committee over this legislation. He believes in holding numerous conferences with Congressional leaders, submerging differences and devising such a measure that all members of the party can get behind and fight for.

V. GILMORE IDEN.

New York Leaf Houses Heavy Losers in Disastrous Flood Which Sweeps Ohio Valley

Dayton Cigar and Tobacco Dealers Will Probably Sustain Loss of Stocks and Expensive Furnishings—United Cigar Stores Co. Who Have Stand in City Telegraph $3000 for Sufferers

ACCORDING to the latest reports there is little doubt but that the tobacco trade will be a heavy loser in the devastating flood which swept through the Ohio Valley last week. News is meagre, owing to the fact that telegraph and telephone wires are down, and all efforts by outsiders to communicate with those in the affected zone have been fruitless.

The largest losers will be the tobacco concerns with warehouses in Dayton and vicinity. A number of the New York houses have representatives and buildings in Dayton and other cities near by, and the loss on the contents of the buildings will in all probability run into millions of dollars.

Tobacco dealers in Dayton itself will probably lose their entire stocks. Among them is the stand of M. J. Schwab, under the Phillips House, which is standing. The stock and fixtures can be said to a certainty to be a loss. The store of Eisenberger Brothers, styled the "Cigar Store Beautiful," at Third and Main Streets, under the Conover Building, is probably badly damaged. The press reports give it that these buildings are standing, but the stock and interior fittings can be put down as a loss. The Eisenberger store was opened about May 1, 1912, and is considered to be one of the best appointed stands in the Middle West.

The United Cigar Store, on Main, between Third and Fourth Streets, will also be a heavy loser, as will the Benson stand, on Fifth Street, above Main. J. B. Moos & Company are on Main Street, between Second and Third, right in the district affected, and can be reckoned as being among those who lost heavily. Their stand is within a few doors of the Leonard Building, which collapsed when the foundations were undermined.

Among the other tobacco stores in the centre of the city are the Arcade cigar stand, on Third street; Joseph Wienreich, East Fifth Street, and the factory of the American Cigar Company, on East Third Street.

By direction of the board of directors of the United Cigar Stores Company, who have a stand in Dayton, C. A. Whelan, president, telegraphed to John H. Patterson, chairman of the relief committee at Dayton, that $3000 had been deposited to his credit in the National Bank of Commerce, subject to his draft, and was to be used for the relief of flood sufferers.

Governor Cox, of Ohio, has declared a ten-day holiday, dating from March 27, to protect negotiable paper, which might be subject to protest.

Is The Missionary Man An Absolute Necessity?

Written for The Tobacco World by James Fordyce

NEW YORK CITY, March 18.

Editors THE TOBACCO WORLD:

Gentlemen:

An article appearing in your journal, which came to hand this week, has caused me to write to you and get your opinion on a few matters. The article states that a certain Western jobbing house has discharged a number of missionary men and in the future will do its work without the assistance of these men.

It would interest quite a few manufacturers in this part of the country if you could tell us how the manufacturer is going to get his goods introduced in a certain territory—because the jobber does not do the work a missionary does—getting the dealer acquainted with the new brand, particularly in the way it should be done.

It has been proven that the missionary man is an essential factor in the proper introduction and distribution of cigars and other tobacco products. In nine cases out of ten the jobber will do a little in pushing the stuff, then let it grow stale on his shelves. And in other cases the jobber will not take on the brand unless you do something for him in the way of missionary work.

How is the manufacturer going to have his goods introduced under those circumstances? If you can give a solution to this problem, there are many manufacturers who would be greatly indebted to you for the information.

Very truly yours,
CIGAR MANUFACTURER.

THE above letter and many others of a similar nature were received at the office of THE TOBACCO WORLD recently. They seem to represent the sentiment of manufacturers in many lines of the tobacco trade and are worthy of attention. The arguments are good and open much discussion on the matter.

The writer is of the opinion that the missionary man has filled a very important niche in the business of tobacco products in former years. He has done this work, which few jobbers do, and has made the account of the jobber with his firm a valuable asset to the distributor. This cannot be denied, but the fact also stares the manufacturer in the face that often he had gone in a certain territory and by means of missionary men and expensive advertising put his goods right in the hands of the best dealers and induced the consumer to use his goods until he had an enormous business there.

Yet when he came to balance his accounts at the end of the year he found that the business had been an expense to him, instead of bringing him profits. The missionary man had secured the business, but he had eaten up the profits. If that is the case, what good did the missionary and his work accomplish?

A short time ago the writer was talking with a well-known missionary and broker of cigars on the Pacific Coast. This man has been in the thick of the fight in that part of the country for more than fifteen years and a statement from him undoubtedly carries weight. He has been representing an Eastern firm for more than a year, and in that time had sold almost two million cigars. He had secured the distribution and the cigar was *in right;* but in that time he had given away 26,000 cigars to get his goods in that market.

When the concern he represented looked over their books at the end of the year they estimated that the business had cost them entirely too much money and discontinued their contract with him. The second year he was to get five per cent. commission, less than half of what he had formerly secured. He refused to continue his dealings under these terms and started to look for another firm wishing to enter the Pacific Coast field.

The manufacturers estimated that the next year they would more than make up the expenses incurred the first year. When this man told them that the cigar would fall down—might, indeed, fall out of sight—unless it were pushed on the scale it had been before, they scouted the idea. Subsequent events proved that the missionary was right. He had started pushing the goods, making attractive inducements in the way of free deals and discounts, and when the dealers were approached with a new proposition, where the profits were smaller, they refused to carry the goods.

If this plan must be followed in placing new goods in a certain territory, what good does the missionary accomplish? He gives the dealer the impression that he is going to get something that is miles ahead of anything else of its kind ever introduced, and when the deal is discontinued, the sales either discontinue or take a decided drop.

Then there is another phase of the missionary problem with which many firms have had experience. They have sent men through a certain territory, giving them instructions to get results. The missionaries knew they had to make good. When it was a case of bread and butter they went to extremes to get business, even forging orders and sending them to the jobber. It did not give the jobber a very kindly feeling toward the manufacturer when the goods were turned back on him. The missionaries also in some cases made propositions to the dealer, in the way of free deals, that any one but a fool would have taken up. The worst part of the free deal idea was that when the jobber compared the different orders he found that often one dealer received more free cigars than another. If he was a man who did business on the square the manufacturer fell greatly in his estimation. When the dealers found out these things, they also lost confidence in the jobbing houses. This may seem far-fetched to some, but any man who is in touch with missionaries and knows anything of their methods will vouch for instances such as these.

Perhaps the whole substance of the problem can be summed up in a statement by James W. Duke, at one time president of the American Tobacco Company and lately connected with the Imperial Tobacco Company, an English corporation: "You can't do business with the jobber and you can't do business without him." This expression applies in part to the missionary.

While the missionary man, as stated before, has been an important link in the business of distributing tobacco products, no one will deny the fact that he has been used so much that missionary work is becoming an evil. The whole question will resolve itself into the problem of using him where goods are to be first introduced in a certain territory—and using him in a saner manner, not in the fashion many manufacturers now follow.

When the missionary is used to such an extent that serious inroads are made in the profits of manufacture, the limit has surely been passed.

Late Trade Items

Incorporation papers have been filed for the Foler-Wolfe-Kinney Corporation, at Union Hill, New York. They will manufacture and deal in cigars and tobacco.

The Deisel-Wemmer Company, Lima, Ohio, have moved into their new quarters on Park Place. The new plant is one of the most modern in that part of the state. The full complement of hands will be six hundred and the capacity a half-million cigars weekly.

The Sanchez Cigar Company, Tampa, Florida, has purchased the "El Burello" cigar factory of I. W. Munden. The president of the new concern is Dr. Di Gamppetto, and A. Medeulla is treasurer.

Conditions in Florida Cigar Factories Declared Ideal

Magazine Writer States That Congenial Work and Sanitary Surroundings, Combined With Good Pay Are the Rule

A MAGAZINE, the "Common Cause," published in New York, printed an interesting article relating to the working conditions among cigarmakers in the Florida factories. The author is Mrs. R. A. Ellis, who states in part:

"No other class of toilers on the globe work amid pleasanter, more sanitary surroundings than the cigar operatives of our semi-tropical clime, and, again, no class of workers, whose occupation involves so little of personal hazard receive wages that can be compared with those prevailing in all the leading Tampa factories. The miners, who toil in subterranean darkness, peril dogging every step and stroke, earn from one-half to two-thirds the wages of these easy-going cigarmakers. The printer's work pre-supposes, at least a good rudimentary education and, a far higher grade of native intelligence and technical skill than that demanded in the cigarmakers, yet the printer usually works for much lower wages than are paid in the Tampa manufactories, where illiteracy is the rule among the rank and file, many of the operatives being unable to read or write even in their native language.

"The average pay drawn by the skilled men who work upon the finer sizes of the 'Clear Havanas,' is now from $25 to $40 per week, while that of the least skilled whose work is confined to cheaper grades, approaches $20 per week.

"Go among the cigarmakers of Ybor City and West Tampa, and ascertain the individual records lately established by the very expert, high-grade regalia workmen. If a stranger to the trade you will think at first that you are listening to Cuban hyperbole and braggadacio—no more. But the boastful-sounding statements can in most cases be readily verified at the factories.

"In the factory of M. Stachelberg & Company, a Cuban boy, only seventeen years of age, was recently pointed out to visitors as having rather distinguished himself by pushing his earnings up to $52.90 per week! This is not claimed to be an every-day instance, yet one that can be duplicated in almost any other of the leading factories. Being perfectly substantiated, this individual case may give you a clearer conception of the excellent opportunities here presented to the workman gifted with both industry and skill.

"A group of Syrian girls working in the Sanchez & Haya factory, have made another record worth noting. Five of these dark-eyed daughters of the East recently returned to their native land for a visit, they claim. They had been in this country less than half a dozen years, learning the trade as soon as they came over and working pretty steadily at it ever since. Incidentally, it may be remarked that, like other Oriental peoples, the Syrians know how to live hard and hoard closely. The superintendent of the factory refers to one of Tampa's banking houses as final authority for the statement that when these girls went home a few months ago, they carried as 'savings' an average of more than $4000 each.

"The public school teachers in West Tampa and Ybor City—the suburbs in which nearly all of the two hundred factories are located—point to instance after instance of their pupils leaving school—to go to work at cigarmaking and shortly earning more money per month than the teachers themselves.

"'The brightest girl in my grade—the fifth—quit school about Thanksgiving,' one of these teachers said to me. 'She is a Cuban, and not only alert mentally, but very deft of hand, as was remarked in our manual training department. She went into one of the factories in early December, to learn to make cigars. I have kept up with her, because of genuine interest in the child, who is pretty and affectionate as well as unusually bright. By the first of March, when she was barely past her fourteenth birthday, she ceased to be a "prentice hand," and began to work for pay. At the end of May, when I visited her home again, she was earning $22 per week, which is more than the school board pays me, although I am twenty-five years of age, and can show you a college diploma.'"

To Dedicate New Spanish Club Soon—Fernandez Factory Burns to Ground, Loss of $6900—Preparing Plans for Addition to Verplanck Plant--Manuel Arango Dies

TAMPA, FLA., March 29.

SPANISH ENVOY SENOR DON JUAN RIANO reached the city last night to help dedicate the new Spanish Club. A. L. Cuesta, of Cuesta Rey & Company, and A. Pazos, of Habana, met the distinguished guest at Jacksonville. Senor Riano will be in the city several days.

The factory of the P. G. Fernandez Cigar Company was burned to the ground last Tuesday night. The origin was unknown. The loss was about $15,000, with insurance of $6900.

Sidney Goldberg, president of the Simon Batt Company, of New York, is still in Tampa looking for a location for his factory, which he intends to move from New York. Although nothing definite has been arranged, it is understood that he will locate in Ybor City.

T. H. Hart, the Philadelphia manufacturer and jobber, has gone to Cuba after several days' stay at his Manatee orange grove.

Jose Carlisle, representing A. Santaella & Company, was a recent visitor to Tampa.

Ortiz & Caras report nice business from the Southern territory. W. H. Hamilton, their representative, is at present in New Orleans.

Senor Celestino Lopez and wife, of Arguelles Lopez & Brother, have returned to headquarters in New York after several weeks' vacation in Tampa and Cuba.

Celestino Corral, of Corral, Wodiska & Company, has returned to Cuba after a two weeks' stay at the factory. He is well pleased with the prospects of the coming crop. Their popular secretary, E. C. Phillips, better known as Felipe, is up to his neck with work. During the month of March they shipped close to 700,000 cigars under the "Julia Marlowe" brand, and still orders are coming in.

E. Regenberg & Sons have got quite a run of orders on the finer sizes.

Tampa-Cuba Cigar Company report business as being very good. When they opened the factory in February, 1912, they had assured 547 accounts. Today they have 2300 regular customers. Most of their accounts are direct with the retail druggists. Treasurer E. Pons and General Manager E. Berger left last Sunday night for a three weeks' stay in Cuba.

Cuesta Rey & Company report a flattering increase over last year's business. In fact in January their increase over the same month of last year was thirty-three per cent.; in February the increase was twenty per cent. During the month of March they are away ahead of last year.

Jose M. Diaz, president of the Preferred Habana Tobacco Company, is back from Cuba. The Preferred Habana Tobacco Company is a consolidation of several of the Tampa factories.

Plans are being prepared for a three-story addition to the Verplanck factory. The new addition will be 70 by 50. The factory management will be directly under Felix Fernandez, formally in charge of the Lopez Hermanos factory.

Jorge Leon, president of the San Martin & Leon Company, arrived last night from a hurried trip to Mobile and New Orleans. He will leave tomorrow for Cuba. Jose G. Ramirez, resident manager, states that there is no dullness with them and that all available space in the factory is being used.

Harry Culbreath, sales manager of V. Guerra Diaz & Company, is sending in some nice orders for the popular "La Mega" brand.

Jose Cosio, formerly of Jose Cosio & Company, left last Thursday night for Cuba to look over the tobacco situation. He expects to be there about three weeks.

Manuel Arango, who for many years has been identified with the tobacco business both in Tampa and in Cuba, and a prominent officer of the Centro Asturiano Club, died Friday morning, March 21. Manuel Arango was a brother of Jose Arango, the present head of the Habana American Cigar Company in Tampa, and also a brother of Francisco Arango, head of the same concern's factories in Cuba. Mr. Arango leaves a widow and ten children. Francisco Arango arrived from Cuba last Sunday to attend to his brother's funeral. He returned to Habana Thursday night.

JAMES J. FERNANDEZ.

DR. WEKERLE, Hungarian Minister of Finance, had a country seat at Pilis, near Budapest, where he was in the habit of spending his Sundays. His only piece of luggage on these occasions consisted of a small hand bag, which never contained anything but the regulation bottle, four handkerchiefs and a traveling cap.

Returning one Monday to the capital, the minister met a friend, a gentleman named Von Fischer, who was carrying a bag exactly the counterpart of his excellency's valise. Baron von Fischer smiled a thoughtful smile as he noticed the similarity of the bags and whispered to the minister: "My bag is filled with smuggled Turkish tobacco. You will be good enough to shield me against the custom house spies, I hope."

The minister looked serious. "I will do nothing of the kind," he said, and when the two gentlemen arrived at the Pest depot the minister beckoned to a custom house official and said, "My friend desires to pay duty on a lot of Turkish tobacco he has in his bag."

"His excellency is joking," cried the baron, who meanwhile had changed bags with the minister. "See, I have no contraband articles about me," and he opened the bag in proof of what he said.

The Minister of Finance looked perplexed for a moment, then he resolutely grabbed his friend's bag and said to the official: "Well, assess me for the tobacco, but be quick about it. I have no time to lose." The official acted on the suggestion, and the minister paid three florins and fifty pfennigs into the treasury of his own department. Then he jumped into the carriage and drove off, shouting out his thanks to the baron for his present of twenty pounds of excellent tobacco.—*Argonaut.*

* * *

I was standing at a well-known cigar store during the noon rush, when a stunt was pulled that will catch all but the most wide-awake retailer.

Three well-dressed men approached the case containing cigars that sell at three for twenty-five cents, and desired to purchase enough smokes for their little party.

"Now, Bill," said the short one, "this is my treat; you never let me spend a nickel."

"Look here, Tom," said the tall one, "I tell you this is on me."

"Boys," said the medium-sized one, "I invited you in here and I insist on defraying the expense of a good cigar."

During this argument no money was handed the salesman, and others were waiting for an opportunity to select their favorite perfecto, but the three well-dressed customers began the same argument all over again, paying no attention whatsoever to the others.

Finally the tall one leaned over confidentially, and asked if it made any difference to the salesman who paid for the cigars.

"Certainly not," said the now thoroughly exasperated dealer.

"Well, then," said the short one, as the three edged toward the door, "Pay for them yourself."

Every smoker and user of tobacco has at some time made a noble resolve to do away with the weed. These spasmodic efforts are due to various causes, but one of the most amusing ones called to my attention lately was that of a man in a Middle-West town who determined to cut down the high cost of living by doing away with his favorite "fine-cut chewing."

Everything went all right for almost a day. He had been in the habit of chewing all day long, so the aching void caused by the absence of a quid in his mouth can be compared to the agony of a gossiping woman with lockjaw. Late in the afternoon he resorted to the first aid of the amateur abstainer and bought some chewing gum.

This failing to fill the gap, he tried in rapid succession peanuts, candy and finally a tobacco cure he saw advertised. In his meditations on his unhappy state he also consumed two rubber erasers, a small box of rubber bands and chewed up a dozen penholders, besides doing irreparable damage to a new spring model mustache.

At the end of a week he estimated the damages at about $2. His supply of chewing tobacco had been costing him about twenty cents a week. Needless to say, he has returned to the fine-cut—in the interest of economy.

* * *

At last the question of smoking or not smoking in Zion City, Illinois, has been decided. A test case was made by a cigarette smoker. When the judge was through with him the luckless defendant was $3 poorer. Don't know what this proves, except that the smoker had his curiosity as to the outcome satisfied.

* * *

A comely young matron came into the office of the city chemist of Cincinnati recently and asked him tearfully whether he would not test some cigars she bought for "hubby" last Christmas. He was asked to make a chemical analysis of the deadly Christmas "punks" for the lady claimed they were ruining her husband's health.

She told of having given her husband a box containing two hundred cigars as a Christmas gift. Since then, she said, he had been heroically smoking them. As a result he had lost nearly fifteen pounds and had developed a hacking cough.

The poor woman wept copiously as she told of the fate which she believed she had brought upon her lesser half. The chemist picked up one of the cigars after the woman had told her story.

"It looks all right," he said. He lit one and puffed for a time. "It smells good and burns well, too," he remarked. "Madam, there must be something extraordinarily wrong with these cigars and we will analyze them thoroughly." Whereupon he bowed the still weeping woman out of his office and later "tested" another of the "deadly" cigars. According to latest report, the chemist and his assistant are still in the land of the living and hoping they will have another chance like this to test their ability.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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The Ehrlich Plan of Getting Aid from Manufacturers

The proposition submitted last week to the Independent Retail Tobacconists' Association of New York, by Nicholas Ehrlich, that a certain big cigar manufacturing firm was ready and willing to co-operate with the independent retailers in the promotion of their business, possesses many features worthy of consideration.

That the Independent retailers need the helping hand of the manufacturers cannot be gainsaid. How this help can best be extended is open to discussion. If the aid in dressing windows, trimming stores and giving special prices to independent retailers were offered by an association of cigar manufacturers, rather than a big individual firm, the plan would more likely prove feasible.

The Ehrlich plan, coming as it does from one firm, is likely to arouse considerable opposition. No matter what the motives of the manufacturer may be, it throws the plan open for attack from retailers, who detect in it the self-advancement of one factory at the expense of others.

In this respect the Ehrlich plan is weak.

The idea, however, is an advance along the right lines, and if other manufacturers can be induced to co-operate in the same manner, it is not beyond the range of possibility that it might go through successfully. Until then the plan is likely to be subjected to a hot cross-fire from dealers who regard it as narrow and ephemeral.

Flood Lessons From Stricken Ohio

Latest news from the flood-stricken districts of Ohio indicate that the tobacco growing, packing and manufacturing interests have suffered considerably through water and fire. The exact extent of the damage will not be known for some time.

In Dayton and vicinity a number of the tobacco warehouses, and quite a few of the cigar factories have been inundated, and are likely to be out of commission for many weeks. The manner in which the Daytonians have set about rehabilitating their city and their business interests since the water began to fall, reflects the spirit of persistency and progressiveness that has marked the upbuilding of this remarkable city.

Like other business interests in Ohio, the tobacco interests will not allow a flood nor anything else to interfere with their permanent progress. We look for a quick return to normal conditions as soon as the tobacco men have an opportunity to estimate their losses and set their faces toward the future, determined to retrieve their losses through their own efforts without any assistance from the outside.

The Tobacco Situation in Pennsylvania

Tobacco-growing interests of Pennsylvania are very much disturbed over the present unsatisfactory condition of the market, and look with anxiety upon the prospect of being forced to dispose of the balance of their 1911 and 1912 crops at sacrifice prices.

The slump in Pennsylvania is attributed to an over-production, rather than to any falling-off in the demand for this type of cigar leaf.

As a matter of self-protection in the future, the growers, through their various local associations, are considering a curtailment of planting this season until such a time as when the tobacco, now in their hands and in the hands of their brokers, will have moved along to the consumers at living prices.

If present low prices are not improved, the growers declare there will be no profit in raising tobacco. Perhaps eighty per cent. of the 1911 crop and sixty per cent. of the 1912 crop, have already been disposed of to big cigar manufacturers at good prices, and those cigar manufacturers who now go into the market for tobacco, will enjoy a marked advantage over their competitors who bought early.

It's an ill wind that blows nobody good.

And Now Tobacco is Blamed for High Living Cost

In moralizing on the high cost of living, the editor of the "Grocery World" points to tobacco as one of the causes, and cites such giant houses as Liggett & Myers and P. Lorillard & Company, as horrible examples of purveyors to the country's wasteful habits.

Quoting the millions of dollars spent yearly on tobacco, the "Grocery World" editor says: "Every dollar of this huge sum was spent for an article which nobody needed and therefore represents an absolute and unmitigated waste. It is a striking illustration of the power of perfectly unnecessary things to force themselves upon us. If we could strip all these things off, we would probably find living costing us very little more than it did ten years ago."

We must not take this effusion seriously, but we would suggest that the "Grocery World" editor throw away his old corncob pipe and clean out the fancy delicacies now being handled by all of his "Grocery World" readers to tempt the pocketbook of the consumer into luxurious expenditures before attacking the humble five-cent package of smoking tobacco or the innocent looking cigar. Perhaps this would give him a clearer vision—perhaps!

Retailers' Committee to Confer With Jacob Wertheim

At Well Attended Meeting in Terrace Garden, Three Representatives Are Appointed to Investigate Plan

AT the regular meeting of the Independent Retail Tobacconists' Association, held at Terrace Garden, Thursday, March 27, the largest gathering since the organization's forming attended for the purpose of discussing and taking action upon the proposition made to Nicholas Ehrlich by Jacob Wertheim, the retiring president of the United Cigar Manufacturers' Company.

After lengthy debate as to the advisability of accepting the offer, motion was made and seconded and placed to a vote, as to whether a committee should be appointed to call upon Mr. Wertheim in order to obtain further details. Their report is to be placed before the retail association at the next meeting. As a result of the vote a committee, consisting of Mr. Ehrlich, Otto Jonas and Lewis Gompers, will call upon the United Cigar Manufacturers' Company in the near future.

A motion was made and adopted in the interests of union-made tobacco, cigarettes and cigars, which enlists the co-operation of all retailers in pushing goods manufactured by union labor. This motion met with the hearty approval of all present and was unanimously adopted.

According to the plan of Mr. Wertheim, the United Cigar Manufacturers' Company will paint the fronts of stores operated by members of the association all one color, so they will be recognized as independent stands, will trim the windows, start a coupon system and supply cigarettes and cigars at the jobbing price through the George S. Storm Company.

After the adjournment of the meeting refreshments were served and a very pleasant entertainment took place in the meeting hall.

The proposition of Mr. Wertheim was outlined in an article by Nicholas Ehrlich, entitled "A message to the members of the Independent Retail Tobacconists' Association of New York, Brooklyn, Westchester County, Jersey City and Newark.

It is in part as follows:

My Friends:

As a result of the address delivered before the independent manufacturers in Hotel Victoria, I received a number of letters from independent manufacturers with different propositions. The best one, to my estimation, I am going to submit to you in this communication.

Mr. Jacob Wertheim, the president of the United Cigar Manufacturers' Company (the largest independent concern in the country), invited me to his office and in the presence of Mr. Hirschhorn, the vice-president, Mr. Wertheim, in a sincere way, suggested the following plan for the members of the Independent Retail Tobacconists' Association:

The United Cigar Manufacturers' Company will at its own expense paint the front of the stores belonging to the members of the association with one certain color and emblem of the independents. The United Cigar Manufacturers' Company will dress the windows of the independent stores twice a month, and will supply the members with a coupon system at two and one-half per cent. from the Hamilton Bond Company. I have also been assured that through the jobbing house of the George L. Storm Company the members will be supplied with all the leading brands of cigarettes, little cigars and tobaccos. The members will get all brands manufactured by the United Cigar Manufacturers' Company, such as the "Robert Burns," "Little Bobbie," "Bank Note," "Owl," "Capadura," etc., at a reduced price, equal to the jobbing price. All members should order a full line of the goods manufactured by the above-mentioned company and sell them on their merits.

I am sure there is no other independent concern in the country which would be willing to spend so much capital for the benefit of the independents. It is a splendid proposition and the best which can be offered to the independents. I advise every member not to lose this chance. Let us all come together in Terrace Garden, March 27, 1913, at 8 P. M., or let us hear from you if you can not come.

Cigarmakers in Anton H. Bock Factory Still on Strike

The strike of two hundred and fifty cigarmakers, which occurred suddenly last Monday morning in the factory of Anton H. Bock, 1230 Second Avenue, is still on. A demand for an increase of $2 a thousand on certain sizes of cigars, had been turned down by the firm, and the cigarmakers refused to return to their benches. The members of the firm say that the strike will not cause any immediate curtailment of shipments, as they have considerable stock on hand.

At the outbreak of the strike the cigarmakers were receiving $26 a thousand for this particular size, and asked for an increase to $28 a thousand.

E. P. Oakes Shows Improvement

E. P. Oakes, who was recently stricken with cerebral hemorrhage, which caused a paralytic stroke on his left side, is showing remarkable improvement, and is to be removed from the Polyclinic Hospital, where he has been confined for the past two weeks, to his residence, 400 West Fifty-seventh Street.

Garcia, Pando & Co. Settle on 75% Basis

At the meeting held last week of the creditors of Garcia, Pando & Company, an offer of 75 per cent. in settlement was accepted by the creditors as being satisfactory, and no proceedings will be instigated against the concern. It is the intention of the concern to continue their business as heretofore.

Ben. Lesser Returns to New York a Benedict

It was indeed a surprise to the many friends and acquaintances of Ben. Lesser to learn upon his return here to New York, that he had taken unto himself a wife from the Far West. He married, on February 27, Miss Rose Leo, of Duluth, Minnesota. Immediately after the wedding in Duluth, which was a simple affair, he left for Chicago and hastened East with his wife, where he is enjoying the congratulations and well wishes of his many friends.

Al Zeiling has displayed in the window of his new store at Broadway, Seventieth Street and Amsterdam Avenue, "Charles the Great" cigars in all sizes. The display is attracting attention at this point, which is a leading uptown retail store in this vicinity.

The Carmen Sylva Sales Company is a recently organized concern in this city which will act as a sole distributor in this country for the "Carmen Sylva" and "Ki-Ki" cigarettes. Their offices are at 10 East Forty-second Street. These cigarettes have already been placed in a number of New York stores and appear to be making good. The organizers of the distributing house are C. Cianchetti and J. M. Vos.

National Output of Cigars and Cigarettes Shows Gains

Every Line of Manufactured Products Shows Increase With Exception of Cigarettes at $3.60 and Tobacco

THE national production of cigars, cigarettes and other tobacco products for the month of February is most encouraging. The output of every line showed an increase over the same period last year with the exception of cigarettes at $3.60 and manufactured tobacco. The figures for cigars and cigarettes both show heavy increases, there being 36,221,790 more cigars and 193,161,408 more cigarettes than in February, 1912.

The figures, as compiled from the Internal Revenue receipts, are as follows:

	February		
	1913	1912	Increase
Cigars	564,287,976	528,066,186	36,221,790
Small cigars	85,751,920	80,179,293	5,572,627
Cigarettes	1,102,449,128	909,287,720	193,161,408
Cigarettes at $3.60	1,047,000	1,344,347	*297,347
Snuff, lbs.	3,208,533	2,779,190	429,343
Mfd. Tob., lbs.	32,452,208	34,547,963	*2,095,755

*Decrease.

In addition to the above, $14,723.22 was received from stamps affixed to cigars from the Philippines and $243.75 for cigarettes from the same source.

New Cigarette Factory in Norwalk, Conn.

Thomas A. Skelly, of the well-known jobbing and retail firm of Skelly & Howard, will open a new cigarette factory in Norwalk, Connecticut. The new firm will be styled the Barrington Tobacco Company. They will manufacture a strictly hand-made article, from selected tobacco, to be called "Barringtons." The new brand will be ready about the first of June.

J. J. French Leaves Quiros, Villazon & Co.

J. J. French, secretary of the Tampa firm of Quiros, Villazon & Company, has sold his interest in the company to Messrs. Quiros and Villazon. The firm will continue the manufacture of their high-grade product, the "La Docilla."

They will be represented in the future by F. A. Ryan, who has been connected with Berman Brothers in the Chicago territory.

Charles H. Storm Out of Storm, Fisher & Co.

Storm, Fisher & Company, of New York, manufacturers of the "La Soneda" and a number of other brands of clear Havana cigars, with a factory at Warren and West Broadway, have announced that Charles H. Storm is no longer connected with that concern. It is understood that Mr. Storm has left the country for South America, where he will engage in another line of business. He has been the Chicago sales manager for the firm.

Campaign on "Pera" Cigarettes Planned by H. Table Porter

H. Table Porter, general representative of the Pera Cigarette Company, has been in Boston and opened an office there at 88 Broad Street. Mr. Porter placed Charles T. Ellis in charge of the new office and he will have entire charge of the New England territory. Mr. Ellis is planning a campaign for the spring and summer months which will call for a number of assistants in carrying out this work.

Smylie G. Ells, who has been working the Philadelphia territory, has been doing extremely well in that quarter. He also opened up a number of accounts in Atlantic City and in Baltimore.

New York City Items

United Cigar Manufacturers' Co. Elects New Officers

At a recent meeting of the board of directors of the United Cigar Manufacturers' Company, the regular quarterly dividend on common stock was declared and new officers were elected to fill the places of those who resigned.

Moses A. Gunst, Alfred I. Esberg and Preston Herbert are the new directors who take the places of Marc. H. Mack, Sol. Wertheim and Maurice Wertheim.

Jacob Wertheim's resignation as president was acted upon and Fred Hirschhorn was elected to the executive chair of the concern. Maurice Wertheim will not retire from the secretaryship until the new officers are thoroughly familiar with the details of the business. Paul Hirschhorn will be assistant secretary and Henry Esberg, though connected with the company, will be elected to office later.

Messrs. Alfred Esberg, John Kolb, Preston Herbert and Henry Esberg were elected vice-presidents. Other officers elected were: Treasurer, J. W. Schiffer; secretary, Maurice Wertheim; assistant treasurer, John T. Dee; assistant secretary, Paul Hirschhorn; second assistant secretary, Sig. Schlessinger.

Mr. Hirschhorn has been the subject of congratulation upon his election. He is admitted to be a most capable official and has the loyal support of all his associates.

Harry S. Loewenthal Takes to Himself a Bride

Harry S. Loewenthal, of S. Loewenthal & Sons, leaf dealers of this city, was married March 20, to Miss Ruth Berger, at the home of the bride. The wedding was very private, only members of the two families and a few friends being present at the ceremony. The house was richly decorated, and a wedding breakfast was served after the ceremony. The happy couple will make an extensive wedding tour through the South.

Mr. Loewenthal is the eldest son of Samuel Loewenthal, and has been actively connected with the firm for the past eight years. He has been a member of the firm for four years and makes several yearly trips, on which he has clearly demonstrated his selling abilities. He is looked upon as one of the most promising young men of the leaf trade.

Twenty-five Per Cent. Settlement for Oscar Schein Probable

The committee of creditors appointed to look into the failure of Oscar Schein, made its report and finds that the liabilities are $22,790.34. The assets, as appraised by the committee, are $6600, of which $1750 is for the merchandise in the store at 1488 Broadway. The factory assets amount to $1900 and outstanding accounts $1100.

In making its report the committee recommends that an offer of twenty-five per cent., payable in ten per cent. cash and fifteen per cent. in three notes of five per cent., be accepted. It is thought that this offer will be accepted.

Those hold-up men who seem to have it in for the United Cigar Stores, again renewed their gentle pastime by robbing two stands of the United. They did a good night's work on March 26, getting away with about $510. This time the store on Columbus Avenue above Seventy-fifth Street was first visited, where they tied up the clerk, Nathan Werner. The stand at Columbus Avenue north of One Hundred and Fourth Street was next visited, where they repeated their previous hold-up trick.

PHILADELPHIA.

The Quaker City Trade Outlook

THE retail dealers in the center of town report having done a fair week's business, although the week previous to that was rather quiet. The Easter trade was better than was expected. The weather the past few days has been fine and naturally has affected business favorably.

Although the majority of the factories have been running on full time, conditions are not as favorable as they were a short time ago, when every one appeared to be busy. Some of the plants closed down on Easter Monday. The manufacturers are now wondering just how hard they are going to be hit in the flood which has devastated the Middle West. That section of the country has been one of the strongholds of this market and the present upset conditions there are bound to have an effect. A number of the factories have discontinued shipments for the present until they can get more definite information as to just how much damage has been done. Telegrams to their different jobbers elicited no replies, the telegraph company evidently being unable to deliver the messages.

Committee Getting Signatures For Association

The committee of cigar manufacturers, which was appointed to secure signatures for starting the new association, has been busy the past two weeks in carrying on this work. The complete plans as they were outlined at that time are being pushed as fast as possible. Nathan Baum, of the Baum-Jaffe Company, has been instrumental in carrying much of this work to the point it has now reached. After the association has been formed definitely in this city, the manufacturers will be solicited in other Pennsylvania cigar manufacturing centers.

Theobald & Oppenheimer Open Nazareth Factory

A new factory has been opened by the Theobald & Oppenheimer Company, at Nazareth, Pennsylvania. This concern has a number of factories throughout the state, the last one to be opened previous to the Nazareth plant being located in Reading. John N. Kolb, of the firm, is now on a trip to Amsterdam, where he will attend the later inscriptions. He expects to be back about May 1. Fred Hirschorn, newly elected president of the United Cigar Manufacturers' Company, and Preston Herbert, of the same concern, were recent visitors at the local factory. John T. Dee, of Theobald & Oppenheimer, was a visitor to New York last week, where he took up several matters of business and also attended the dinner tendered to Jacob Wertheim, retiring president of the United Cigar Manufacturers' Company.

New "El Wadora" Packing Makes Good

THE new packing of the "El Wadora" cigar of Sig C. Mayer & Company, which has been placed with their many jobbers throughout the country, is being received with general satisfaction. The "El Wadora" is put up in separate bundles, but packed as before, fifty to the box. The cigars are wrapped in tin foil, which insures their reaching the smoker in their original condition.

In addition to the foil-wrapped cigar, the cigar is now put out in tins, which is recognized as one of the most popular ways now in vogue for packing cigars. This firm announces that they are now in a position to place this brand with live jobbers in open territory. Since moving in their new factory they are in a position to handle their orders more expeditiously than before, and are taking steps toward increasing their output.

The new label of the "Statesmen" cigar has been the subject of much favorable comment by the many jobbers of Jeitles & Blumenthal, the manufacturers of the brand. This seed and Havana piece of goods is being pushed heavily by this firm with good results. They have been making this cigar for more than thirty years.

The Juan F. Portuondo Cigar Manufacturing Company is now featuring the "Londres Grandes," one of the staple Portuondo lines. This was one of the first brands introduced by this old house, being put on the market in 1869, and has continued to be one of their best sellers since that time. It is a Sumatra-wrapped, Havana-filled piece of goods.

Bobrow Brothers, who recently opened their new stemmery at 133 Arch Street, allowing them more space in their factory at 112 South Second Street, are making alterations in their upper floors in that building in order to place more cigarmakers. They will have space for from one hundred to one hundred and fifty additional hands.

The E. Wolf Company, of St. Paul, Minnesota, who took on for distribution in that territory recently the "Stratford" cigar, made by the El Draco Cigar Manufacturing Company, are doing well with the brand. Their first shipment was soon used up and they have ordered another lot. A. J. Lynch, who covers the East for this firm, was a trade visitor in Atlantic City last week, where he looked up the "Stratford" accounts. There were three attractive window displays on the brand in that city over the Easter holidays.

Quaker City Notes

Luckett, Luchs & Lipscomb have taken on another representative in the person of F. D. Pixley, an experienced cigar salesman, who will cover the Middle West and South on the "Reynaldo" and "Luxello." He will work from Evansville, Indiana. William H. Orr is the Chicago territory representative for the above cigars.

Charles H. Guillium, Fifty-second and Race Streets, is doing a good spring business on his cigar, the "Penn Station."

Frederick Horn, 5205 West Market Street, has installed a fine new humidor in his store. He has recently added the "Stratford" cigar of the El Draco Cigar Manufacturing Company, to his large stock.

The new Riker-Hegeman drug store, located next to the Garrick Theatre, 1332 Chestnut Street, is rapidly being prepared for occupancy. The cigar stand of this concern, which has stores in New York City, is always an important feature of the business. The name of the manager of this department has not been announced as yet.

The H. C. Nolan Company, manufacturers of the "Waldorf" cigar, formerly located at 1215 Filbert Street, are now in the Denckla Building, Eleventh and Market Streets. They moved there last week.

Clarence W. Reynolds, 5202 Haverford Avenue, one of West Philadelphia's most progressive young retailers, has lately taken on the "Stratford" cigar of the El Draco Cigar Manufacturing Company. He also reports a heavy demand for the "Bold," made by Bobrow Brothers.

Mr. Schwartz, advertising manager of Bobrow Brothers, is receiving congratulations on the receipt of good news from the flood district. Mr. Schwartz's parents resided in Dayton, and he was much concerned about their safety. He had made preparations to leave the city for Dayton, when he received a telegram from his mother stating that she was safe among friends. His father had been traveling and was not in Dayton at the time of the flood.

The Market Street window of the Bingham House cigar stand has a neat display of "Melachrino" cigarettes. The Eleventh Street window is taken over with a display of "Hernan Cortez" cigars.

William H. Dohan, of Dohan & Taitt, who was taken ill a short time ago and is now on a trip to the Bermudas, is reported to be much improved. Mr. Dohan was not very ill, but took the trip to recuperate from hard work and a run-down system.

The "El Vendura" cigar, made by the Emze Cigar Company, 212 North Twelfth Street, has been making good headway in this market. They are featured by the O'Keefe stores, on Fourth and Fifth Streets. The brand was taken on last week by the Aufderheider store at Fourth and Walnut Streets.

"Havana Ribbon" Boosters Escape Injury in Cyclone

BAYUK BROTHERS COMPANY have had a fine month's business in March. All of their factories are running full-handed and overtime.

A. G. Bucher, who represents the firm in Iowa and Nebraska, was fortunate in escaping injury at Omaha in the recent disaster. He got off with a slight shaking up and turned over his hotel accommodations to his less fortunate neighbors. Robert I. Gressitt, who covers Ohio and Michigan in the interest of "Havana Ribbons," with headquarters at Columbus, had just left for Toledo when the flood occurred. Mr. Gressitt feels thankful that he was "on the job" in his territory, otherwise he might have met mishap.

Samuel Bayuk arrived from Amsterdam last Wednesday, where he was attending the Sumatra inscriptions, and where he succeeded in purchasing some high-grade wrappers. On Mr. Bayuk's arrival at his office on Thursday morning he found his desk liberally supplied with bouquets of American beauties presented him by the office, sales and shipping force.

Cores-Martinez Open Local Factory

THE Cores-Martinez Company, cigar manufacturers, who removed their offices at 335 Walnut Street to their new factory 2115 South Eighth Street last week, and opened the factory shortly afterward, are now operating the place. The building is a two-story and basement affair and is ideally adapted for the manufacture of cigars. A number of alterations were first made, such as putting up partitions and building in a large humidor. The floor space amounts to about 15,000 feet.

The first floors will be occupied by offices, shipping rooms, a humidor and for storing purposes. The second floor will be utilized for benches for cigarmakers. This floor is well lighted, there being windows on all sides, and there are ample facilities for placing benches for accommodating several hundred hands.

The basement will be used for storing leaf tobacco and preparing it for the cigarmakers. A number of changes have been made there also, which were most satisfactory to the manufacturers.

One of the finest hotel cigar stands in Philadelphia is to be found in the bar-room of the New Ritz-Carlton, at Broad and Walnut Streets. The case and fixtures are solid Circassian walnut, natural finish. The genial manager, Mr. Middleton, has already made a host of friends among the hotel patrons. The Acker, Merrall & Condit Company, of New York, have the cigar privilege, and all their best brands are distributed there.

A. K. Moore, on Filbert Street above Thirteenth, who is a large dealer of "La Famosa" cigars, made by E. Kleiner & Company, of New York, has a solid window display on this brand at present.

Dusel & Goodloe have taken on for distribution in this territory the "Cubanola" cigar, made by E. Seidenberg & Company. It is a nickel proposition and preparations have been made for pushing it heavily in this city. They received some attractive advertising material, which will be used in the window displays.

TOO LATE FOR CLASSIFICATION

FOR SALE.—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whiff Cigar Company, Cleveland, Ohio. 4-1-a

R. J. Reynolds' Cigarettes Ready for Market in July

Factory on East Third Street, Winston-Salem Selected—Will Manufacture Two Brands, to Retail at Five and Fifteen Cents

WINSTON-SALEM, March 29.

IN an interview with R. J. Reynolds today, he stated that his company were now equipping the factory formerly occupied by the Ripfkert-Scales Company, East Third Street at the railroad, as a thoroughly modern cigarette plant, and that they expected to have the goods ready for sale about July.

The company have purchased about $150,000 worth of cigarette machinery, and also large quantities of selected Turkish and domestic tobacco preparatory to entering the cigarette field. It is their intention to place two brands on the market at the outset, one a five-cent package for ten cigarettes of Virginia and blended domestic tobaccos, and a fifteen-cent package of blended Turkish and domestic tobaccos, twenty in the package. Mr. Reynolds stated further that their cigarettes must embody exclusive blends of such a high character that the goods would prove fit selling mates for "Prince Albert" smoking tobacco.

As has been stated, neither brand of cigarettes will be known as "Prince Albert," but suitable names have already been selected, but the company does not wish to make them public just yet.

The cleverest cigarette men to be obtained will both manufacture and market the product.

London Whiff Company to Move in New Factory

The London Whiff Cigar Company, of Cleveland, Ohio, is contemplating moving into its new factory in that city very shortly. Elaborate preparations have been made to make the factory most modern in every detail in order to meet all the requirements of present day cigar manufacturing. The "Moses Cleaveland" and the "London Whiffs" cigar of this company are in constant demand and have become standard goods with many dealers.

New Stemming Plant for United Cigar Manufacturers' Co.

The United Cigar Manufacturers' Company has leased a two-story brick building in Bayonne, New Jersey, and will shortly open a stemming plant at that place. The building has a floor space of about twenty-five hundred square feet and affords room for about three hundred hands. The new plant of the company in Bayonne is located at 9 West Twentieth Street.

Another Tobacco Tax Bill Now Ready

Representative A. O. Stanley, of Kentucky, states that he has a new bill which he will place before the next Congress. The measure relates to a tobacco tax. It provides for a progressive tax, according to Mr. Stanley, on the amount of tobacco manufactured by a single company. If the concern manufactures a certain amount, it will be taxed a certain sum, and more in proportion to the excess manufactured over the maximum amount.

Anti-Cigarette Bill a "Dead One" in Missouri

Although the Missouri House of Representatives passed the anti-cigarette bill before that body prohibiting the sale or giving away, or offering for sale cigarettes or cigarette papers, this was the end of the measure, as the time was too short for consideration by the Senate before the adjournment of the Legislature. Even at that it is said that the Senate was opposed to the bill and looked upon it as a piece of freak legislation.

Pronounced Slump in Lancaster Tobacco Prices

LANCASTER, PA., March 30.

The past week, for the first time since the long-continued slump in the Lancaster tobacco market, prices have shaded off, and old goods were to be had below the prices that have prevailed for more than a year, the only exception being with the 1910 packing, of which there is now little in the local market. Goods of the 1909 crop could be had in any quantity at nine cents a pound, while the excellent 1911 goods ranged between fourteen and fifteen cents. At a meeting of the Lancaster County Tobacco Growers' Association it was insisted that, instead of the reported fifteen per cent. of the new crop being unsold, twenty per cent. would be nearer the mark. The condition is a serious one for the growers who still have their crops on hand. The only disposition, apparently, that can be made of the goods is to case them.

Oscar Hammerstein Announces Perfection of New Machine

Oscar Hammerstein, inventor of the suction machine and the well-known opera promoter, has perfected his new machine which he claims will do away with the wasting of tobacco stems. The machine will utilize these stems by flattening, then corrugating them, in that way preparing them so that they will burn as well as the tobacco leaf itself. This machine, it has been announced, saves at least one-fourth of the raw product.

The machine is a small one, working something like a clothes wringer. The operator feeds the tobacco leaf through the rollers, thus flattening them. The stem of the leaf is made to pass a certain point, where it is corrugated in such a manner that it becomes combustible. No chemicals are used in the operation, but water is used at the spot where the stem is crushed.

George Martin to Have Fifth Store

The fifth store of George Martin, the cigar dealer of Davenport and Moline, Iowa, will be opened shortly; after a number of improvements have been made. This is the third store that Mr. Martin has secured this year, he having opened one in Davenport and another in Moline.

The new stand of Mr. Martin will be located in the Hotel Davenport. The deal was significant in that Mr. Martin secured the stand through W. H. Harrison, a man for whom he worked as a clerk about eighteen years ago. Mr. Harrison is a member of the firm of Harrison & Gorman, proprietors of the Davenport Hotel, in which the stand will be located.

Minnesota House to Act Soon On Cigarette Bill

The cigarette question will shortly be decided upon by the Minnesota House of Representatives. The committee has reported the bill repealing the law prohibiting the sale of cigarettes without recommendation, so it will go on the calendar and come up for discussion in a few weeks. The law prohibiting the sale of cigarettes has long been a dead letter in Minnesota. It is not likely that the anti-snuff bill will be reported out by the committee.

The cigar factory formerly operated by the Wm. A. Stickney Cigar Company, on Fourth Street, St. Louis, who made the "Security" cigar, has been closed by the new owners, Niles & Moser Cigar Company, and the brands will hereafter be made in Detroit. The number of cigar factories in St. Louis and vicinity is steadily decreasing, one prominent leaf house reporting a shrinkage of one hundred factories in the past six months.

Anti-Coupon Bill For Washington Passes

Measure Passes Both Houses of Legislature by Almost Unanimous Vote—Provides for Annual License of $6,000

SEATTLE, WASHINGTON, March 21.

THE much discussed anti-coupon bill, which has been introduced in the legislature by the leading dealers of the state, passed both houses and is now in the hands of the governor for his signature. It is not known definitely what he will do about the matter, but it is understood he will sign it. The bill is a most drastic one and will legislate the coupon out of existence in this state, as it provides for an annual license of $6000.

A bill of this nature was advocated at the annual convention of the Western Retail Cigar Dealers' Association, in the city of Tacoma, on January 17-18, and was framed by a committee of that organization a short time later. Several members of the body have been watching the measure as it was being passed upon by the legislature, and the bill as it now stands is substantially the same as fostered by the association. N. E. Nelson, secretary of the body, and other officials have been instrumental in getting the proper support necessary for the passage of the bill.

The measure is as follows:

AN ACT

Relating to Stamps, Coupons, Tickets, Certificates, Cards or Other Similar Devices, for or With the Sale of Goods, Wares and Merchandise, and Providing a Penalty for Violation Thereof.

Be it enacted by the Legislature of the State of Washington:

Section 1. Every person, firm or corporation who shall use, and every person, firm or corporation who shall furnish to any other person, firm, or corporation to use in, with, or for the sale of any goods, wares or merchandise, any stamps, coupons, tickets, certificates, cards, or other similar devices which shall entitle the purchaser receiving the same with such sale of goods, wares, or merchandise to procure from any person, firm, or corporation any goods, wares, or merchandise, free of charge, or for less than the retail market price thereof, upon the production of any number of said stamps, coupons, tickets, certificates, cards or other similar devices, shall before so furnishing, selling, or using the same obtain a separate license from the auditor of each county wherein such furnishing, or selling, or using shall take place for each and every store or place of business in that county, owned or conducted by such person, firm or corporation from which said furnishing, or selling, or in which such using shall take place.

Section 2. In order to obtain such license the person, firm, or corporation applying therefor shall pay to the county treasurer of the county for which such license is sought the sum of six thousand dollars, and upon such payment being made to the county treasurer he shall issue his receipt therefor, which shall be presented to the auditor of the same county, who shall upon the presentation thereof issue to the person, firm, or corporation making such payment a license to furnish, or sell, or a license to use for one year the stamps, coupons, tickets, certificates, cards or other similar devices mentioned in section 1 of this act. Such license shall contain the name of the grantee thereof, the date of its issue, the date of its expiration, the town or city in which and the location at which the same shall be used, and such license shall be used at no place other than that mentioned therein.

Section 3. No person, firm, or corporation shall furnish or sell to any other person, firm, or corporation, to use in, with, or for the sale of any goods, wares, or merchandise, any such stamps, coupons, tickets, certificates, cards or other similar devices for use in any town, city, or county in this state other than that in which such furnishing or selling shall take place.

Section 4. Violation a gross misdemeanor.

E. H. G.

Germans Outbid Americans at Amsterdam

At the second Amsterdam inscription, held on March 14, competition was more keen than at the first one, the German firms getting quite a bit of Sumatra which it had been expected would be taken by Americans. As a result prices were high. Up to the present Americans have not bought as heavily as during the past two years.

Among the American firms figuring in the purchases were: H. Duys & Company, E. Spingarn & Company, E. Rosenwald & Brother, S. Rossin & Sons, Hinsdale, Smith & Company, Charles K. Waxelbaum & Company, American Cigar Company, Otto Eisenlohr & Brothers, A. Cohn & Company, Joseph Hirsch & Son and Cullman Brothers.

Retailers' Association Formed at Grand Rapids

In line with the widespread movement for organization, the best retailers of Grand Rapids, Michigan, have formed the Grand Rapids Dealers' Association. W. F. Rea was elected president and John Stanard secretary and treasurer.

The objects of the association are the raising of higher standards in the retail cigar business and the elimination of price-cutting. They also figure that they can concentrate their buying through organization. They hope to see their action followed by retailers in surrounding cities.

E. Rosenwald & Brother, the New York leaf tobacco firm, has appointed as their representative in Detroit and Canada, Alfred W. Penner, a well-known salesman. Mr. Penner has made a record for his kind of work and should more than make good for the New York concern.

TWO OF THE BIGGEST THINGS IN THE WEST

In the background on Second Avenue, Seattle's principal business street, can be seen the steel work for the 42 story Smith building, said to be the tallest building in the United States, outside of New York.

In the foreground is a "Star" painted wall, the largest in the West. The size of the "Star" tobacco advertisement on the Belmont Hotel wall is 75 by 110 feet, or 8250 square feet. The height of the letters in the word "Star" is 18 feet, 6 inches. The approximate size of the plug on this advertisement is 15 feet wide by 60 feet long.

JOBBERS & DISTRIBUTORS DEPARTMENT

Straightening Out Financial Tangle of R. & W. Jenkinson

It is Reported That the Majority of the Creditors Have Agreed to Extension of Time as Requested by Pittsburgh Concern

GREAT surprise has been occasioned in trade circles throughout the country by the reported financial embarrassment of R. & W. Jenkinson, of Pittsburgh, a concern with a country-wide reputation and one of the largest jobbing, retailing and manufacturing concerns of the East. They are well known as manufacturers of stogies.

Letters have been sent to the creditors of the firm asking for an extension of one year in order to straighten out the financial tangle. The liabilities are in the neighborhood of $300,000 with assets of about $270,000. A plan is now said to be under consideration for appointing a board to take charge of the business, two of the members to be representatives of banks interested and the others cigar manufacturers. It has not been decided whether this plan will be approved.

One of the largest creditors is the United Cigar Manufacturers' Company, which firm has agreed to an extension as requested. It has been learned that other firms interested have also signified their consent to the extension. This old Pittsburgh house is well known and the business will probably be carried along as heretofore until the matter has been adjusted.

E. H. Gerlach, New National Grocery Co. Manager

E. H. Gerlach, who has been representing the McHie-Scotten Tobacco Company, of Detroit, in the state of Washington, has been appointed the new manager of the National Grocery Company, of Seattle, to succeed C. H. Rovig, who recently resigned to become a member of the newly organized jobbing firm of Rosenfeld-Rovig Company. Mr. Gerlach has had many years' experience in the tobacco business, having at one time represented the American Tobacco Company on the Pacific Coast. He has many friends in the trade, who extend their sincere wishes for his success.

Stallings Co. Pushing Number of Brands

The cigar department of the Stallings Company, of McKeesport, Pennsylvania, which was recently organized under the management of W. F. Sharples, a well-known Pittsburgh man, reports good progress on their brands. They have been making a drive on the cigars of Sig C. Mayer & Company; the "Charles Denby"; "Ology"; and the "La Saramita," of Shields-Wertheim Company, of Cleveland. They have recently worked the Pittsburgh territory with satisfactory results.

Headquarters of Parker-Gordon Co. Now in Kansas City

The Parker-Gordon Cigar Company, of St. Joseph, Missouri, which recently moved its headquarters to Kansas City, are now well established in their new offices. The executive business of the company will be handled from this point, although the branch houses in other cities will be maintained as heretofore. Ample provision has been made in the Kansas City establishment for the offices and for the storing of cigars and other tobacco products.

"Stiglitz Smoke Shoppe" New Wholesale House

LOUIS STIGLITZ, formerly of Cleveland, is opening up a very high-grade jobbing and retail business at Alliance, Ohio, under the firm style "Stiglitz Smoke Shoppe," at 426 East Main Street. It is said that this will be one of the most complete wholesale and jobbing houses in the state. Mr. Stiglitz has many friends in Cleveland who wish him the utmost success.

One of his leading lines of cigars will be the "La Saramita," made by the Shields-Wertheim Company, of Cleveland.

"Sarzedas" Account for J. G. Cohn Cigar Co.

The J. G. Cohn Cigar Company, of Seattle, has taken over for distribution in that territory the "Sarzedas" cigar, made by I. Teitelbaum & Company, of Cleveland, and is now working hand in hand with the Western representative of the manufacturers, V. B. Fisher. The deal was carried through by I. Teitelbaum, head of the Cleveland firm, on a recent visit to the Western field.

W. A. Hall Moves Into New Store

W. A. Hall, the Washington, District of Columbia, jobber and retailer of cigars, moved into his new store in that city at Seventh and Pennsylvania Avenue, recently. Mr. Hall, in his new establishment, has one of the really attractive cigar stores of the city. He is a distributor in that district for several brands of cigars made by the C. H. Plitt Cigar Company, of York, Pennsylvania, among them being "Hall's Star," "20th Century" and "King Rowser," the first two cigars being nickel propositions and the last one a ten-cent brand.

Lee Mercantile Co. Install Humidor

A most up-to-date humidor has been installed in their cigar department by the Lee Mercantile Company, of Salina, Kansas. The capacity of the humidor is one million and a half cigars. The cigar department of this concern was recently organized under the management of Walter Clark, formerly Middle West representative of the Theobald & Oppenheimer Company, of Philadelphia. Mr. Clark's office was in Chicago.

J. Schenker Takes Over Independent Tobacco Co.

Jacob Schenker, one of Brooklyn's largest independent jobbers, recently took over the Independent Tobacco Company, of Brooklyn. The acquisition gives him many new accounts and much additional territory.

Bernard Hecht, the former president of the Independent Company, will join the Schenker sales force and cover the Bushwick, Ridgewood and East New York sections of Brooklyn. There are now twelve men selling the Schenker lines.

The delivery facilities of the new company will be increased by the addition of an automobile and two new wagons.

The leading cigar of the Schenker line is the "3-20-8," made by A. B. Smith & Company, of Boston. A full line of the best brands of cigarettes is also handled.

Jobbing Trade Notes

A new jobbing house, The Halliburton Cigar Company, commences operations in Fort Smith, Arkansas, about the first of April. Their clear Havana leaders will be "Henry the Fourth" and the Stachelberg line.

F. W. Clarke, new Detroit representative for Antonio Roig & Langsdorf, is making things hum for that firm in the Indiana and Michigan territory. He reports large sales of the Roig line. The Cadillar Cigar Company is distributing their goods in Detroit.

A new jobbing house has been organized in Indianapolis which will do business as the Consumers' Cigar Company. It also expects to conduct a retail cigar and tobacco business. The store of Ritchie & Farrell, at 221 Indiana Avenue, has been taken over and will be used as headquarters. It is announced that a strictly jobbing trade will be conducted for the present. Mr. Ritchie, of Ritchie & Farrell, is head of the concern, and Mr. Farrell, of the same concern, will manage the store.

The "La Famosa" cigar, E. Kleiner & Company, is being pushed with good results by Wm. Kirtz, the Seattle jobber.

The first and second floors of the Wm. A. Stickney Cigar Company, of St. Louis, which concern was recently taken over by the Niles & Moser Cigar Company, of Kansas City, is being remodeled extensively.

Flint B. Aniba, head of the branch selling organization of the Stone-Ordean-Wells Company, of Duluth, for the states of Montana, Idaho and Wyoming, with headquarters at Helena, Montana, reports that under the new methods of this large wholesale grocery and cigar house the states he covers are being worked with most favorable results. "I think this will be the banner year in the cigar business in the Northwest," said Mr. Aniba. The big brands of this house are the "El-Roi-Tan" and "El Portana."

J. R. Cohen, one of the pioneer cigar firms of Des Moines, Iowa, which was expanded a short time ago, will in the future do business under the title of J. R. Cohen & Son. This firm is known not only as one of the oldest cigar and tobacco firms in Iowa, but as one of the largest manufacturers and jobbers of cigars and tobaccos in the Middle West.

A number of changes have taken place in the cigar department of L. Singer, Candy Company, of Newark, New Jersey, among them being the appointment of H. G. Panetz as manager. Mr. Panetz had formerly traveled for this concern in different sections of the state. It is expected that a number of new brands of cigars will be added to their lines in the near future.

The R. D. Burnett Cigar Company, of Birmingham, Alabama, recently moved into their new quarters in that city. The new store is said to be one of the most finely finished and up-to-date places of its kind in the South. The interior furnishings are of mahogany and white marble. Mr. Burnett, of the concern, stated recently that he has spared no expense in making this establishment a model of its kind. The R. D. Burnett Company is one of the largest wholesale houses in that part of the country.

Light and Sanitation Features of New Wertheimer Bros. Plant

Floor Space of New Factory Three Times That of Old—Is Model for Places of Its Kind

PREPARATIONS are being made as speedily as possible for the occupation of their new factory by Wertheimer Brothers, of Baltimore. The new plant after it is finished will be one of the finest of its kind in the country. The building was erected by a baking concern of Baltimore, which subsequently was absorbed by another firm, and the place was never used.

It occupies an entire square in that city, facing Preston, Wolf, Durham and Gay Streets. The lot is 248 by 120 in size and the buildings will have a combined floor space of 50,000 square feet, which the members of the firm state will give them at least three times their present space. It is of steel and concrete construction, has light on all sides, and is conveniently located for shipping purposes, being on the main line of the Pennsylvania Railroad.

This concern manufactures the "El Dallo" nickel cigar, and the increase in their business on this brand has been so pronounced the past year that the securing of larger quarters was imperative. They have been manufacturing cigars in another building in that city the past few months, but they reached the capacity of this plant a short time ago. One of the features of the new factory will be the installation of a number of conveniences for the comfort of the employees, such as dining and rest rooms. From a sanitary standpoint the place will be all that can be desired.

S. M. Frechie Takes Over Louis Ash Business

S. M. Frechie has purchased the cigar manufacturing business of Louis Ash & Company, at 227 East Fifty-sixth Street, New York City. Mr. Frechie was formerly a partner in the firm of Barnes, Smith & Company, the Binghamton cigar manufacturers, but sold his interest last October. He hopes to build up the Ash line to the standards they once maintained. The leader of the new factory will be a seed and Havana cigar called the "Gretchen." The "Ashburn" will be another seed and Havana, while the clear Havana brands will be known as "Esperance" and "La Perlita." Private jobbers' brands will be made up as before.

Indiana's New Cigarette Law of Little Use

More severe anti-cigarette legislation has been passed in the form of Indiana's new law. By allowing the bill to remain in his hands the required length of time without a veto, Governor Ralston really gave his support, though he did not sign the bill. He is said to have stated that he did not believe it fair to brand a boy as a criminal because he smoked a cigarette, though he was willing to allow the bill to become a law.

A more rational law would be effective, but this one by its extremity is of little value and will probably become a dead letter. The authorities hope that it will make the smaller dealers more careful in the matter of selling cigarettes to young boys. The better class of dealers will, of course, be lightly affected by the new measure.

National Can Company Issues Attractive Booklet

An attractive little pamphlet is being sent to the trade by the National Can Company, of Detroit, Michigan, large independent manufacturers of tin cigar containers of all descriptions. The booklet is entitled "Tin Cans," and deals with the advantages of the tin can over other packings, pointing out the benefits to be derived in keeping the contents in their original condition. It also gives a full description of the cans manufactured by this concern. Samples and prices will be supplied upon request.

Death Takes Francisco L. Dominguez

In the death of Francisco L. Dominguez, a member of the firm of E. A. Calves & Company, Philadelphia has lost one of her best-known figures in the leaf tobacco trade. Mr. Dominguez has been identified with the above firm for many years and had been doing the buying for the concern in Havana.

He was born in Vejucal, Cuba, more than fifty-nine years ago. He first manufactured cigars, but later came to this country while still a youth and entered the leaf tobacco business. He entered the employ of E. A. Calves, founder of the Philadelphia leaf concern of E. A. Calves & Company, and several years before the death of Mr. Calves in 1894, became a member of the firm. He retained his interest in the business when the firm was reorganized, and was largely instrumental in its success and its growth to the present proportions.

Mr. Dominguez was considered an authority on tobacco. He had been in the business all his life, knew the Cuban market as few men do and several times each year traveled to the Island to purchase for his firm.

The funeral was held on Tuesday afternoon, March 18, at his late residence, 3028 Diamond Street. Mr. Dominguez is survived by a widow and two grandchildren.

W. A. Adams, Tobacco Expert, Passes Away

W. A. Adams, a well-known figure in leaf tobacco circles in North Carolina, died at his home in Oxford, that state, recently. He at one time spent three years in Japan as the adviser to the Imperial Government in the growing and manufacture of tobacco, for which he was decorated with the "Order of the Rising Sun."

At the time of his death, Mr. Adams was president of the W. A. Adams Company, which did a large domestic and export leaf tobacco business; also president of the Granville Tobacco Storage Company, of Oxford. He is survived by a widow, a daughter and two sons, C. B. Adams, secretary and treasurer of the W. A. Adams Company, and William Abner Adams, Jr.

"Uncle Sol" Hoffheimer Dies

In the death of Solomon Hoffheimer, who had been connected for many years with Hamberger Brothers & Company, of New York, the trade has lost one of her best-known figures. Mr. Hoffheimer was familiarly known to many as "Uncle Sol," and since 1879 had been employed by Hamberger Brothers & Company. He had traveled during this time throughout New York State and Pennsylvania. He had not, however, been active during the past three years, although he enjoyed good health until about six months ago.

Mr. Hoffheimer is survived by a widow, three daughters and a son. He was eighty years of age and resided at 1476 Lexington Avenue, New York.

James B. McKee

James B. McKee, proprietor of the McKee Cigar Company, of Wheeling, Virginia, died at San Diego, California, March 22. He had been in ill-health for some time and death was expected. He was well known to the trade in Wheeling.

Lancaster

Remainder of 1912 Crop Slowly Being Absorbed—Growers Talk of Cutting Crops—York County Tobacco Planters Perfect Organization—Contract Awarded for Boyertown Cigar Factory

LANCASTER, March 26.

THE remaining portion of the new crop is being absorbed slowly. The prices range from five to eight cents. It has been estimated that about ten to fifteen per cent. is still in the hands of the growers. While these prices are far below normal, the tobacco now being purchased is in many cases not up to the average in quality.

Many men are now wondering how the growers are going to reduce their acreages. This matter has been discussed before and nothing came of it. It is a question whether the planters will really cut their crops when the thing must be finally decided. It is all right to talk the matter over when it comes up, but the experience has been that there are few tobacco farmers who will do it. There is no doubt though that a number of farmers who failed to realize their prices this year will probably switch to other crops.

The cigar factories as a rule are busy. Orders are coming in with pleasing regularity from Middle Western points, but from all reports conditions are slow in the East.

The Farmers' Tobacco Receiving and Packing Association of York County met in Red Lion on March 21 and thoroughly discussed their plans. Over 3000 acres of tobacco have already been pledged to the association. Another meeting will be held on March 25.

The Topper Cigar Company, of McSherrystown, Pennsylvania, an account of which appeared in the March 15 issue of THE WORLD, have laid plans for further distributing their goods. Owing to a mistake the name of this concern was given as Popper in these columns recently.

George W. Schupp, the Reading cigar manufacturer, has opened his factory at 840 North Sixth Street. He will employ union hands.

The contract for building the new three-story factory in Boyertown, Pennsylvania, for the Boyertown Improvement Company has been awarded W. H. Herb, a local contractor, for $13,980. The building is to be completed by July 1. The specifications call for a plant forty by one hundred and fifty feet in dimensions, and to be covered by an asbestos roofing. The building will be steam heated and electrically lighted. It is located at Fourth and Jefferson Streets.

Charles H. Hayden, widely known in the tobacco trade in New York City, died recently. He was secretary of the Hilson Company, cigar manufacturers, for fifteen years. At the time of his death he was connected with Cullman Brothers, seed leaf packers. He leaves a widow and one son, a student at Columbia University.

Henry Davis, a retired cigar manufacturer, living at 126 Bergen Street, Brooklyn, died in that city recently. He was sixty-eight years of age and had been in business in Brooklyn for more than thirty years. He is survived by a widow and a son.

Frank Martin Schaub, a wholesale tobacco merchant of Pittsburgh, and son of Andrew Schaub, a pioneer tobacco man of that city, died there recently, aged thirty-eight years.

Joseph J. Perry, who enjoyed the reputation of being one of the oldest, as well as the best-known cigarmakers of New Bedford, Massachusetts, and vicinity, died in that city recently, aged seventy-six years.

Harry S. Roesch, a member of the cigar manufacturing firm of Roesch Brothers, Pottstown, Pennsylvania, died in that city several weeks ago, of a complication of diseases. He was engaged in business with his brother, Fred S. Roesch, and in addition to their trade in Pottstown and vicinity, had good distributing centers in New York and Jersey City. Mr. Roesch attended to the sales end of the organization and during his life had made many friends in the trade by reason of his jovial disposition. He is survived by a widow and one child.

Chicago

Cigarette Bills Interest Local Trade—Necessity of Missionary Man Discussed Among Jobbers—Reiss Bros. Co. to Move Pipe House—Monroe Cigar Co. Adds "Renaud" Brand—Pushing "Principe de Gales" in Ctiy

CHICAGO, March 27.

CONDITIONS remained steady in Chicago this month. Trade has been normal for both wholesalers and retailers and manufacturers are finding a good market for their goods. A number of new brands are being introduced by cigarmakers and their reception by the trade is being watched with interest.

The optimism long prevailing among the cigarette dealers continues. All of the representative brands are finding a liberal outlet for their product both in Chicago and the Middle West generally.

Two bills introduced in the state legislatures to govern the sale and consumption of cigarettes are receiving the scrutiny of cigarette manufacturers and dealers in this part of the country. The bills are pending in the legislatures of Minnesota and Indiana.

The Minnesota measure makes it unlawful for any person to sell cigarettes or the makings of cigarettes to minors and forbids the smoking of cigarettes by minors, except on the premises of the minor's parents or guardian. It also provides that no person or organization shall deal in cigarettes without a license—the amount of which is not specified—and a bond in the sum of $1000. Anyone under the age of twenty-one is construed as a minor by the bill.

The fixing of the age limit at twenty-one is being opposed by the trade. It is argued that a boy reaches the age of discretion long before he is twenty-one, and that what is a legitimate safeguard for his moral development at sixteen may be an obnoxious restriction at twenty.

The Indiana cigarette bill, which has been passed by both houses, but has had several amendments attached to it, is substantially the same as the Minnesota measure. Several of the most drastic clauses in the bill were stricken out and are now being considered by Governor Ralston. The clause forbidding the employment of persons under twenty-one as agents in the selling or disposition of cigarettes has been eliminated. The age limit of twenty-one, under which the use of cigarettes is forbidden, is retained in the measure.

Has the doom of the manufacturer's "Advance" or "Missionary" man been sounded? This is the question that cigar jobbing houses are pondering, some of them with no little delight.

This speculation is the result of the action taken by two firms in announcing that in the future they would not allow manufacturers' salesmen to accompany their own salesmen for the purpose of increasing the sales on particular brands. In certain circles these two announcements, made independently, are taken as the forerunners of similar ones to be issued by other houses.

The argument advanced by some of the jobbers is that the "missionary" is an unnecessary and unprofitable addition to their cost of marketing their goods. They say that in the end the salaries and expenses of the "missionaries" are paid by them and not the manufacturers. They say also that their own salesmen are capable of marketing the goods, if the quality is there, and that the manufacturer's representative is an unnecessary duplication. Incidentally, they point out that the existence of the "missionary" is the open door through which the manufacturer gains access to the business secrets of the jobber.

These are some of the reasons advanced by the middlemen, who are beginning to rebel against the "missionaries." Whether they will result in the abolition of the institution will be seen in the near future.

The present agitation in Illinois for a minimum wage for women workers is being discussed by the tobacco trade. Cigar manufacturers in particular have come out in opposition to the plan. They say that a minimum weekly wage of seven or nine dollars would mean that strippers of leaf tobacco could not be employed and that stripping would have to be abandoned in Illinois. The cost of stripping has long been counted as a fixed charge and could not be increased without working havoc with profits.

A branch of the Manufacturers' Hotel Cigar Stores was opened in the People's Bank Building in Moline, Illinois, with Scott T. Owens as manager. One thousand half-pound boxes of candy and as many ten-cent cigars were distributed at the stand on the opening day.

Reiss Brothers Company is going to move its pipe house from Lake Street to its own building at Erie Street and Fairbanks Court May 1. This building has been built to suit the particular needs of this company.

Frank W. Clarke will be the Chicago representative of Roig & Langsdorf after May 1. He will spend part of his time in the city and part in traveling over the Middle West territory.

Wood Hoffman, a cigar manufacturer of Winnipeg, Manitoba, was held up and robbed of $1375 in money and jewelry by three masked men here. He was here on a business trip. The men escaped.

George Martin has purchased the Hotel Davenport cigar stand, Davenport, Iowa, adding it to his string of stores. This makes the fifth store under the ownership and control of Mr. Martin.

The "Principe de Gales" cigar is being boosted in a brisk advertising campaign being conducted in the largest Chicago papers at the present time. J. & B. Moos distribute this brand.

The William F. Monroe Cigar Company is adding the "Renaud" brand to its line. This is a new cigar, named after George A. Renaud, secretary and manager of the company.

Fair Trade Conditions Among Manufacturers—Cortez Factory Increases Force—Two New Manufacturers, Daniel Morton and Rafael Pages—Principe de Golfo Cigar Co. to Have Separate Department for "Lilliosa" Cigar

KEY WEST, March 25.

THE report of local manufacturers indicate fair trade conditions, with a slight increase here and there. The outlook for the spring seems most encouraging. Future delivery orders are coming in steady.

Moredo & Company have increased their force to some extent and are planning an active spring campaign. It is probable that several new sizes and shapes of their popular brands will be introduced to the market. Manager Jaime Pendas has returned to this city after a brief business trip to Tampa.

There has also been some increase in force on the floors of the Cortez Cigar Company. Orders are coming in more briskly for their brand "Hernan Cortez," especially for the finer sizes.

Both immediate and future delivery orders are very fair with the M. Perez Company.

Among the callers at the factory of George W. Nichols & Company was P. Clatter, of Clatter & Sauben, the cigarists of Youngstown, Ohio, who handle the "Solace" brand exclusively. During his stay in the city he was the guest of Fred Artolozago, office manager of George W. Nichols & Company.

Sol Gans arrived here on this morning's train to call on the local trade in the interest of Max Gans & Son. He expects to leave for Tampa on the twenty-seventh to call on the trade there.

Thomas Gato, of the E. H. Gato Cigar Company, expects to leave for the New York headquarters about the end of this month. Eduardo H. Gato, Jr., who is now in Havana, Cuba, expects to return to Key West at the end of this month, and upon his arrival here Thomas H. Gato will take leave.

Among the departers was Fred Derizanz, manager of the West Indies Cigar Company, of Arecibo, Porto Rico, returning home after a pleasant stay in this city.

Application for a cigar manufacturer's license has been filed by Daniel Morton and factory No. 414 has been assigned.

Rafael Pages made application for a cigar manufacturer's license and factory No. 324 has been assigned.

Orders with Trujillo & Company are coming in more briskly and there is a very noticeable increase in the sales of their most popular brand "Polonius."

A. Aurelio Torres, president and general manager of the Principe De Golfo Cigar Company, is making arrangements for the establishment of a cigar department in which they will handle their popular brand "Lilliosa" only, in thirty-three sizes. This department, he states, will be of great interest to the cigar retailers, and it is expected to commence operation within one month, possibly less.

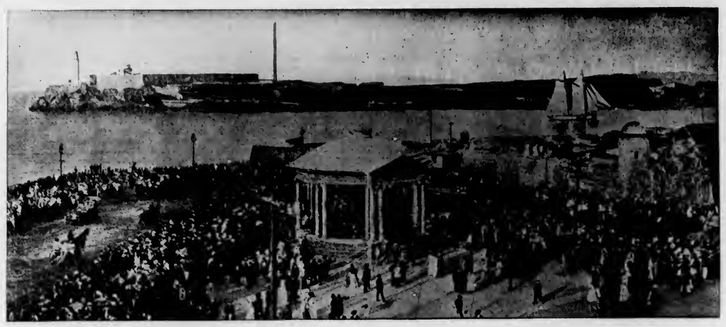
JOS. G. MARUCCI.

Late Trade Jottings

The three-story frame factory of P. G. Fernandez & Company, of Tampa, was destroyed by fire on March 25. The loss, which amounted to $23,000, was covered by insurance.

The cigar manufacturers of Tampa met recently to hear Representative Sparkman speak on the new tariff and the Custom House change. A resolution was passed to assist in securing a repeal of the order making Florida one customs district, with assistant collectors at Tampa and Key West under the direction of the Jacksonville office.

The final seal of approval has been put on the new Sumatra crop and it is generally regarded as excellent leaf. It is conceded to be even better than last year's crop. There is little danger that it will lose its color, as it has been thoroughly ripened. From its general quality the price will remain high and steady.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, March 24.

JUDGING by numbers only we should have to report a better market during the first half of this month, but if we take into consideration that over 5000 bales of old Vuelta Abajo (1911) had been liquidated at slaughterhouse prices, the apparent fair movement at this season of the year is not a satisfactory one for the sellers. On the contrary, the losses have been enormous, one house admitting that it lost $40,000 on one transaction of one thousand and odd bales of 1911 Vuelta Abajo. This money had been advanced to a veguero, who had consigned this lot of tobacco as security for the money advanced. Under ordinary circumstances the tobacco ought to have been worth considerably more, but unfortunately the leaf did not burn, and after having held it for more than a year and one-half, finally the leaf dealer ought to be thankful that our cigarette manufacturers could make use of this class of tobacco, and, relatively speaking, owing to the scarcity of colas, were willing to pay high figures. If it had not been for this the loss would have been still heavier. Naturally in all such cases the veguero, although an honest man, has no money to make good this loss, and under similar circumstances there is never a chance for the leaf dealer to collect anything from the veguero, therefore this amount can be written off to profit and loss. This experience is as old as the hills among the older leaf dealers, and strange to say, there are always some people that are willing to run the risk, although the burnt children are dreading the fire. One of our leaf dealers the other day stated that during the last thirty years there was not a single leaf dealer here that could be termed rich. He qualified this by adding that he meant who had made a million dollars, or a little less, in the leaf business, as there are in land speculations, or by sudden rises in stocks, since the war. We are almost inclined to believe that the conditions in the United States do not vary much in the leaf trade, although the cigar and cigarette manufacturers, as well as the ones of smoking and chewing tobacco, in the United States undoubtedly have been in a better condition than their brethren in the Island of Cuba. The former have had the protection of the government, while the latter had to fight singlehanded against the raising of duties and the consequent curtailing of their markets in the world.

It was like a bombshell in our market when a report arrived here today, giving the rumor from Washington of the nineteenth, that the Ways and Means Committee intended to report Schedule F by making the duty on all kinds of leaf tobacco in future one dollar per pound. We cannot believe that this rumor is based upon any authentic statement from the Ways and Means Committee, although our leaf dealers became greatly excited and took this rumor already as an established fact. If such a measure should in reality be enacted into a law, it would spell the ruin of our agriculture, leaf dealers, as well as of the clear Havana cigar industry in the United States. How our cigar industry would fare we are unable to say, but in such a case we can hardly hope that the same would be treated more leniently. The only people that would fare well would be the Sumatra importers, although even they would in the end derive no benefit from lowering the rate on wrappers, when our fillers should be raised about three hundred per cent. on the present rate, and therefore virtually be barred from being imported into the United States. This appears to us as either a hoax of a crazy man, or the American Government is trying to force us into annexation by this means. Well, we hope, that it is the former, and in the meantime await further developments.

The few buyers from the North that have come here have operated very sparingly and principally seem to be interested in the new crop. There is still some tobacco growing in the fields, while, on the other hand, it almost looks as if the rainy season might set in next month. In any event some people that have piled the temprano cut tobacco may commence to start their escogidas in April. Excepting some sample bales, the receipts from the country consist of libra de pie and hojas de semilla, which have had no fermentation in the piles. As the tobacco, even when light this year, has more life, it will require a longer fermentation in the piles not alone, but also perhaps a second sweat in the pigeon holes (casillas), after the hands have been made, before the leaf ought to be baled. At least this is the opinion of an old experienced veguero in the Vuelta Abajo. Remedios is still further backward, and the packings can hardly commence before the month of June. The vegueros are living in hopes of obtaining considerably higher prices than last year.

Sales during the past fortnight ran up to 7198 bales or divided were: Vuelta Abajo, 5821; Partido, 915; Remedios, 395, and Oriente, 67 bales.

Buyers were: Americans, 963; exporters to South America, 597, and our local manufacturers of cigars and cigarettes, 5638 bales.

Exports of leaf tobacco from the port of Havana for the two weeks ending March 15 were: To all ports of the United States, 7074; to Buenos Aires and Montevideo, 618; making a total of 7692 bales.

Receipts of Tobacco From the Country.

	For two weeks ending March 13, 1913.		Since January 1, 1913.	
Vuelta Abajo	1139	bales	1814	bales
Semi Vuelta	168	"	228	"
Partido	—	"	243	"
Remedios	81	"	535	"
Oriente	60	"	528	"
Total	1448	"	Total 3348	"

Leaf and Cigar Buyers That Come and Go.

Arrivals—From New York: José M. Diaz, president, and Manuel Lopez, vice-president, of the Preferred Havana Tobacco Company; Eugenio Lopez and Eugenio Lopez, Jr., of Eugenio Lopez & Company; Lewis Cantor, of Lewis Cantor, and Bernhard Lichtenstein, of Lichtenstein Brothers.

From Tampa: José Escalante, of José Escalante & Company; Manuel Garcia, of Perfecto Garcia & Brother, and Edgar J. Stachelberg, of Sanchez & Haya.

From Chicago: H. Lilienfeld, of Lilienfeld Brothers & Company, and A. E. Landfield, of Randall-Landfield Company.

From Philadelphia: José Alvarez, of José Alvarez & Company.

From Walden, N. Y.: John Simpson, of John Simpson.

From St. Louis: Gerald Stanley, of the Charles P. Stanley Cigar Company.

Representatives of Cigar Factories.

From New York: Max Schatz, representative for the United States and Canada for the Sol factory and for the Flor de P. A. Estanillo factory.

Returned—From Spain: Constantino Junco, leaf buyer and partner of M. Abella & Company, of Havana.

Departures—To New York: José M. Diaz, Manuel Lopez, Lewis Cantor, Bernhard Lichtenstein and Max Schatz.

To Tampa: Faustino Lozano and José Escalante.

To Chicago: Mike Friedman, H. Lilienfeld and A. E. Landfield.

To San Francisco: William Bercovich.

To Santa Monica, Cal.: Sol Arkush.

To St. Louis: Gerald Stanley via Jacksonville.

To Spain: Perico Martinez and José C. Puente.

To Germany: René Berndes.

Cigars.

We have heard that our exports during the first half of this month have again shown a decrease, as compared with last year, but as there may have been some clearances left out we shall follow our previous way of not taking any notice of the half monthly statements, and wait for the final one at the end of this month. Our large factories are at all events as busy as heretofore, so if there is a decrease it must be on account of the smaller ones.

H. Upmann & Company are fully occupied in their two factories and orders continue to come forward from all parts of the globe.

Partagas intends to build on the two adjoining buildings and carry them up to the same height as their original factory. This tells the story better than anything else.

"Romeo y Julieta" cigars are without question the most popular brand in the United States, which have the largest sale of any single factory, but now, thanks to the propaganda made by Don Pepin Rodriguez, it is gaining rapidly in the English markets, owing to the fine quality and workmanship.

Mr. Francisco Arango, the director-general of the Henry Clay and Bock & Company, Limited, received a cable on Saturday, March 22, from Tampa, informing him of the sudden demise of his brother, Manuel Arango, and left at once for that city. THE TOBACCO WORLD begs to tender its deep-felt sympathy to Mr. Francisco Arango and the family of the deceased.

Sol is well supplied with orders from the United States and England, which to a great part consist of regalia sizes.

Castañeda is holding its own not alone in the dull season, but actually gains more and more in popularity in all parts of the world.

Flor de P. A. Estanillo reports the same cheerful news as regards the receipts of high-priced regalia sizes, and as Felipe Rodriguez & Company cannot find enough workmen to make these specially artistic shapes, they were forced to let their cigarmakers labor even on Good Friday, which otherwise is kept here as our greatest holiday, when all stores are tightly closed.

Other busy factories are Por Larrañaga, Eden, Flor de José Otero, Allones, Limited; C. E. Beck & Company, and La Escepcion.

Buying, Selling and Other Notes of Interest.

Maximilian Stern was the biggest buyer during the past two weeks, having secured in all 4896 bales of leaf.

Manuel Garcia Pulido was the largest seller during the past fortnight by disposing of all his holdings, amounting to 3000 bales of old Vueltas.

Diego Montero purchased 497 bales of leaf for the South American markets.

Baldomero Grau sold 1000 bales of 1911 Remates during the last two weeks.

Cifuentes, Fernandez & Company were buyers of 405 bales of different kinds of tobacco.

Bruno Diaz closed out 300 bales of his holdings during the same time.

Leslie Pantin secured for his customers in the United States (by cable) 263 bales of leaf.

Avelino Pazos cleaned his warehouse by one transaction of 300 bales of Partido.

H. Upmann & Company were buyers of 200 bales of leaf for their factory.

Fernando Fernandez & Hno. sold 292 bales of Vuelta Abajo to their customers.

C. E. Beck & Company had bought 200 bales of choice new libra de pie for their factory.

Sabrinos de A. Gonzales were sellers of 263 bales of various kinds of leaf to their clients.

José Escalante & Company added 200 bales by purchases in our market to their holdings.

José Menendez disposed of 235 bales of Semi Vuelta and Partido to his customers.

Mike Friedman was lucky enough to find 200 bales that would suit his clients.

Viuda de Luis Muñiz & Company turned over 200 bales of their holdings of Vuelta Abajo.

A. E. Landfield purchased 150 bales of leaf to tide him over until the new crop is ready.

José C. Puente & Company sold 100 bales of their stock during the fortnight.

Manuel Suarez was a buyer of 150 bales of leaf for account of his customers.

Cardenas & Company disposed of 100 bales of their choice holdings of 1912 Vuelta Abajo.

La Moda bought 87 bales for its cigarette factory of new libra de pie.

Carlos Arnoldson & Company sold 64 bales from their fine stock of leaf.

The firm of Elias Diaz & Company has been dissolved and a new one has been formed under the style of Bienes, Diaz & Company. The partners are Alejandro Bienes and Elias Diaz, while Antonio Granda remains as a silent partner. The circular is dated March 12, and the new firm remains at the old stand of 74 Virtudes Street. We wish them success.

The news of the death of Frank Dominguez has been severely felt here by the many true friends that he possessed. He will be missed, and Havana condoles sincerely his partner, E. A. Calves, and his widow in Philadelphia.

According to the *Havana Post* our government has given permission to start a cigar factory in the prison, on Principe Hill, to Juan Fraile Padron, and it is estimated that from seven hundred to eight hundred prisoners may be given work to learn this trade and thus earn some money. There are, however, some real cigarmakers among the 1500 prisoners confined there.

Gerald Stanley left here on the 22d inst. via Key West and the east coast of Florida. He intended to stop over at some of the places for a few days, thence leaving via Jacksonville for St. Louis. After that he will leave for the Pacific Coast.

Edgar J. Stachelberg has gone to the Vuelta Abajo to make a thorough tour of all the choicest spots, examining all the vegas and taking an exact and exhausting note of everything, so that he will be well posted when the buying opens, and that he may secure the very best kinds of leaf for Sanchez y Haya later on, as his idea is to make the No. 1 factory a number one in every respect. His idea is not to return to Tampa until the twenty-seventh of April.

El Dia, one of our daily papers, published an article today about Don Pepin Rodriguez, stating that he had given to Dr. M. Delfin—who tries to support a private poorhouse institution (casa del pobre) by charities given to him, mainly devoted to children—$5000. The article in question speaks in very laudable terms about all that Don Pepin, who is not a millionaire by a longshot, has done here in Havana as well as in Spain. In fact, any one that knows Don Pepin is always sure to find his purse open when there is a real case of charity, or for any object of merit that appeals to him.

Shippers above 300 bales from the port of Havana for the last two weeks, ending March 15, were: Maximilian Stern, 996; H. H. Strater, 900; Miguel V. Perez, 572; Leslie Pantin, 543; Mark A. Pollack, 497; Michaelsen & Prasse, 358, and Ernst Ellinger & Company, 311 bales.

ORETANIV.

Letters to the Editor

Considers It a Well Spent Dollar

CANTON, O., March 22.

Editor THE TOBACCO WORLD:

Dear Sir:

Enclosed please find one dollar for year's subscription to THE TOBACCO WORLD. I consider this a "well-spent" dollar.

Yours very truly,

M. E. LOEB.

Manufacturers of Case Shooks Communicate

RED LION, PENNA., March 15.

Editor THE TOBACCO WORLD:

Will you kindly give us the addresses of concerns manufacturing tobacco case shooks. We want a major manufacturer. Thanking you for this information, we remain,

Very truly yours,

THE MEADS TOBACCO COMPANY.

Manufacturers of this class of goods get in touch with this concern.

"One of the Best Dollars He Spends"

ROCHFORD, ILLINOIS, March 10.

Tobacco World Corporation, Philadelphia, Pa.

Gentlemen: Enclosed please find one dollar to cover subscription to THE TOBACCO WORLD. Nineteen years in the business, and feel this is one of the best dollars that I spend.

MOFFATT CIGAR COMPANY.

To Cure Seedy Tobacco

PHILADELPHIA, March 17.

Editor THE TOBACCO WORLD:

Would like you to advise me what I could use to cure tobacco which is very seedy, and oblige,

D. ORNSTEIN,
2462 Kensington Avenue.

Write to Fries & Brother, 92 Reade Street, New York City, who make solutions to remedy such tobacco.

Who Makes "La Emperatriz"

PHILADELPHIA, March 5.

Editor THE TOBACCO WORLD:

Dear Sir—Will you kindly inform me who makes the "La Emperatriz" Manila cigar, and oblige,

Yours very truly,

INQUIRER.

Titles for Whiskey Labels

CHICAGO, ILL., March 20.

Editor THE TOBACCO WORLD:

Dear Sir—Will you please inform me if you register titles to be used for whiskey labels? If not, where they may be registered and the cost?

Yours very truly,

P. A. KAUFMANN,
5042 North Ashland Avenue.

ANS. We register titles for the tobacco trade only. Titles for whiskey labels may be registered in the United States Patent Office, Washington, D. C.

Tobacco Extract Containing Nicotine

NEW YORK, N. Y., March 18.

Editor THE TOBACCO WORLD:

Dear Sir—We have an inquiry from Europe for a tobacco extract containing eight per cent. of nicotine. We understand that such an extract is being shipped from here, but we are not sure of it. Could you tell us whether this is so, and if so, could you give us the names of a few reliable producers of such extract?

Respectfully,

A. KLIPSTEIN & COMPANY.

ANS. Write to Messrs. Fries & Brother, 92 Reade Street, New York City.

Shipments From Key West

For 15 Days Covering March 10th to March 25

Consignees.	Cases.
Fred Meyer, New York, N. Y.	1
Oppenheimer Cigar Co., Bay City, Mich.	1
The Iroquois Impt. Co., Buffalo, N. Y.	1
Geo. S. Nichols, New York, N. Y.	2
W. A. Henderson & Co., Wash., D. C.	1
C. H. Koehler, New York, N. Y.	1
Austin Nichols & Co., New York, N. Y.	2
G. W. Faber, Inc., Chicago, Ill.	3
Park & Tilford, New York, N. Y.	27
Idelman Bros. Co., Cheyenne	1
Gunna, Strauss & Co., New York, N. Y.	2
Geo. W. Nichols, New York, N. Y.	10
Park & Tilford, New York, N. Y.	14
Martinez Havana Co., New York, N. Y.	8
Marlborough Blenheim, Atlanta, Ga.	1
The Blue Hive Co., Wilmington, Del.	1
Reymer & Bros., Pittsburgh, Pa.	4
Collins Co., San Antonio, Tex.	1
Jas. McCord, Ft. Worth, Tex.	1
Missoula Merc. Co., Missoula, Mont.	1
S. Batchman, San Francisco, Cal.	37
G. Goldstein, Austin, Tex.	2
Metzler Bros., Dallas, Tex.	1
Simon Silzenstein, Dallas, Tex.	2
Platter Tob. Co., Dallas, Tex.	1
Skillersee Bros., Dallas, Tex.	1
W. S. Proctor, Houston, Tex.	1
Best & Russell Co., Chicago, Ill.	3
M. A. Gunst & Co., New York, N. Y.	1
Moore Cigar Co., Phila., Pa.	1
G. S. Mahn, New York, N. Y.	1
G. S. Mahn, Phila., Pa.	3
G. S. Mahn, New York, N. Y.	1
G. S. Mahn, Phila., Pa.	1
Eger & Co., Chicago, Ill.	1
M. Glockwood, Cleveland, O.	1
W. W. St. Johns Co., New York, N. Y.	1
C. S. Stocker, Canton, O.	1
Jeynes Drug Co.	1
United Cig. St. Co., New York N. Y.	13
Moore Cigar Co., Phila., Pa.	1
Lowden Cigar Co., New York, N. Y.	3
E. Bradford Clarke, Phila., Pa.	2
United Cig. St. Co., Chicago, Ill.	1
Dusel, Goodloe & Co., Phila., Pa.	2
Met. Tob. Co., New York, N. Y.	2
Reid, Murdock & Co., Chicago, Ill.	1
National Cigar Stores Co.	1
Washington Tob. Co., Wash., D. C.	1
Est. C. J. Donovan, Buffalo, N. Y.	1
B. F. McBride, Bradford, Pa.	1
S. Benamore, Boston, Mass.	1
Simon Lichtenstein, Chicago, Ill.	1
Wheelan Bros., Syracuse, N. Y.	1
Simon Silzenstein, Dallas, Tex.	5
F. Eppstein & Co., Dallas, Tex.	3
H. G. Swinford & Co., Houston, Tex.	1
F. Eppstein & Co., Dallas, Tex.	1
Abe Frank, Austin, Tex.	1
Henry Letter, Ft. Worth, Tex.	1
A. M. Friend, Ft. Worth, Tex.	1
Abe Brank, Austin, Tex.	1
Morris Block & Co., San Antonio, Tex.	1
Max L. Block, Houston, Tex.	3
M. A. Gunst & Co., Los Angeles, Cal.	1
F. I. Herst, Galveston, Tex.	1
M. A. Gunst & Co., San Francisco, Cal.	1
M. A. Gunst & Co., Portland, Ore.	1
Dan P. Carter, San Francisco, Cal.	1
Fred Barman & Bros., Los Angeles, Cal.	2
I. Lowenstein & Son, Houston, Tex.	1
Max L. Block, Houston, Tex.	1
Menger Hotel, San Antonio, Tex.	1
Sam Freund & Co., Waco, Tex.	5
J. M. Crook, Paris, Tex.	1
Southwest Cigar Co., Dallas, Tex.	2
Southwest Cigar Co., Dallas, Tex.	1
Bier, Saalberg & Co., San Francisco, Cal.	1
H. Bercovich, San Francisco, Cal.	4
Martinez Hav. Co., New York, N. Y.	1
G. S. Mahn, New York, N. Y.	1
John C. Davis, Cincinnati, O.	1
Sullivan & Brock, Louisville, Ky.	1
Duncan & Moorhead, Phila., Pa.	1
Austin Nichols & Co., New York, N. Y.	1
Valloft & Dreux Co., New Orleans, La.	5
Toleston & Warfield Co., Sioux City, Iowa	3
Max Guirrand, New Orleans, La.	1
Chas. Myers & Co., New Orleans, La.	1
T. B. Moose, Louisville, Ky.	3
Jos. Way, Phila., Pa.	2
Platter, Sloan, O'Donohue, New York, N. Y.	1
United Cig. St. Co., Brooklyn, N. Y.	12
A. M. Gunst & Co., New York, N. Y.	2
E. H. Gato Cigar Co., New York, N. Y.	1
E. G. Turner, Akron, O.	1
F. S. Ozier Co., Akron, O.	1
Menrienenny, Hammond Co.	3
C. E. Backarck, Franklin, Pa.	2
Moore Cigar Co., Phila., Pa.	1
A. H. Lauer, Phila., Pa.	1
Lowden & Co., New York, N. Y.	4
M. Grassman & Co., Milw., Wis.	4
Austin Nichols, New York, N. Y.	2
G. W. Faber, Chicago, Ill.	1
Clarence Huschlom & Co., Chic., Ill.	1
Sam Freund, Waco, Tex.	2
Morris Block, San Antonio, Tex.	1
Platter Tobacco Co., Dallas, Tex.	1
Gunters Hotel, San Antonio, Tex.	1
E. Seelig, Austin, Tex.	1
Henry Lowe Cig. Co., Ft. Worth, Tex.	1
E. Eppstein & Co., Dallas, Tex.	5
Sam Rouse, Houston, Tex.	1
S. Salzenstein, Dallas, Tex.	1
Union City & News Stand, Houston, Tex.	1
I. Lowenstein & Son, Houston, Tex.	1
Beaumont Cigar Co., Beaumont, Tex.	1
E. Samuel, Galveston, Tex.	1
J. Oppenheimer & Co., San Antonio, Tex.	1
Abe Frank, Austin, Tex.	1
P. P. Martinez, Dallas, Tex.	2
M. M. Loet, Beaumont, Tex.	1
St. Anthony Hotel, San Antonio, Tex.	1
Max L. Block, Houston, Tex.	1
Jas. A. Dick & Co., El Paso, Tex.	1
Timer, Herald Cigar Co., Waco, Tex.	1
Southern Cigar Co., Dallas, Tex.	1
Davidson Bros., Houston, Tex.	1
St. Anthony Hotel, San Antonio, Tex.	1
Casey, Sevesey Co., Ft. Worth, Tex.	2
J. M. Crook, Paris, Tex.	1
Southwest Cigar Co., Dallas, Tex.	2
S. Goldstein, Austin, Tex.	1
Sam Freund, Dallas, Tex.	1
C. V. Rhodes, Galveston, Tex.	1
Cortez Cigar Co., Savannah, Ga.	4
Cortez Cigar Co., Savannah, Ga.	4
L. E. Campbell, Meridian, Miss.	1
U. Koen Co., New Orleans, La.	1
Cortez Cigar Co., Savannah, Ga.	3
U. Koen Co., New Orleans, La.	1
Kerr's Drug St., Murfreesboro, Tenn.	1
Cortez Cigar Co., Savannah, Ga.	5
Cortez Cigar Co., Savannah, Ga.	5
Lowden Cigar Co., New York, N. Y.	1
C. L. Brandin, Minneapolis, Minn.	1
Metropolitan Cig. Co., Denver, Col.	2
Hill Bros., Miami, Fla.	1
U. Koen Co., New Orleans, La.	1
Columbia Drug Co., Savannah, Ga.	1
Cortez Cigar Co., Savannah, Ga.	9
E. M. Schrenborn, Columbus, O.	1
Teofil Stan	1
United Cigar Stores Co.	1
P. & H. Cigar Co.	1
Sanford, Chamberlain & Albers Co.	3
Hill Bros. Miami, Fla.	1
Louis Sarayan, St. Louis, Mo.	1
Patterson & Hoffman, Oklahoma City, Okla.	1
Wicht & Turner Co., Jacksonville, Fla.	1
Baker & Holmes Co., Jacksonville, Fla.	1
Wicht & Turner Co., Jacksonville, Fla.	1
Metropolitan Cigar Co., Denver, Col.	1
The Grinsfelder Co., Spokane, Wash.	1
H. M. Hobbie Grocery Co., Montgomery, Ala.	1
Niles & Moser Cigar Co., Omaha, Neb.	1
Hix, Gravely Cigar Co., Montgomery, Ala.	1
Crescent News & Hotel Co., New Orleans, La.	1
Smith, Kline & French Co., Phila., Pa.	1
Hemenway & Moser Co., Salt Lake City	1
J. W. Talor & Co., Wallace, Ida.	1
Lewiston Mercantile Co., Lewiston, Ida.	1
J. Weil & Co., Boise, Ida.	1
Falk Wholesale Co., Boise, Ida.	1
The Owyher Hotel, Boise, Ida.	1
Bingham Hotel Co., Phila., Pa.	1
Tara & Harris, Portland	1
M. A. Gunst & Co., Seattle, Wash.	1
Cortez Cigar Co., Savannah, Ga.	10
Stark & Hawkins, Toledo, O.	2
E. A. Saunders Sons Co., Richmond, Va.	8
Patterson & Hoffman, Oklahoma City, Okla.	2
Ino. Middleton, Phila., Pa.	1
Ino. Casnatt Cigar Co., Columbus, O.	1
Corner Cigar Co., Marion, O.	1
Gus Lebolt, Springfield, O.	1
Watt Cigar Co., Minneapolis, Minn.	1
F. W. Smith, Spokane, Wash.	1
Oberholtz & Pouisett, Kansas City, Mo.	8
Van Nay News Co., Kansas City, Mo.	1
Un. Pac. R. R. Co., Comsy. Dept., Omaha, Neb.	2
Thomas W. Short, St. Paul, Minn.	3
C. C. Taft Co., Des Moines, Ia.	4
The Rothenberg & Schloss Co., Denver, Col.	1
Hemenway & Moser Co., Salt Lake City, Utah	1
Lewiston Mercantile Co., Lewiston, Idaho	3
The Hart Cigar Co., Portland, Ore.	4
Bourz & New, Seattle, Wash.	1
Moore & Jones, Nashville, Tenn.	1
Lamar, Taylor & Riley Drug Co.	3
Cortez Cigar Co., Savannah, Ga.	7
A. K. Moore, Phila, Pa.	1
R. D. Bunnett Cigar Co., Birmingham, Ala.	3
J. S. Pinkussohn Cigar Co., Charleston, S. C.	1
Luis Klein Cigar Co.	2
Metropolitan Cigar Co., Denver, Col.	2
J. D. Adair, Sioux City, Iowa	1
C. C. Snider, Birmingham, Ala.	1
Hotel White, Kansas City, Mo.	1
Norman Hotels, Spokane, Wash.	2
Alabama Grocery Co., Birmingham, Ala.	1
M. A. Gunst & Co., Portland, Ore.	1
Rothenberg & Schloss, Kansas City, Mo.	1
Denver & Rio Grande Dining Car Service, Denver, Col.	1
Irwin Dietrich, Phila., Pa.	1
Mirchell, Fletcher & Co., Phila., Pa.	2
R. D. Burnett Cigar Co., Birmingham, Ala.	1
Phillips, Tranick Co., Nashville, Tenn.	1
Cortez Cigar Co., Savannah, Ga.	2
J. F. Jones, Vicksburg, Va.	1
Total cases	589

Bales.	
E. H. Gato Cigar Co.	5
Moreda & Co.	24
F. B. Guito	6
Cortez Cigar Co.	20
Martinez Havana Co.	63
Cortez Cigar Co.	20
E. H. Gato Cigar Co.	180
Total bales	318
Withdrawals from warehouse for same term	498

West Chester County Cigar Dealers Organize

At Meeting, Which Nicholas Ehrlich Addresses, Permanent Body is Formed and Officers Are Elected

THE cigar dealers of Westchester County, New York, were organized in Offinger's Hall, First Street and Sixth Avenue, recently. This had been planned for some time and was consummated through the efforts of the Independent Retail Tobacconists' Association, of New York. After organizing, the officers were elected as follows: Gustav Reiss, Mt. Vernon, president; J. Platt, of Mt. Vernon, vice-president, and S. Friedman, of Yonkers, secretary.

Nicholas Ehrlich, of the New York Association, made an address to the members and urged them to take their responsibilities seriously. He emphasized the fact that the body could live only through the interest the members took in it and the support they gave to it.

Jacob Wertheim Presented With Loving Cup

A committee representing the office employees, salesmen and factory superintendents of the United Cigar Manufacturers Company, called recently at the residence of the retiring president, Jacob Wertheim, at Fifty-eighth Street and Seventh Avenue, New York City, bearing a token of their esteem in the form of a beautiful silver loving cup. Such a handsome gift presented on the eve of his retirement from the company eloquently shows the high regard in which Mr. Wertheim was held by his associates. He had the cup photographed and sent a copy bearing his autograph to each employee concerned.

Burley Tobacco Co. Introduces "City Club"

A new smoking tobacco has been placed on the market called the "City Club," and from the progress already made in placing this brand it should shortly be one of the best known and biggest sellers. It is manufactured by the Burley Tobacco Company, Incorporated, of Louisville, Kentucky, who claim that it is desirable both for cigarettes and pipe smokers. The manufacturers own the land from which the tobacco is grown for "City Club" and stand back of their product to such an extent that they authorize dealers to refund the purchase price of the tobacco to any one who is satisfied that "City Club" is not the best. The plan for introducing this brand with dealers is explained on page nine of this issue.

Detroit

Joseph T. Snyder to Have Stand at 117 Woodward Avenue—Mel Soper to Open Up April 1st—Another Store for Central Cigar Co.—John J. Bagley Co. Pushing "Old Colony"

DETROIT, MICH., March 24.

IT has been definitely decided that Joseph T. Snyder, who operates a chain of cigar stores in the East, and who recently opened a new store in Toledo, will have one in Detroit at 117 Woodward Avenue, right next door to that of E. M. Harris, and making a link of six cigar stores in a row, as follows: McMillan's, O'Brien's, La Fond's, E. M. Harris, Millard's and Snyder's. The contractors have already started to remodel the store, which was formerly occupied as a lunch room, and it will be fixed up very attractively. The cigar department will be in the front, while the rear will be used for a high-class buffet. Some one said that Detroit's down-town district was being overdone, but no one reports any falling off in business since the advent of the new stores, and, in fact, if anything, they say that business is better than ever.

Mel Soper says he can see nothing to hinder his opening of the new store in the Dime Bank Building on April 1. The decorators are now doing their work, and then it is simply a case of setting up the fixtures. It will be the best day-lighted store in Detroit.

The Central Cigar Company on March 17 opened another store in the Peter Smith Building, in which is located the Peter Smith Grocery Store. Harry H. Marks has charge of it; he was formerly at the Broadway and Gratiot branch. The stand is so shaped as to have half of it facing the grocery store and the other half in the lobby of the building, which is ten stories high.

The Harry W. Watson Company have recently added the "Marcellus" brand to their various retail stands.

C. W. Berkley, who represents the P. Lorillard Company in this territory since the first of the year, is giving his exclusive efforts at present to push the sale of "Luxuries" and "Trophies" cigarettes.

Paul Lindner, who has charge of the cigarette department for the Middle West for P. Lorillard, was a visitor to Detroit last week. This makes his second Detroit visit this year.

Two bales of tobacco were received in Grand Rapids last week for Malick & Azkoul. The shipment was from Syria.

The Kern cigar store, 213 Genesee Street, Flint, is one of the live stores of the town. They are the sole agents for the "Perry" pipe, and have a big business in cigars by the box.

One of the most complete cigar departments in the village of Fairview, a suburb of Detroit, is that of Richardson's barber shop. Many of the high-grade brands are handled, the leaders being "Webster," "La Preferencia," "Julia Marlowe," "Garcia & Vega" and "En Boga," which is carried in four sizes. Mr. Richardson is having his entire place renovated. This particular section, called "Fairview," is building up very rapidly, due to the Chalmers, Hudson and Continental Motor Car companies being in the immediate vicinity, each of which employs thousands of skilled workmen.

Harry Elsey, manager of the cigar department at the Hotel Downey, at Lansing, was in town Saturday and Sunday of the past week and called on many of his friends in the trade. He reports that he has recently added the "Ben Merza," "Girard" and the new progress size of "El Planco." On account of the Downey being the only modern hotel in Lansing it receives the trade of all the Senators and Congressmen, as well as the hundreds of other business people who have to go to Lansing, the State Capital, on various legislative matters.

Moe Berger, who makes the "Battery" and "Governor Osborne" cigars, is operating the cigar stand in the Capitol building during the session of the State Legislature. All cigars are supplied by the Hotel Downey cigar stand.

Damage was done to a number of cigar stores throughout the city when the terrific gale struck here on March 21. Windows were blown in and signs blown down. Two large plate glass windows in the cigar store of H. E. Stamm, 100 Michigan Avenue, were blown in and hundreds of cigars scattered over Michigan Avenue.

Ambrose Marble, a leading tonsorial artist in Battle Creek, is to build an addition to his shop so that he can handle cigars and tobacco.

Frank A. Greene has sold his third interest in the Diamond Billiard Parlors on South Burdick Street, Kalamazoo, to Charles Wagner, manager of the Kalamazoo baseball team.

The death last week of Julius W. Winckler, of Detroit, marks the passing of one of Detroit's oldest Masons. He had lived in Detroit for fifty-seven years and much of the time was engaged in the cigar business. Mr. Winckler was seventy-five years of age and death was due to pneumonia.

A three-story addition to the Clifton House on East Main Street, Battle Creek, is being arranged for by John Callahan, the proprietor. It is expected that the work will start within sixty days. A billiard room and cigar store will be among the new improvements.

"Simply scrumptuous" is the opinion of everyone who steps into the Glenn Matthews new cigar store at 301 East Main Street, Kalamazoo. Glenn has moved his cigar and pocket billiard establishment one door west of the old location and has now one of the finest rooms for the selling of joy smokes in that part of the state. New steel ceiling, new floors and woodwork; in fact, the whole place has a Broadway look of up-to-dateness.

The Flint Electric Cigar Company, of Flint, Michigan, had a very attractive display at the recent Pure Food Show held in that city by the Michigan Retail Grocers' Association, who were in convention.

C. W. Bennett, the hustling druggist of Bancroft, Michigan, has the "National Cigar Stand" privilege in his city. In a contest which the cigar company has been running for sales, Mr. Bennett was sixty-second out of one hundred and seventy-five entered, which speaks very well for him, being situated in such a small town. Mr. Bennett keeps his cigar case up in the finest shape and the result is his sales went up with the average city stores.

Otto Saichet, of the American Tobacco Company, is working Marquette, Calumet, Houghton and other cities in the Upper Peninsula.

Detroit welcomed Ben Lesser and his bride, who recently paid us a short visit while on their honeymoon. Mr. Lesser is the "one best bet" of F. Lozano & Company, and has a large circle of staunch friends in this city.

A balcony is being built in the Woodward Avenue store of La Fond & Company, which will be devoted to the general offices of the company. The stock from the wholesale store on Jefferson has been moved to the basement of the new store. It is reported that La Fond & Company are about to take a lease on another store in the down-town district.

On Saturday, March 15, the John J. Bagley Company throughout Saginaw, Bay City and other Michigan cities, gave two full sized cans of "Old Colony" tobacco with ten cents and a signed coupon which appeared in the daily newspapers of the preceding date. The dealers who handled these coupons were then allowed to send the coupons in to the Detroit office of the company, who redeemed them at ten cents each.

After an eight-weeks tour, during which time he visited Switzerland, Italy and other points of interest on the continent, Frank S. Schauber, of the Owl drug store, returned to his home in Mount Clemens.

The Beuhler Leaf Tobacco Company at 79 West Jefferson Avenue, Detroit, has been incorporated with an authorized capital of $15,000, of which $7500 has been subscribed and $2700 paid in in cash.

Mrs. M. L. Hodge has purchased the retail cigar business of the Dierdorf Cigar Company on Crescent Avenue, Grand Rapids, and has already taken possession. Mrs. Hodge's son and Carl Olson will conduct the business. The Dierdorf Company will continue its wholesale and manufacturing cigar business.

A deal was consummated last week whereby the McGee cigar store at 39 West Main Street, Battle Creek, which has been maintained under that name for many years, was sold to C. N. Spaulding, proprietor of the Period cigar store on North Jefferson Avenue. Mr. Spaulding will run the West Main Street store along the same lines as the Period, introducing a line of candies. S. W. McGee, senior member of the firm of McGee & Son, was recently stricken with an attack of paralysis, and will retire from active business for the present at least. Ed McGee, junior member of the firm, is travelling on the road.

After several weeks at Hot Springs Virginia, Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, is back and says he feels very much improved in health.

Visitors: Paul Linder, of P. Lorillard & Company; Al Korn, of S. Furgatch & Company; C. B. Cameron, of the Waldorf-Astoria Segar Company; Frank Horning, of A. Anton Bock; Albert Falk, of the Falk Tobacco Company; O. S. Murphy, of Storm-Fisher Company; Mr. Toplitz, of Wm. Steiner Lithographing Company, and Maurice Blumlein, of A. Blumlein & Company.

MICHIGAN.

Rumored That M. C. Patterson Will Again Manufacture

A rumor has been noted in trade circles of Richmond, Virginia, for some time relative to the re-entering of Malvern C. Patterson, former vice-president of the American Tobacco Company, into the manufacturing business. It is said that since he sold all his processes and patents for manufacturing smoking tobacco, he will go into the making of cigarettes.

Mr. Patterson resigned from the American Tobacco Company last December, and the last report states that he has sold his stock in this company also. The old R. A. Patterson Tobacco Company plant in Richmond is not now in use and it is possible that this will be utilized.

San Francisco

Several Bills, Now Before Legislature Affecting Tobacco Trade, Opposed—Alfred I. Esberg Tendered Dinner—Charles Mattheas & Co. to Do Lot of Specialty Work on "Counsellor"

SAN FRANCISCO, March 20.

THE cigar men have experienced enough disturbance in the last year on account of the number of country towns that have gone "dry," but this winter the whole country has been going dry a good part of the time, and at the beginning of this week, with rainfall far below normal, it was feared that crops in many sections would be ruined. Rain came in the nick of time, but a more thorough drenching is needed, and until it comes no great activity can be expected. Under such conditions the volume of business of late has been rather disappointing everywhere, as consumers all over the country are trying to economize, and the retail trade will buy only what is urgently needed. Fortunately there are some good spots, as the logging camps are beginning to open up, and will operate on a larger scale than usual, while mining camps in California and Nevada are taking more than their normal share of goods. If the state receives a good drenching in the next few weeks, there is little doubt that summer and fall will bring unusual activity, as everything except the crop situation is favorable.

The number of bills introduced in the present California Legislature runs into the thousands, including a great number of extremely radical measures, which might be injurious to many industries, and thus tend to keep the business community in an unsettled state. Among the proposed bills which are of special interest to cigar men is one to prohibit the sale of cigarettes, and one to stop the use of dice or cards, or mechanical devices in which these play a part, in the sale of merchandise. Both bills are being strongly opposed, the former by all tobacco interests, and the latter especially by the retailers, as the use of the devices mentioned seems almost inseparable from the retail cigar business in this state, and their prohibition would work a material hardship on the majority of dealers. The local retailers are now being represented in Sacramento by John C. Connor, a live member of the association, who is well qualified for the work, and who expects to stay on the ground until the fate of the bills is settled.

Alfred I. Esberg, of M. A. Gunst & Company, was the guest of honor at a complimentary dinner, tendered on the evening of March 14 by fellow-members of the directorate of the Panama-Pacific Exposition. The dinner, which was given at the Bohemian Club headquarters, was arranged as a surprise to Mr. Esberg, and was given as a sign of esteem on the eve of his departure for New York, where he will take charge of the offices of the United Cigar Manufacturers.

Herman Moss, Coast representative of the S. R. Moss Cigar Company, of Lancaster, Pennsylvania, has just returned from a successful trip through the North. Charles Kohlberg, specialty man for the "Flor de Moss," is now carrying on his work in Nevada.

H. L. Judell, distributor of the "Moss" line, as well as of Bondy & Lederer's goods, reports a steady run of repeat orders for the "Flor de Moss." He is well pleased with the results of the specialty work done on the "Watt." W. B. Patillo, the lightning sketch artist working for this line, is now in Fresno, having covered several other valley points. One of his window sketches while at Sacramento was of Emil Judell smoking a "Watt," and this is now on display at the local office. J. J. Downing, formerly with Chas. Mattheas & Company, is now representing H. L. Judell & Company in Alameda County.

F. W. Schwarz, who has been on an extended trip through Canada in the interest of Chas. Landau, the H. Upmann agent, reached San Francisco last week, having stopped off at the principal points in the north Coast States.

Robert E. Lane, of New York, general agent for Cifuentes, Fernandez & Company, of Havana, is now making his first visit to San Francisco.

J. H. Davidson, who has been for some time with Glaser Brothers, a local jobbing house, is now with H. Bercovich.

Leo F. Weiss, representing the Ruy Lopez Company, is expected shortly on a visit to Bier, Saalburg & Company, the local distributors.

Monroe Gaw, clerk in the cigar store of S. R. Ryan at Sacramento, California, received notice recently from attorneys at Chihuahua, Mexico, that he had inherited the entire estate of his father, Erasmus Gaw, who died there recently. The estate includes a good-sized ranch, with a value of about $50,000.

Following the change of ownership of the Nestor Gianaclis Company, the resignation is announced of Geo. Cacematis, who has been doing specialty work on the Coast for this line for about a year past. The distribution is still in the hands of the Edw. Wolf Company.

Chas. Mattheas & Company, well known jobbers of this city, have taken up the "Counsellor" five-cent cigar, made by Allen R. Cressman's Sons, of Philadelphia, the agency having been placed by E. D. Marshall on his recent visit to San Francisco. They are preparing to do a lot of specialty work in introducing this line, for which they expect to get a wide distribution. Before returning East Mr. Marshall made a visit to the northern cities.

J. McHenry has opened a new cigar store at Roseville, California.

Incorporations and Changes in the Tobacco Trade

Consumers' Cigar Company, Indianapolis; capital stock, $10,000; to conduct a wholesale and retail cigar and tobacco business; directors, Edwin G. Ritchie, Charles E. Farrell, Ocie M. Jones, Robert F. Davidson.

John O. Frye & Company, Frankfort, Kentucky; $10,000; to deal in wholesale and retail tobacco, etc.; J. O. Frye, F. E. Lescure, L. M. Lescure.

M. A. Gunst & Company, Incorporated, Portland, Maine; to manufacture tobacco and smokers' articles. Capital stock, $3,100,000; par value of shares, $100; paid in, $600. President, Ernest E. Noble; clerk, H. M. Verrill; treasurer, E. V. Mann; directors, E. E. Noble, E. V. Mann, M. S. Newcomb, B. E. Hamlin, H. C. Wilbur and Arthur Chapman.

Creole-Carrott Tobacco Company, St. Genevieve, Missouri; capital, $18,000. Incorporators, J. W. Schwent, A. H. La Change and George V. Wecker.

Greenburg Loose Leaf Tobacco Warehouse Company, Green County, Kentucky, increasing capital from $15,000 to $25,000.

The Alfana Cigar Company, Boston and New York, $35,000. Incorporators, Pierce J. Grace, Michael Moskowitz, Willis Tuxbury.

The Cuban-American Cigar Company, Wilmington, Delaware. Capital stock, $50,000. To prepare for market tobacco in all its forms. Incorporators, Herbert J. Latter, William J. Maloney, Norman P. Coffin, all of Wilmington, Delaware.

Myers-Cox Company, Dubuque, Iowa, succeeding Myers, Cox & Company. Capital stock, $150,000. Affairs of concern to be conducted by board of directors.

The Connecticut Tobacco Corporation, of Granby, Connecticut, has filed in the office of the State Secretary a certificate of additional shares of capital stock. At a meeting of the directors some time ago it was voted to issue 1450 shares, making the outstanding stock $995,000.

The I. M. Gottlieb Mercantile Company, of Poughkeepsie, New York. To deal in tobacco, cigars, etc. Capital, $10,000. Incorporators, Israel M. Gottlieb, Isaac Gottlieb and Louis Lang.

The Cigar Register Wrapper Company, of New York. Capital, $12,000. Incorporators, David Strasser, Emanuel E. Kleiner and Benjamin H. Wasserman.

The Marshall Drug Company, of Cleveland, Ohio. To do a wholesale and retail drug, cigar and tobacco business. Capital, $500,000. Incorporators, W. F. Maurer, A. A. Lutton, A. L. Maurer, Charles Higlet and Otto Stauk.

Martin & Sons, Petersburg, Virginia. To deal in tobacco. Capital, $75,000. Incorporators, A. G. M. Martin, R. A. Martin and J. D. Martin.

The Diamond Tobacco Company, of New Decatur, Alabama. To manufacture twist and smoking tobacco. Incorporators, John Copeland, David Martin, J. C. McFarland and A. C. Walker.

The Rosenfeld-Rovig Company, of Seattle, Washington. To do a wholesale and retail cigar and tobacco business. Capital, $50,000. Incorporators, Walter J. Rosenfeld et al.

New Regulations to Improve Quality of Manila Cigars

Wm. T. Nolting, of Revenue Bureau, Investigating Tobacco Industry in Order to Eventually Raise Standard of Goods

NEW regulations to govern the tobacco industry, calculated to improve the quality of Philippine cigars, are in preparation by Collector Wm. T. Nolting, of the Bureau of Internal Revenue in Manila. Mr. Nolting has been in the Cagayan tobacco district to make first-hand observations of the methods used in harvesting and baling the product to guide him in drawing up the new regulations.

"The present regulations provide only for inspection of the finished cigars by the Bureau of Internal Revenue, and the purpose of the new regulations will be to subject the tobacco to inspection from the time it leaves the field until it is packed as cigars in boxes," said Mr. Nolting.

"As all cigars shipped from the Philippines bear the guaranty stamp of the Bureau of Internal Revenue, it is our business to see that the cigars are of the quality they are supposed to be. We will hereafter inspect the tobacco at each stage of preparation. We will then be sure that the cigars are of the quality stamped on the boxes. It is practically impossible to determine the quality of a cigar after it is once finished.

"I intend to consult the Manila Tobacco Association in drawing up these new regulations, for I am anxious that they should be adapted to the best interests of all concerned. There is a tremendous market for Philippine cigars in the United States, and we must give our American customers a quality of cigars that will suit the consumers if we are to get all we ought to get of the American trade."

James B. Duke to Devote More Time to British-American

In the resignation of James B. Duke from the directorate of the Imperial Tobacco Company, it is said Mr. Duke will now be able to devote more time to the affairs of the British-American Tobacco Company, of which he is chairman of the board of directors. The Imperial Tobacco Company confines its operations to Great Britain and its colonies.

United States Collector of Internal Revenue Bernhard Bettman, of the First Ohio District, has sent his resignation to President Wilson, to take effect when his successor shall be appointed. During his administration receipts of the First Ohio District have increased materially, and according to the last annual report stood fourth in the list of internal revenue districts of the United States.

"Cigar Box Clip" Latest Device of P. A. Becker

Brooklyn Manufacturer Showing Trade New Appliance to be Attached to Packing—Has Sanitary Feature

A NEW device for the cigar dealer is just being introduced to the trade by P. A. Becker, the Brooklyn inventor and manufacturer of cases, humidors and other conveniences for the tobacconist. Mr. Becker has put on the market in his time many original novelties and devices for the betterment of the dealer, as well as the smoker, and claims that in this new attachment he has a winner.

He calls it a cigar clip. It clamps over the edge of the lid and when closing, cuts the point of the cigar as clean and perfect as any cutter can possibly do. An added advantage is that the device is scarcely noticeable and does not interfere in any way in opening and closing the box. The clippers are made of steel, brass or nickel plated, and are made so neatly that no dealers need be afraid to place them beside the most expensive appliances on the counter. This clip will be placed on the market at such a price that it can be placed on every box of cigars and should be of great value to manufacturers as an advertising scheme.

Many of the most original devices now used by the up-to-date cigar store have been invented by Mr. Becker. They have a practical value, in addition to being novel and of use as advertising mediums. Among them are the glass humidor cigar-box lids, which are made in a variety of patterns, all of which are covered by patents. These lids are used by many dealers who lay stress upon the cleanliness of their stores and find them of advantage in keeping their stock in good condition and free from dust. Other practical features now in use are the sanitary ventilating moisteners, also price card signs and display attachments. Mr. Becker states that he has now a number of other appliances under way, which are being perfected as rapidly as possible, and that they will shortly be introduced to the trade.

Tampa on Top Wave of Prosperity

During the week ending March 15 there were 7,030,000 cigars shipped out of Tampa, and at that time the consignments were growing larger every day. The majority of the factories are now going full blast and every indication points to 1913 as being a record breaking year for the cigar factories of the city.

From January 1 to March 15 there were 51,145,000 cigars shipped from the city, as compared with 44,855,000 during the same period last year, an increase of 6,294,000.

"MARLOWE" DISPLAY IN SUNNY SOUTH

Striking window trim of "Julia Marlowe" cigars, made by Corral, Wodiska y Ca. of Tampa, in Samelson's store, Memphis, Tenn.

The Different Processes of Tobacco Curing

Department of Agriculture Publishes Interesting Bulletin Compiled by W. W. Garner, Expert in Charge of Tobacco Investigation

Continued from the March 15th issue

CONSTRUCTION OF BARNS.

IN building a good barn the two principal considerations to be kept in mind are to construct it as nearly air tight as possible and at the same time to provide a good system of ventilation. A site should be chosen which is thoroughly drained and sufficiently removed from other buildings to allow free access of air. It should be as near the tobacco field as possible for convenience in harvesting. The width of barns may range from 30 to 40 feet, and they may be of any convenient length up to 300 feet or even more, but the shorter barns are preferable. The interior should consist of a framework carrying poles for supporting the laths bearing the tobacco. The spaces between the poles are called tiers. Many barns are built four tiers high, but the curing can be better controlled when the building is only three tiers high to the plate. The tobacco should not hang within three feet of the ground, so that the first tier of poles should be at least 7 to 9 feet from the ground and the other tiers 4 to 6 feet apart.

The posts, plates and beams used for the frame of the barn should be of stout timbers securely braced to carry the enormous weight of the green tobacco and to withstand heavy winds. In the usual type of barn, the posts, frames and girders are set up across the barn at intervals of about 16 feet the same as at the ends, thus dividing the framework into sections known as "bents." The girders on the ends and on the bents for carrying the lower tier of poles usually are made removable, while those for the upper tiers should be well braced. The tier poles on which the tobacco is hung are usually about 16 feet long, and should be stout enough to carry at least 800 pounds. The horizontal distance between the poles should be 4 feet. The boards for the sides and ends of the barn should be of uniform width, and all cracks should be battened with thin strips so as to make the structure as nearly weatherproof as possible. At least every third board should be hung on hinges as a ventilator, assuming that the boards are 10 or 12 inches wide. The siding may be put on either vertically or horizontally, and there are numerous ways of arranging the ventilators. If the boards are put on horizontally, those used for ventilators should be hung from the upper edge, while if the siding is put on vertically those boards used for ventilators may be hung either from the top or side. Extending along the entire length of the sides a horizontal ventilator should be provided at the bottom for admitting air near the ground. Comparatively few barns at the present time have any provision for ventilation in the roof, such as is shown in figure 1, but this is an important feature in applying artificial heat when the weather is unfavorable.

The barn usually has driveways extending through it, and doors are provided at each end of sufficient size to allow a team to be driven through without difficulty. The construction of the barns used for curing cigar leaf in the southern districts is essentially the same as that of the barns in northern districts, except that the ventilators usually consist of openings at intervals of about 8 feet, 2½ to 3 feet wide and 10 feet long, with shutters suspended at or near the top.

MANAGEMENT OF THE CURING.

The greater portion of the cigar tobaccos are cured with the leaves attached to the stalk, although in the wrapper sections harvesting by priming or picking the leaves from the stalk has recently become popular. The curing of picked leaves is discussed further in connection with the curing of shade-grown tobacco. The first step in curing is the thorough wilting of the leaves, for tests have shown that this promotes good curing. If the weather is cold or wet, it is desirable to apply artificial heat to hasten the wilting, and if the weather continues unfavorable the heat should be kept up for two or three days. Sufficient ventilation to take off the excess moisture must be provided. On the other hand, a too rapid drying out of the leaf must be avoided. Many growers in their anxiety to avoid damage from pole-sweat, caused by excessive moisture, injure their tobacco seriously by going to the other extreme of drying out the leaf so rapidly as not to allow sufficient time for those changes to take place which are essential to good curing. The aim should be to wilt the leaf as soon as possible and then to check the drying, but also to maintain a warm temperature until the leaf yellows. If no heat is applied, ventilation alone must be relied on to secure these conditions.

As soon as the yellow color begins to develop, the drying should be hastened, for the development of the brown color, which soon follows, indicates that the leaf is beginning to die, and this is the critical stage in the cure. If the humidity remains very high at this stage for any considerable period, pole-sweat will develop, which is to be especially feared if a season of warm, damp weather sets in. The only remedy lies in the use of artificial heat to keep down the humidity. Whether or not heat has been used in the first stages, it is absolutely necessary to prevent damage under the severe conditions of pole-sweat and must be kept up until the leaf is pretty well dried out. Ventilation alone will be of little value.

Aside from the danger of pole-sweat, however, there are other important reasons why the humidity in the barn should be reduced as soon as the brown color begins to develop. At the present time the demand is for bright colors in wrapper leaf, and the longer the second stage of the cure is protracted by a relatively high humidity the darker the leaf will be. Again, each time the tobacco comes into high case, after the cure is finished, the color will be further deepened. Finally, if the tobacco at this stage remains moist for a long period, it undergoes a sort of cold sweat and does not ferment so well when put in the case or in bulk. After the cure is finished, the tobacco should be prevented from coming into high case or order until it is to be taken down, as far as this is possible. Sunlight injures the color of tobacco; hence, the sun should not be allowed to shine on the leaf in the barn. Wind may bruise the leaves near the doors and ventilators, unless these are carefully watched and regulated.

The time required for completing the cure varies from five to eight weeks, depending on weather conditions. Quick curing may be depended on to give the best results, provided the first stage is not unduly hastened. The cure is finished when the midrib of the leaf is dried out so that it will snap when bent between the fingers. When the tobacco is ready to be taken down, the stalks may be still quite green.

METHODS OF APPLYING HEAT.

The importance of heat for good curing in cold or excessively wet weather has been pointed out, but it is equally important that the heat be applied in the right way. Artificial heat has not been utilized to any extent up to the present time in curing filler or binder types, but its use is becoming more general in the wrapper districts, particularly in curing tobacco harvested by priming the leaves.

Small charcoal fires built on the floors of the barn have been in use for some years in Florida and the Connecticut Valley, especially in curing shade-grown tobacco. To secure the proper distribution of heat a large number of fires are required, and but little ventilation should be used during the firing. Charcoal is an expensive fuel, the supply is often limited and uncertain, and to care for the large number of fires required is quite a task. Without some better or cheaper method, however, charcoal fires should be freely used for curing cigar tobaccos when the weather is unfavorable.

Most woods give too much smoke for use with cigar types. Recent tests with a system of furnaces or flues for introducing heat, in which wood or coal is used as a fuel, have given promising results in Connecticut, but this system would be rather expensive for the filler districts.

STRIPPING AND ASSORTING.

As soon as possible after the tobacco is cured, the plants should be taken from the laths and the leaves stripped from the stalk. This can not be done, however, until after damp weather has prevailed long enough for the leaf to become pliable, so that it can be handled readily without breaking. Tobacco in this condition is said to be "in case" or "in order," and weather well adapted to bringing it into case is spoken of as a "tobacco storm." Tobacco will not come into order if the temperature is very low, even when wet weather prevails. If the stalks have been frozen, it is well to leave the plants hanging until the dripping stops, so as to avoid staining the leaf.

Usually, as the plants are taken from the laths they are piled in heaps on a floor of poles or boards, the tips all being turned inward and overlapped to prevent the leaves from drying out. The leaves should be stripped from the stalks as soon as possible after the plants have been taken down, so as to avoid the heaps becoming heated. In some of the filler districts, dampening cellars are used in bringing the tobacco into case, and the plants are taken from the cellar to a sorting room for the stripping. The leaves, as stripped from the stalk, are placed in one, two, or three grades, and those of each grade are tied into "hands" of 15 to 30 leaves, using a leaf as a binder. These hands are packed into cases, and the tobacco is then ready for market, or, the hands are first made into neat bundles or bales by means of a form, wrapped with heavy paper, and tied with twine. These bundles usually weigh from 50 to 100 pounds.

Before the leaf is ready for the manufacturer it must undergo a process of fermentation, commonly spoken of as sweating. To carry out this process successfully requires a thoroughly equipped plant, with facilities for controlling ventilation, temperature, and humidity, so that, as a rule, the growers sell their leaf in the bundle to the packers, who make a business of carrying on the fermentation on a large scale.

CURING SHADE-GROWN AND OUTDOOR-PRIMED WRAPPER LEAF.

In recent years the growing of the Cuban and Sumatra types of cigar-wrapper leaf under artificial shade has become an important industry in the Connecticut Valley and in portions of southern Georgia and western Florida. In Florida the Cuban types, and more especially the Sumatra tobacco, when grown under ordinary conditions, are frequently harvested by priming, and recently this method has been extensively practiced with the outdoor types of the Connecticut Valley. The barns used are of the same construction as those

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Late Trade Bulletins

The Winsted tobacco factory, at Goldsboro, North Carolina, was destroyed by fire recently. The damage has been estimated at $100,000. The blaze caused two hundred laborers to be thrown out of employment.

A petition in bankruptcy has been filed by John Cyrus, of New Rochelle, New York, a dealer in tobacco and cigars.

Terry Dickerson, of Lynnville, Tennessee, has started operations in the Rural Tobacco Company plant, which he recently bought.

Levi Bush, of Reading, Pennsylvania, has sold his interest in the Thirteenth Ward cigar store to Theodore Roehrig.

The Diamond Tobacco Company, of New Decatur, Alabama, has been organized and will shortly begin the manufacture of twist and smoking tobacco.

Steve Lies and Herbert Goldsmith have purchased the interest of their partner in a cigar store at Aurora, Illinois. The firm will be known as Goldsmith and Lies, as heretofore.

A new cigar factory will be opened in Jacksonville, Illinois, by J. A. Erickson, who will call his product the "Oleeola." He has had wide experience in manufacturing, having been connected with the L. S. Kent-McCarthy Company, and more recently with Grill Brothers, of Evansville, Indiana.

F. J. Williams, of Elgin, Illinois, has moved his cigar factory into the Joe Smith Building. The factory vacated by Mr. Williams will be used by Fred Zwiger for the same purpose.

Peter Schlicher, cigar manufacturer, of Marietta, Ohio, has filed a petition in bankruptcy. His store is closed and will not be reopened until the case is settled.

Louis Roy has opened a factory at Baldwin, Ohio, and expects to manufacture granulated smoking tobacco on a large scale.

C. E. Sears, of Bucyrus, Ohio, recently sold his interest in a cigar store to J. M. Sears, who is now sole proprietor.

James Keeley, of Beloit, Wisconsin, formerly of the firm of Keeley & Higgins, has bought out his partner's interest in their cigar store and will continue the business as sole owner.

The finance committee of the Boston Cigarmakers' Union No. 97, in an annual statement to its members showed an expenditure for 1912 of $42,476.85. Of this amount, $2578.04 was spent to promote union label advertising.

George W. Elsasser, wholesale and retail cigar dealer, of West Twenty-fifth Street and Detroit Avenue, Cleveland, Ohio, has sold his business to Attorneys Henry A. Beckerman and J. M. Ulmer. Mr. Elsasser had done business at this location for twenty-one years.

C. A. Smith, of Lynn, Massachusetts, has opened up a cigar store and poolroom. A feature of the place is a smoking room in addition to the poolroom.

Jacob Riedel, of Perry, Illinois, has purchased the Croisant cigar factory.

Sidney Ballard, a newspaper man of Streator, Illinois, has purchased an interest in Brannon's cigar store.

The United States Bankruptcy Court recently appointed Arthur A. Sondheim receiver for Samuel Banard, cigar dealer, of 6 Milk Street, Boston.

W. F. Murphy, of Wilkes-Barre, Pennsylvania, has purchased from his partner, Terrence Reilly, his interest in a cigar store, and will now carry on the business alone.

Cleveland

Disastrous Tornado Does Little Damage in City—Shields-Wertheim Co. Puts Out New Quality Cigar, "Saramita Fives"—Stace & Vincent Open Fine Store, Main Feature Being a Balcony for Patrons

CLEVELAND, March 25.

MISERABLE weather conditions have prevailed here for the last few days, which have a tendency to hurt business to no mean extent. Cleveland just escaped the tornado, but is now threatened with high waters caused by the heavy rains of the past few days, which threaten great property loss and possible loss of life.

With these adverse conditions the retailers report only a fair Easter business.

J. B. Shields, of the Shields-Wertheim Company, has just left for a tour of the Middle West to shake hands with the trade and build his fences for the spring campaign on "La Saramitas" and "Saramita Fives." "Saramita Fives" is a new broadleaf wrapped, clear Havana filled nickel cigar just being placed on the market by the Shields-Wertheim Company, and is one of the few quality 5's on the market. They are enjoying immense success with this brand and their only concern is how to fill their orders. J. C. Leverance has just returned from a very successful campaign through the West. The writer has just learned the reason why "Big" Fred Shields carried the smile that won't come off for the past ten days. It's a ten-pound baby boy, and now everybody on Fred's territory is smoking "La Saramitas" on him.

Stace & Vincent have just opened the most beautiful and finest equipped pool and billiard parlors anywhere in the West. It is located at the corner of Euclid Avenue and East 105th Street, in the Alhambra Building. This is one of the busiest corners in the city. The boys have spared no expense in fitting up their room, as is attested to by their $15,000 set of fixtures. They have twenty-one tables, all inlaid, in their main room along with their cigar case, which contains one of the best selections of high-grade goods in the city. Among the many features of this gorgeous establishment is a billiard room for ladies, which is fitted up very daintily and is sure to attract the fair sex and their escorts. Another feature is a balcony, which overlooks Euclid Avenue, and will be fitted out with summer furniture, popular magazines, flowers and ferns, everything tending towards the comfort of their patrons. By the hundreds of well wishers and friends who visited them during their opening their success is almost assured.

George Bassett, the well known down-town retailer, has just opened store No. 2 in the new Atkins Hotel, at 1312 Superior Avenue Northeast. He has one of the finest equipped barber shops and cigar stands in this section. His cigar case shows the well-known brands "La Venga," "Verdad," "Van Dyck," "Duquesne," "Hoyo de Monterey," "Partagas," "Romeo y Julieta," "La Saramita" and "Osmunda," which he features. Mr. Bassett's personality and many friends assures him of success.

Mr. Mendelson, of the E. A. Kline Cigar Company, has just returned from a tour of the West, which has been very successful, as is attested to by the many orders he brought back with him.

Mr. Joe Loveman, of the Loveman Cigar Company, expects to get into his new factory very shortly, where he will be able to supply his increasing demands.

The Marcus Veder Cigar Company are very busy on their various brands.

Aaron Polster, of the Polster Cigar Company, of 10505 Euclid Avenue, has filed a voluntary petition in bankruptcy, with liabilities amounting to $2600 and assets $350. The creditors are mostly local.

Mr. Heine, of the Snyder Cigar Company, reports trade very fair.

Among the visitors in town the past week were Ed Wodiska and Hiram Hammer, of Corral Wodiska y Ca; Manuel Bosberg and Ed Jondorf, of Kaiser & Bosberg, and M. E. Loeb, cigar jobber, of Canton; Charles Gans, of Max Gans & Sons, New York.

The Fred G. Golmar Cigar Company is putting great stress on their windows and are being rewarded by many new customers.

JERRY.

Wm. E. Gatlin, Paris, Tennessee, has purchased the interest of his brother, J. T. Gatlin, in their tobacco manufactory. This firm will now be known as W. E. Gatlin manufactory and will do business on a larger scale.

F. J. McElwain, of De Kalb, Illinois, has sold his cigar store and will retire. The name of the purchaser has not been announced.

A cigar store and billiard parlor called "The Smoker," has been opened in the Hotel Southerland Building, Warren, Arkansas, by Jeff Smith.

LEAF TOBACCO MARKET

New York Uses Up Binders As Fast As They Are Put On Market—Prices For Lancaster County Tobacco Drop to Five and Six Cents—Warehouse Season Closes in Connecticut and Wisconsin

NEW YORK.

New York City, March 21.

OUTSIDE of the flurry in binders, which has hit this market the past two weeks, there is not much doing. The binders which are arriving are being taken up rapidly. The force-sweated kinds, which appear to be about the only kind available, both Wisconsin and Connecticut, have been disposed of as soon as they came into the hands of the dealers.

The tobacco sold at the first inscription at Amsterdam of the 1913 Sumatra crop was light and a good binder. Prices ruled high, and Americans were not the heaviest purchasers, taking only 3700 bales. Samples of this tobacco, which arrived on the steamer "Potsdam," are ready for inspection today. At the second inscription, held last Friday, Americans purchased even less than at the first auction, taking only 2250 bales.

There appears to be an increased demand for the first capaduras of Remedios of the 1912 crop. There are not very large amounts of this tobacco on the market as far as can be seen. The ground leaves of the new crop have been tested in Havana and from all reports are all that can be expected in the way of burn and quality.

PENNSYLVANIA.

Lancaster, March 25.

THE prices of the unsold portions of the 1912 tobacco crop are still shading off and during the week sales of good tobacco were reported as low as five and six cents a pound. It is doubtful if any of this country's sound tobacco ever brought such ruinously low prices, and it is little wonder that reports are being received from many growers considering the advisability of substituting potatoes for tobacco.

The Farmers' Association has united in advocating a reduction of the tobacco acreage, so quality may be the main object in growing the new crop, everybody concerned in the industry realizing the necessity of improving the quality.

A good many growers will experiment with Connecticut Havana this year, with a view to raising a tobacco that will command higher prices than the Pennsylvania broadleaf. The design is to produce binder and filler goods, not wrappers.

CONNECTICUT.

Suffield, March 24.

THERE is little doing in a tobacco way in this place at present. The few crops which have not been sold as yet are probably being held for higher prices later in the spring or summer. Farmers are beginning to make preparations for the coming season, but little has been done. Here and there a field can be seen plowed, but not with the intention of doing any planting just yet.

It will be the middle of April before the tobacco men will get busy. They do not appear to be in any hurry to get their plants out early, as experience has proven that late planted tobacco has turned out as well, if not better, than the early transplanted crops.

The growers are now testing the seed which they will use for fertility. Most of the beds are given a coat of fertilizer in the fall and plowed so as to save as much time as possible. It is said that a large number of growers may raise plants under glass this year instead of using cloth for covering, in order to bring the plants along early. Last year the cold wet spring held some plants back and the transplanting was about two weeks late.

The tobacco warehouse of the American Cigar Company, known as the Spencer warehouse, has closed for the season. Under the managership of Matthew Leahy the season proved to be the best since the company has been packing here. Sixteen thousand cases of the Havana variety of tobacco were packed, which represents about 330 acres of the weed. The foreman this year has been James O'Malley, of West Suffield, and he has had two assistants. The average has been over 100 helpers during the past five months, and they were on full time.

The warehouse of P. Lorillard & Company, of New York, in Grand Street, in West Suffield, has also had an excellent season. In the neighborhood of 800 cases of tobacco were packed and about fifty hands have been employed throughout the winter months.

WISCONSIN.

Edgerton, March 21.

ALL indications point towards seeing the tobacco handling season closed at an earlier date this year than for some time past. By April 1 not only will be seen all the early purchases received, but the crop sold out closer in the country than ever before at this date. Only widely scattering lots now remain in growers' hands and the hunt for them must shortly come to an end. There are plenty of buyers standing ready to take over even the last leaf.

The warehouse season, too, is fast drawing to a close. The United Cigar Manufacturers Company have closed all their plants this week with the exception of the one in Edgerton. All the large operators are liable to be disappointed at the close of the season to find the total of their packing short of anticipated figures owing to the lighter yield per acre, with little opportunity of increasing their holdings.

If there was much old leaf for sale in local hands the movement would be satisfactory enough, for there is an excellent demand for everything of a binder nature, but unfortunately there is very little to be had.

Packers will doubtless handle more of the 1912 crop through the warehouses than during any of the recent years. The increasing of storage facilities has permitted them to hold larger stocks of bundled goods and conduct the sorting and packing more leisurely than heretofore. So much of the crop came out of the curing sheds at so early a date and ready for delivery that the work of receiving has progressed much more rapidly than usual. The growers have thus been able to realize upon the product and handle the proceeds in good season, and the four or five million dollars received for it distributed about the growing sections has helped to swell the bank accounts of the thousands of farmers who are making tobacco growing one of the most profitable branches of agriculture. Mighty few growers in Wisconsin will start in another season with any tobacco on hand, and with an excellent prospect in view that the coming crop under normal conditions will be wanted at a good, profitable figure. Under such a showing the intended acreage the coming season might reasonably be increased.—*Edgerton Reporter.*

KENTUCKY.

Hopkinsville, March 18.

THE activity in the local leaf market was most encouraging to all concerned. The highest prices of the season were realized. The receipts last week were also heavy, last Tuesday breaking the record for the year. The receipts for last week were also the heaviest of the season, and probably a new record was established in this respect.

And the market was active in every department all through the week. In fact it has been a long time since there was such an active period here. The demand for the loose floor tobacco maintained its full strength in the face of the enormous deliveries and prices were full with the advance noted above. Prized tobacco was also moving freely and at good prices, the old remnant of the 1911 crop figuring chiefly in the deals. All the rehandling houses are working overtime trying to catch up with their stocks. The prizing houses of the Planters' Protective Association are running now in full blast and probably 300 hogsheads have been prized and delivered to the association storage houses. As yet none of this tobacco has been offered for sale.

The rush last week was very unexpected, for it was thought the bulk of the crop in this territory had been delivered. The extra amount came chiefly from adjoining counties—Crittenden, Trigg, Lyon, Caldwell, Hopkins, Todd, Logan and Muhlenberg sending large amounts here in addition to those furnished by this county. The farmers were generally well pleased with the prices they obtained and there were very few rejections from the growers.

Carlisle.

The sales of the past few days were light. The season is virtually closed. There is practically no tobacco left in the hands of the farmers of this part of the Burley district.

Wet weather has again interfered and stopped the tobacco growers in their work of preparing for the 1913 crop. There are many tobacco beds to be burned and sown yet and much land to be plowed. Rent on tobacco land, this year, where money rent is paid, is said to be higher than in years as a result of the great demand for the land. That there will be a large increase in the acreage here over last year is now evident.

TENNESSEE.

Clarksville, March 18.

THE rains have furnished a good season for stripping tobacco and the farmers made such good use of it that there is but little now left on the stalk in the barn. Following this the deliveries were begun early Monday morning and continued throughout the week. For three or four nights the livery stables and sheds were filled to their utmost capacity with teams, and the lodging houses were overflowing. It is quite certain that this will be the end of the rush of loose market, and gradually there will be a falling off until only a few weeks will elapse before the crop will all be delivered.

The association houses are turning out a large number of hogsheads each week, and are turning them into the warehouses, where in a short time they will be inspected and sold.

Newsy Paragraphs From Leading Leaf Tobacco Centres

The Paul bill, which has been before the Wisconsin legislature, and which aims to regulate the sale of tobacco in that state by the grower to the dealer, has passed the Assembly. This measure is a substitute for the Holmes bill. The whole bill is meant to discourage buying or contracting for tobacco in the field, and if it passes the Senate Judiciary Committee, it will no doubt become a law. Lawyers assert that it will not be recognized by the courts later. According to the Paul bill, the man who contracts for a crop must pay the full contract price after the tobacco is ready for the market, and cannot dock the grower for any deficiencies in the tobacco at that time or later in the curing process. Formerly the growers asserted, the contract was binding on them, but was only an option for the buyer, who could pay what he chose to when he took over the crop.

The Government, on March 17, sent out circulars, as provided by the Cantrill law, which calls upon leaf dealers to make their reports within ten days after April 1. The dealers are expected to report every kind of tobacco on hand except imported tobacco in bonded warehouses. This information will be secured by the Government from the collector of customs at the various ports.

In a large deal closed at Bowling Green, Kentucky, all the pooled tobacco of Logan County, comprising 1200 acres of air-cured and 1700 acres of fire-cured tobacco, totalling 2,000,000 pounds, was sold to G. O. Tuck & Company, of Louisville. News of the sale caused great relief to growers of that section.

The force-sweating of the Wisconsin tobacco to supply the demand for binders has resulted in some pleasant surprises to dealers and manufacturers. Contrary to the expectations of many, the tobacco which was apparently green and immature had come through the sweat in fine shape, being tough and the colorings being good. The black rot which was predicted has not materialized to any extent.

The overproduction of tobacco in Lancaster County of recent years has caused some farmers to turn their attention to the growing of cabbage as a substitute crop. The argument in favor of the new crop is that in the long run it will be more profitable and will be less expensive to produce. It is now well known that at their last meeting the growers' association of that county passed a resolution asking the members to decrease their tobacco acreage 25 per cent. In spite of the fact that some growers are meditating large plantings of cabbage, it is hardly likely that Lancaster's foremost money crop will be displaced to any great extent.

The first month of 1913 shows a very good beginning in the exports of natural leaf tobacco, according to the report of the United States Department of Commerce and Labor. There is a normal foreign demand, also, for tobacco products of all kinds. In the unmanufactured leaf a very material increase is shown over the corresponding month last year. Large cigars and smoking tobacco also show increased exports. The slightly decreasing export of cigarettes was probably caused by a corresponding increased demand at home. Plug tobacco shipments were a trifle lighter than those for January, 1912.

The Henry County Loose-Leaf Tobacco Warehouse Company, Pleasantville, Kentucky, is going to erect new modern buildings and open another market next season. The main building will be electrically heated and lighted and contain fine offices, besides having separate sizing and sales floors. It will cover two acres.

The Cincinnati Tobacco Warehouse Company recently declared the regular quarterly dividend of 1 per cent. on its stock, payable April 15, to stock of record on that date.

A committee of Dayton men acting in the interests of the leaf dealers in that city, who are preparing for the annual convention of the National Association of Cigar Leaf Packers, are now busy outlining the programme. The convention will be held on May 13, 14 and 15. The plans as now contemplated call for a lavish banquet one night, also an entertainment for another. It is expected that several hundred delegates to the convention will attend.

Different Pocesses of Tobacco Curing

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employed in curing tobacco on the stalk, except that, since the leaves are picked from the stalk in harvesting, the tier poles are only about 2½ feet apart, vertically. All shade-grown leaf is picked from the stalk in harvesting, to insure the maximum yield of high-grade wrappers. Nearly all shade-grown and much of the outdoor primed tobacco is cured in part with artificial heat. Small charcoal fires are made on the floor of the barn and moderate heat is maintained for two or three days or longer, depending on the weather conditions. But little ventilation is given while the fires are going. Flues also have been used with success in curing primed tobacco. As soon as the brown color develops, the leaf may be allowed to dry out rather rapidly. The leaf proper cures down in a short time, but a much longer period is required for completely drying out the stems. The picked leaves are subject to pole-sweat at the critical stage, the same as when cured on the stalk, but, of course, the danger period is much shorter. Under favorable conditions the curing will be completed in from four to six weeks. The cured leaf is taken down and tied into hands, which are delivered to the packer in either of the ways described above.

Curing Burley Tobacco.

The bulk of the Burley crop is grown in north-central Kentucky and in a few counties of West Virginia, Ohio, and Indiana bordering on the Ohio River. Like cigar tobaccos, Burley is cured without the use of artificial heat, except when there is danger of injury from pole-sweat or house-burn. There are many types of barns in use for curing Burley tobacco, ranging from the small, crude structure to the most approved modern frame building with ample facilities for controlling the ventilation. The modern barns are essentially the same as those used in the cigar-tobacco districts, which have already been discussed.

Management of the Curing.

The method of curing Burley tobacco is the same as for cigar tobaccos, and the changes that take place are of the same kind. When cured, however, the color is a pale yellowish to a reddish brown instead of the characteristic clearer and deeper brown of the cigar leaf. If the weather is very dry, the barn should be kept closed during the day and open at night; otherwise, more ventilation is required. If the weather is very damp during the curing period, the leaf cures down too dark. Some growers use small charcoal fires, or burn coke in stoves to dry out the barn when house burn threatens. From four to six weeks are usually required for completing the curing process.

Assorting and Packing.

When taken down from the poles the leaves are stripped from the stalk and assorted. The usual grades are (1) flyings, (2) trash, (3) lugs, (4) bright leaf, (5) red leaf, and (6) tips. The three first-named grades are used principally for smoking tobaccos, the best lugs and the bright leaf for plug and cigarette wrappers, and the red leaf and tips for plug and twist fillers. These different grades are tied into hands containing 10 to 20 leaves and bulked down. For marketing, the tobacco may be packed into hogsheads, but in recent years it is becoming more and more the practice to sell Burley by the loose-leaf auction system.

Concluded in April 15th Issue

Doings in the Foreign Tobacco Centres

Predicts Full Supply of Turkish Tobacco

ONE of the common effects of war is that things cost more afterwards. When the Balkan war broke out those people who have a leaning that way began to cudgel their brains to discover what effect upon prices it might have in this country.

One of the first articles that engaged their attention was Turkish tobacco. Mr. D. B. Muratti, the managing director of Messrs. B. Muratti, Sons & Company, of London, said recently that any number of inquiries reached him as to the possible shortage and consequent increase of prices.

"Let me give you a little information which can be relied upon," he said, "as portraying the true state of affairs, and which should remove the misapprehension and uncertainty which appears to exist.

"I have just returned from my annual visit to Turkey. As the result of a visit to the various tobacco centres, extending over three months, I can state authoritatively that there is no danger of any shortage. I travelled over the most important plantations just before the commencement of the war, and from information since received from my various managers in the Turkish growing districts I do not think any substantial damage has been done to the fields, the military movements have been so rapid.

"This year's crop in Cavalla and Xanthi is from thirty per cent. to thirty-five per cent. less than the previous year's crop it is true, owing to some of the peasants having planted rather late, and also owing to the heavy rains, and the quality, although still passable, is not so good as last year. But as regards Samsoun and Bafra the 1912 crop is about the same amount as the previous year, and, so far as I can see, there are prospects of the quality being good.

"As to the small manufacturers, I do not think they will be so badly off as it is believed in certain quarters. There is plenty of tobacco on the market in London and elsewhere. I do not think there is any likelihood of prices being increased owing to the war. Indeed there is hardly any margin for higher prices, tobacco from Xanthi, Cavalla and Samsoun at the present time fetching double the price it did four years ago. The limit is about reached, and manufacturers cannot pay more in view of the competition they are under."

Tobacco Growing in Ireland

Only a few years ago, when the possibilities of Ireland as a tobacco growing country were under discussion, very few people, apart from experts, considered the matter with any seriousness, and these experts who did interest themselves in the project looked upon it as a harmless experiment and one foredoomed to failure. But experts in every department are sometimes known to err, and the production of a first-class tobacco leaf in Ireland has ceased to exist as a dream of the future, and has become an accomplished fact. Amongst those who firmly believed that the prospects of this new industry were particularly bright were the Right Hon. Lord Barrymore and Col. Sir Nugent Everard, and they were foremost amongst Irish landowners to take up the project. It is interesting now, in view of the gloomy prophesies current at that time, to note how the determination of such men has been rewarded. Not only has it been emphatically proved that the Irish climate and the Irish soil are capable of producing a first-class leaf, but nature herself took a hand against those who refused to believe in the new industry, with the result that the brilliant summer of 1911 produced a crop equal in every respect to the finest leaf from America and other lands. A large portion of the Irish crop gathered during that record year was grown on Lord Barrymore's estate at Cordangan, in County Tipperary. An enterprising firm in the south of Ireland then came to the front, and seeing the undoubted possibilities of this home-grown plant, purchased the crop of the Cordangan estate. This was then taken by men to whom the blending of tobaccos is an art rather than a business. They found out what proportion of the Irish leaf made a perfect blend with the best foreign tobaccos, and produced a new mixture, taking its name "Cordangan" from its Irish birthplace.

Early Tobacco Growing in British Isles

Recent statistics prepared by Robert P. Moncrieff show that England's consumption of tobacco has increased more than fifty-fold since 1689, says the "London Chronicle." Among the treasures of Andrew Steinmetz, an enthusiastic collector of tobacco literature, was the original Parliamentary grant of William and Mary appropriating the duties on tobacco to the states of Holland in return for £600,000 advanced to finance the Revolution of 1688. During 1689, 11,000,000 pounds of tobacco were imported, which paid duty at the rate of 1s. per pound and five per cent. poundage in addition. So the Dutch government did remarkably well over the transaction.

The report that the cultivation of tobacco in England is on the increase reminds us that the only bar to its earlier cultivation was the prohibition of the law. For it was being grown successfully enough in 1684, when an act was passed forbidding its cultivation. And in Ireland it was grown up to as recent a date as 1831, when it was again prohibited and the existing crops bought up and destroyed. The modern movement for its cultivation in England dates from 1886, when permission for experiments was granted by the board of trade.

German Tobacco Growing and Consumption

ACCORDING to recently published official statistics, 42,050 acres of tobacco were planted and harvested in Germany and Luxemburg during the crop year from July 1, 1911, to June 30, 1912, as compared with 38,064 acres during the 1910-11 crop year, the average acreage for the previous ten years being 38,818 acres.

In Germany the planters are usually small farmers who employ their families in the cultivation of tobacco. The large farmers almost without exception are gradually giving up the raising of the plant. Of the total number of planters in 1911-12, namely, 101,831, there were 26,635 who had less than 1 are (0.025 acre) planted in tobacco; 24,298 who planted more than 1 are and up to 10 ares (0.25 acre); 49,287, over 10 ares up to 1 hectare (2.47 acres), and only 1611 who planted over 1 hectare in tobacco.

In 1911-12 a total of 29,181 metric tons of roof-dried, unfermented tobacco were produced, as compared with 28,854 metric tons during the previous campaign year. Although the tonnage was greater in 1911-12, the average production per acre was less than in 1910-11, the figures for the two years being 1532 and 1669 pounds, respectively.

The average amount produced per acre during 1911-12 was the smallest for the past ten years. The quality of the leaves also was not so good as that of the previous year, nor were the prices obtained as favorable as for the three preceding years. The average prices during 1911-12, 1910-11 and 1909-10 for unfermented tobacco without tax per 100 kilos (220.46 pounds) were $14.14, $17.73 and $15.87, respectively.

The principal tobacco-producing sections of Germany are those of the middle Rhine district of the Palatinate; the districts of the lower Oder in Prussia, embracing the counties of Angermunde, Prenzlau and Templin; the Kingdom of Bavaria, and Alsace-Lorraine.

The revenue from tobacco in Germany during the two past campaign years was as follows:

	1910-11.	1911-12.
Customs duties	$26,329,176	$28,402,090
Weight and acreage taxes	2,980,090	2,723,645
Taxes on tobacco substitutes	24,153	22,148
Total	$20,333,419	$31,147,883
Drawback on exported tobacco	219,178	277,255
Net revenue	$29,114,241	$30,870,628

In the following statement is shown the estimated consumption of tobacco in Germany for the past twelve years. The production is expressed on the basis that a ton of roof-dried tobacco is equivalent to four-fifths of a ton of tobacco thoroughly cured ready for manufacturing. For the imports the figures are entirely those of cured tobacco, and for the exports half the tonnage represents roof-dried and half-cured tobacco. Stocks of tobacco are not included in the figures, as, although they vary each year according to the extent of the home crops and the foreign and domestic demands, yet, taking the data for a number of years, the estimated production will not differ greatly from the actual amount consumed and will be interesting for comparison.

Year.	Domestic production.	Excess of imports over exports.[1]	Estimated domestic consumption. Total.	Per capita.
	Metric tons.	Metric tons.	Metric tons.	Pounds.
1900	27,832	60,674	88,506	3.44
1901	32,010	60,772	92,782	3.55
1902	30,158	61,622	91,780	3.46
1903	26,457	65,070	91,527	3.39
1904	27,504	65,982	93,486	3.44
1905	25,488	76,569	102,057	3.70
1906	25,660	63,890	89,550	3.20
1907	23,072	75,236	98,308	3.46
1908	27,527	82,025	109,552	3.79
1909	22,542	64,880	87,422	2.98
1910	23,083	72,741	95,824	3.24
1911	23,345	76,526	99,871	3.33
Average for 12 years	26,223	68 833	95,056	3.41

[1] Includes, besides raw tobacco, tobacco products expressed in terms of raw tobacco.

According to the official preliminary estimates 38,986 acres were planted in tobacco during the present crop year 1912-13, a decrease of 3064 acres, or 7.3 per cent., from 1911-12. The number of planters was 95,141, against 101,831 in the past crop year. German tobacco is mostly sold to dealers and manufacturers, and very little, comparatively, is consumed by planters.—*Consul General A. M. Thackara, Berlin.*

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

CLOVERLAND:—25,628. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1913. The Mueller & Son Company, Milwaukee.

LORD ROMEO:—25,629. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1913. Kraus Cigar Company, New York.

TECK:—25,630. For cigarettes. March 11, 1913. Cambyses Company, Boston, Mass.

TETUS:—25,631. For cigarettes. March 11, 1913. Cambyses Company, Boston, Mass.

STATE BOND:—25,632. For cigars. March 11, 1913. Dallastown Scrap Tobacco Company, Dallastown, Pa.

NU KROOKS:—25,635. For cigars. March 11, 1913. Union-American Cigar Company, Pittsburgh, Pa.

BENT BUTTS:—25,636. For cigars. March 11, 1913. Union-American Cigar Company, Pittsburgh, Pa.

SO-SO:—25,637. For cigars. March 11, 1913. The Solis Cigar Company, Denver, Colo.

DORIS OLSSON:—25,638. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 12, 1913. Wm. Steiner, Sons & Company, New York.

BERTENE GARCIA:—25,639. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 12, 1913. H. Mansky, New York.

COMPROMISE:—25,640. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 12, 1913. Petre, Schmidt & Bergmann, Philadelphia.

QUAKER JUNIOR:—25,641. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 12, 1913. George P. Spitall, Philadelphia.

PLANTERS BOND:—25,642. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 12, 1913. Petre, Schmidt & Bergmann, Philadelphia.

VERIGOOD:—25,643. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Moeller & Kolb, Chicago, Ill.

TONA VITA:—25,644. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Kaufman, Pasbach & Voice, New York.

RICHARD MARCH HOE:—25,645. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Kaufman, Pasbach & Voice, New York.

REXOR:—25,646. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Kaufman, Pasbach & Voice, New York.

LORD WELLS:—25,647. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Kaufman, Pasbach & Voice, New York.

LA FINESTA:—25,648. For cigars, cigarettes, chewing and smoking tobacco. March 13, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

NATIONAL LIFE:—25,649. For cigars, cigarettes, chewing and smoking tobacco. March 13, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

HARBOR LIGHT:—25,650. For cigars, cigarettes chewing and smoking tobacco. March 13, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

OVER-LAND:—25,651. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Max Sorkin, New York.

KAY-YOU:—25,652. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Gumpert Brothers, Philadelphia.

K-U:—25,653. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1913. Gumpert Brothers, Philadelphia.

FUNDADOR:—25,654. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. Schmidt & Company, New York.

KEKLA-SOME CIGAR:—25,655. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. Schmidt & Company, New York.

MAGIC CHARM:—25,656. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco. March 14, 1913. The Moehle Lithographic Company, Brooklyn.

PARAMOUNT:—25,657. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. The Moehle Lithographic Company, Brooklyn.

ROSE GOLD:—25,658. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. The Moehle Lithographic Company, Brooklyn.

LOCAL PRIDE:—25,659. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. The Moehle Lithographic Company, Brooklyn.

NEW NICKEL:—25,660. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. H. & J. Breitwieser, Buffalo, N. Y.

WORTHMORE:—25,661. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. The Best Cigar Company, Newark, N. J.

INTERIM:—25,662. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. American Cigar Company, New York.

LIBITUM:—25,663. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. American Cigar Company, New York.

SEQUENCE:—25,664. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco. March 14, 1913. American Cigar Company, New York.

SAMUEL PEWEL:—25,665. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. National Lithographic Company, New York.

PRESIDENT WILSON:—25,666. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. Elia Poulo, New York.

EL MORELLO:—25,667. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 15, 1913. Dearstyne Brothers, Albany, N. Y.

McHIE'S CANADIAN CLUB:—25,668. For smoking tobacco, fine cut, plug and scrap. March 15, 1913. McHie-Scotten Tobacco Company, Detroit, Mich.

THOMASRITE:—25,669. For cigars, cigarettes cheroots, stogies, chewing and moking tobacco. March 15, 1913. E. B. Thomas, Schuylkill Haven, Pa.

MERCER SPECIAL:—25,670. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 15, 1913. A. Bonneville, Trenton, N. J.

DIXIE:—25,671. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. L. & S. Cigar Company, Reamstown, Pa.

DON GREGORIO:—25,672. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. Morris J. Levi, New York.

BOSTON CITY CLUB:—25,673. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. Charles T. Ellis, Boston, Mass.

A. H. S.:—25,674. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. A. H. Shirley, Lynn, Mass.

ECILA:—25,675. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. A. H. Shirley, Lynn, Mass.

GOLD DOLLAR:—25,676. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. A. C. McQuade, Utica, N. Y.

KATZ'S KITTENS:—25,677. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. D. L. Roberts, Chicago, Ill.

MAVIS:—25,678. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. The Jos. E. Canto Cigar Company, Detroit.

GUIDON:—25,679. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. E. C. DePutron, York, Pa.

UNION PATRIOT:—25,680. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. E. C. DePutron, York, Pa.

UNION HERALD:—25,681. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. E. C. DePutron, York, Pa.

FEDERAL BOND.—25,682. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. E. C. DePutron, York, Pa.

EL FUMAR:—25,683. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. E. C. DePutron, York, Pa.

EL FUMARO:—25,684. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 17, 1913. E. C. DePutron, York, Pa.

QUARTIER:—25,685. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1913. American Cigar Company, New York.

LA YNDIANA:—25,686. For cigarettes and tobacco. March 18, 1913. Mrs. Plutarca Tejera, Tampa, Fla.

PICADURA:—25,687. For cigarettes and tobacco. March 18, 1913. Mrs. Plutarca Tejera, Tampa, Fla.

ELLA RAY:—25,688. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1913. Fred P. Shields, Cleveland, Ohio.

FLORILINE:—25,689. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 19, 1913. Wm. Steiner, Sons & Company, New York.

ILLUMINA:—25,690. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. Kaufman, Pasbach & Voice, New York.

EL BRAZOS:—25,691. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. Kaufman, Pasbach & Voice, New York.

NICKOLA:—25,692. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. Kaufman, Pasbach & Voice, New York.

LA SIRENA:—25,693. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. Kaufman, Pasbach & Voice, New York.

KEVA:—25,694. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. Kaufman, Pasbach & Voice, New York.

A. O. E.:—25,695. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. A. P. Bower, Reading, Pa.

BODYGUARD:—25,696. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. Dearstyne Brothers, Albany, N. Y.

GOVERNOR SPRAGUE:—25,697. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. James Skallerup, Chicago.

O. U.:—25,698. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1913. Geo. N. Williams Cigar Company, Reading, Pa.

PENNSY:—25,699. For cigars. March 21, 1913. American Cigar Company, New York.

RE-REGISTRATIONS.

GILLEY'S SPECIAL:—25,603. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1913. C. E. Sevier, Sherman, Tex.

CHANGE OF TITLE.

LA BRENDA:—25,624. March 10, 1913, instead of "La Brenas," by A. C. Henschel & Company, Chicago, Ill.

CANCELLATIONS.

GOOD WILL:—25,596. March 19, 1913. By Messrs. Kaufman, Pasbach & Voice, New York.

HISTORIA:—25,595. March 19, 1913. By Messrs. Kaufman, Pasbach & Voice, New York.

PENNSY:—25,598. March 19, 1913. By Messrs. Kaufman, Pasbach & Voice, New York.

77:—March 24, 1913. By Gottsegan Cigar Company, New York City.

TRANSFERS.

Messrs. Schwarzkopf & Buckert transferred title "Ammita" to Mr. N. Rippen, Perth Amboy, N. J. February 4, 1913. Also the title "Transo."

Messrs. Heywood, Strasser & Voigt Lithographing Company has transferred the title "Mary Gray" to Messrs. Seeman Brothers, New York. March 13, 1913.

Mr. S. London, of New York, has transferred title "Lord Herbert" to B. Karp, Brooklyn, N. Y. March 15, 1913.

Mr. Fred J. Roth, of Mt. Pulaski, Ill., has transferred title "Big Joke" to Floyd F. Holler to whom he sold his business. March 10, 1913.

INFORMATION WANTED.

Could anyone advise through these columns the name of firm or person holding the title "D. A. C.," as we would like to communicate with same?

TRADE NOTICE.

The brand "Roped Havanas" has been registered by us. The feature of banding each individual cigar with a cord or rope band, is our original idea, for which a patent is pending in the United States Patent Office.

Imitators or infringers will be promptly prosecuted to the full extent of the law.

THE LOUIS HEITMANN COMPANY, Dayton, O. 4-1-r

The New Science of Advertising

THE history of the world has been a history of advertising, conscious or unconscious.

This generation of ours is the first that sees advertising as a science or an art.

And even this generation does not realize the importance of advertising, the dignity of the advertising profession, the extraordinary part that advertising is destined to play in the industry, the commerce, and especially, in the economy of the country.

The advertisement is to the industry and business of the nation what the bright electric light is to the big engine producing the power. The little electric bulb tells what the engine is doing. The brilliantly worded advertisement tells what industry, commerce, manufacturers are doing.

In the olden days everything was slow. A man with great difficulty managed to place his little store on a street where many passed. The people could only know what he was doing if they passed his store.

Now a man puts his factory in a distant town, nobody has seen it, nobody knows perhaps where it is. But that man puts his name, his purposes, his accomplishments, in the hands of tens of millions of human beings. He does not wait for the man to pass his door. He goes through the door of the house in which the man lives, and in this monthly, that weekly, or in many dailies, presents to the man the story that he has to tell.

Therein lies the power of advertising. You can work today and tomorrow you can tell the whole world what you have done.

You can have a new idea this week, and next week that idea can be in the minds of fifty millions of human beings.

You are not bound by your location, limited by the strength of your voice. Your voice is the voice of the printing press.

No man need waste a day if he has the right idea and the energy and knows how to talk for publication.

It is important that the public know what advertising means.

Especially important is the fact that plenty of advertising almost invariably means an excellent and honest product.

If you read that a man had invested a million dollars in a factory of brick, stone and iron, you would not need to be told that he would refrain from setting fire to that factory, especially if it were not insured.

There are many business men that have put not one million, but five millions, and ten millions into an advertising reputation.

They have put their millions into words, and have created by them a reputation as solid as any brick or any iron. That reputation is their fortune. That reputation is their lifework. It is not insured, it cannot be insured.

For the man who has put millions into advertising, to lower the quality of his goods, to deceive the public, would be like setting fire to his millions without any insurance.

The man who advertises gives hostages to the public, and proves that it is his intention to succeed by giving value, by living up to that which he has promised.

—*Editorial Section, New York American.*

Contracts have been awarded by George J. Kuhn, a cigar manufacturer of New Brunswick, New Jersey, for the stores which he intends erecting on the site of 355 George Street, that place.

The wholesale and retail liquor and cigar establishment of Henry Albrecht, Broadway and Collinsville Avenue, East St. Louis, Illinois, was completely destroyed a short time since by a fire which resulted in a loss of approximately $20,000.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

PIPES REPAIRED Expert Workmanship. Satisfaction guaranteed.
THEODORE KLINGER, 214 W. 108th St., New York

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

UNEXCELLED OPPORTUNITY for a live jobber to handle the output of a cigar factory. Samples and prices on request. Address Box 500, "Tobacco World," Philadelphia, Pa.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 304 - 306 E. 48th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

WANTED by a New York broker, factories making cigars at $8.50 per thousand and up. Write at once. Address "Business," care of "The Tobacco World," Philadelphia. 4-1-c

CIGAR SALESMAN—Acquainted with jobbing and retail trade in Iowa, Minnesota, Montana, North and South Dakota, desires manufacturer's line. References. Address C. N. Blair, care of Elmer Hotel, Waterloo, Iowa. 4-1-c

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

For Rent.

FOR RENT—Cellar, second and third stories of a well-lighted building. Steam heat and elevator. Near railroad. Suitable for cigar manufacturing purposes. First year, rent free. Address, Bechtelsville Improvement Company, Bechtelsville, Pa. 3-15-a

Help Wanted.

WANTED—Experienced high-class cigar salesman for Pennsylvania and adjacent territory. Jeitles & Blumenthal, Ltd., 119-121-123 South Eleventh Street, Philadelphia, Pa. 4-1-c

GOOD LIVE SALESMAN wanted, who is acquainted with manufacturing trade in cities of Philadelphia, Pittsburgh, Cleveland and Cincinnati, to carry fine line of Florida and Georgia as side line. Good commission to right man. Address Box 400, care of "The Tobacco World." 4-1-c

CIGAR FOREMAN—Gentile, qualified to take charge of factory, employing about sixty girls, making high-class cigars. Must be familiar with every branch of the business, reliable and absolutely sober, to have the best of references. No others need address. Good wages and best of prospects. Address P. O. Box 333, Richmond, Va. 4-1-c

WANTED—An experienced cigar salesman, to sell high-grade cigars from $20 per thousand and up. Address Box 600, "Tobacco World."

Interesting Trade Items

The Payette-Walsh Company, of Detroit, Michigan, is making a heavy campaign on Garcia & Vega cigars in that city, for which they recently became the jobbers.

E. G. Melick has taken over the cigar store of Manson Reiff, in Bluffton, Indiana.

The Cordove Cigar Company, of Denver, Colorado, is making preparations to put a new cigar in that market. It is made by the Seidenberg Company, of New York.

A new cigar factory will shortly be opened in Washington, Iowa, by Johnson & Greenfield, of Fairfield, that state.

The legislature of the state of Missouri recently killed a measure before that body prohibiting treating in saloons or cigar stores.

J. H. Van Wormer has sold his cigar and confectionery business at Aurora, Nebraska, to George Donner.

Fred O. Clapp, for a number of years factory superintendent for Joseph Whitcomb & Company, Springfield, Massachusetts, died at his home, 1477 North Street, that city, recently, at the age of sixty years.

An extra inducement in the way of a bonus is being given to the salesmen of John Hoffman & Sons Company, of Milwaukee, in pushing the "London Court" cigars of Celestino Costello & Company, of York, Pennsylvania.

Vogt, Rybold & Runge are a new leaf house recently incorporated to do business in Milwaukee. They have opened up at 235 East Water Street, and have a capital stock of $20,000. All the members of the firm are well known in that territory.

The Eaton Cigar Company, Limited, has been incorporated at St. Thomas, Ontario, to manufacture cigars. It has a capital of $40,000 and was organized by the following: Arthur Eaton, John Lutz, Harry J. Roberts, H. E. Maxwell, and W. J. Trick.

ESTRELLA 53, HAVANA, CUBA

GUTIERREZ & DIEHL

CABLE: COSECHERO
Phone: A-3028

Successors to Miguel Gutierrez y Gutierrez

GROWERS, PACKERS AND EXPORTERS OF FINE LEAF TOBACCO

From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

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SOBRINOS de A. GONZÁLEZ

Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
———in the Santa Clara Province———

Cable Address
"ANTERO"

WAREHOUSES and OFFICES
INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

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Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.

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36 East Twenty-Second Street, ∴ New York

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
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BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
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Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.

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INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Bank Note

The Best Cigar for 5¢

This is an age of big interests. The biggest interest centers in the Bank Note 5c Cigar. It's smoked by the millions.

United Cigar Manufacturers Co., New York

Reynaldo

"Made so well this generation it will remain the next generation's favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb

City Hall Square, Philadelphia

Makers Reynaldo and San Souci—mild Havana Cigars

Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

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Calle De La Industria, 172-174

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General Agent for United States and Canada

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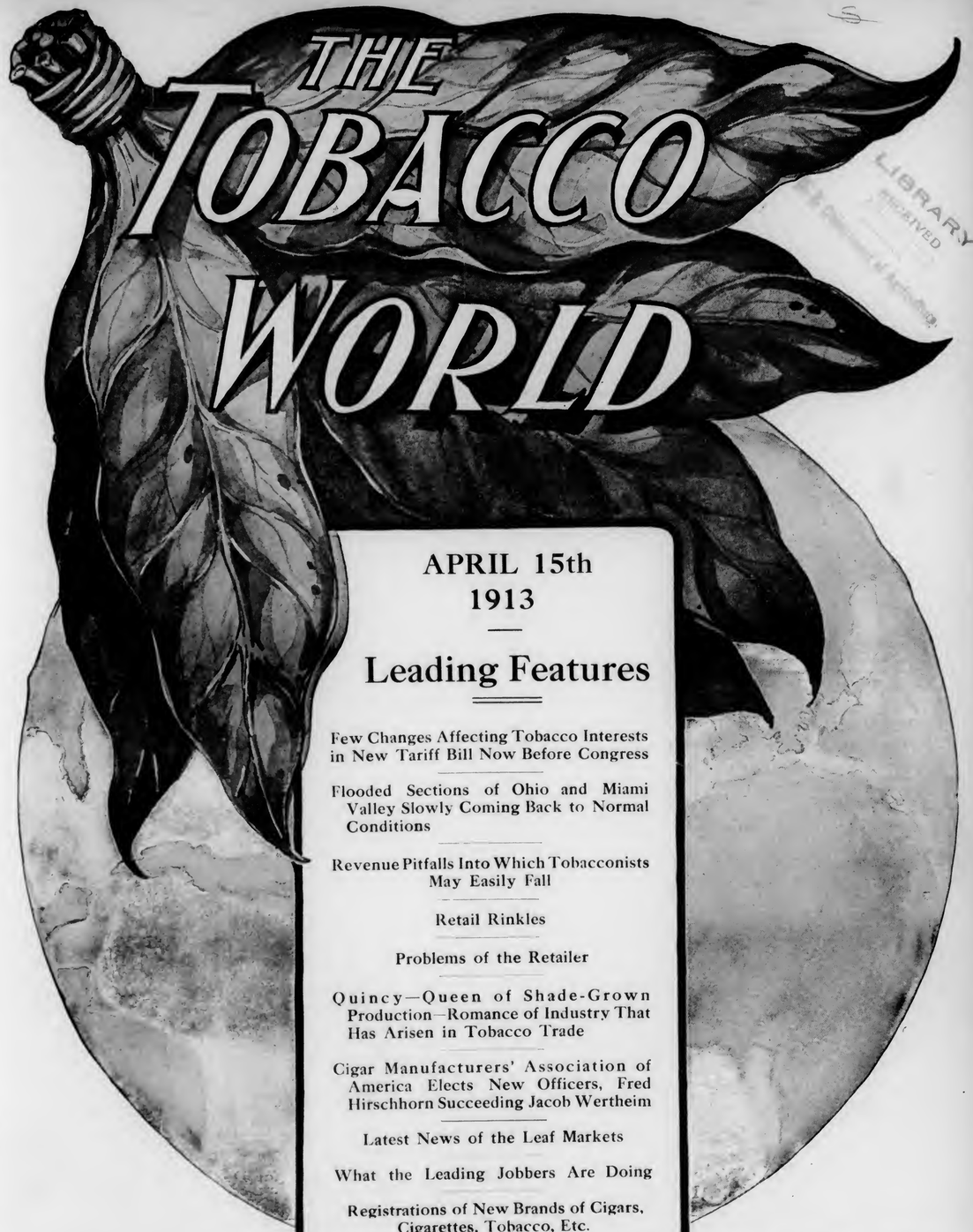

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Leading Features

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Revenue Pitfalls Into Which Tobacconists May Easily Fall

Retail Rinkles

Problems of the Retailer

Quincy—Queen of Shade-Grown Production—Romance of Industry That Has Arisen in Tobacco Trade

Cigar Manufacturers' Association of America Elects New Officers, Fred Hirschhorn Succeeding Jacob Wertheim

Latest News of the Leaf Markets

What the Leading Jobbers Are Doing

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXIII No. 8

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

F. C. LOZANO J. M. LOZANO

TRADE MARK

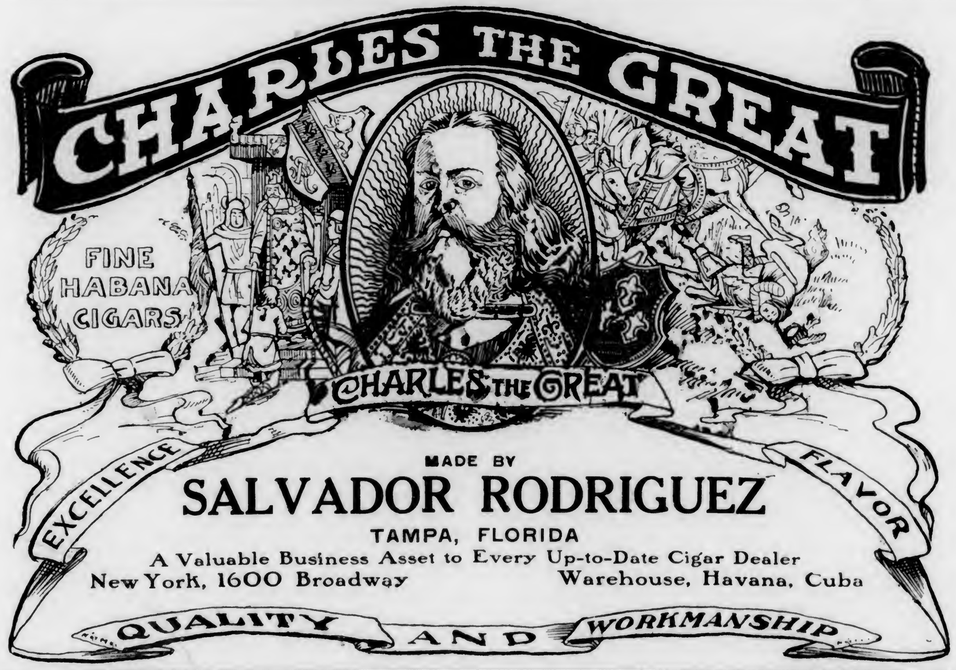
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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SALVADOR RODRIGUEZ

TAMPA, FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

Makers of High-Grade "Union-made" Cigars Only

I. TEITELBAUM & CO., CLEVELAND, OHIO

WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

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F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

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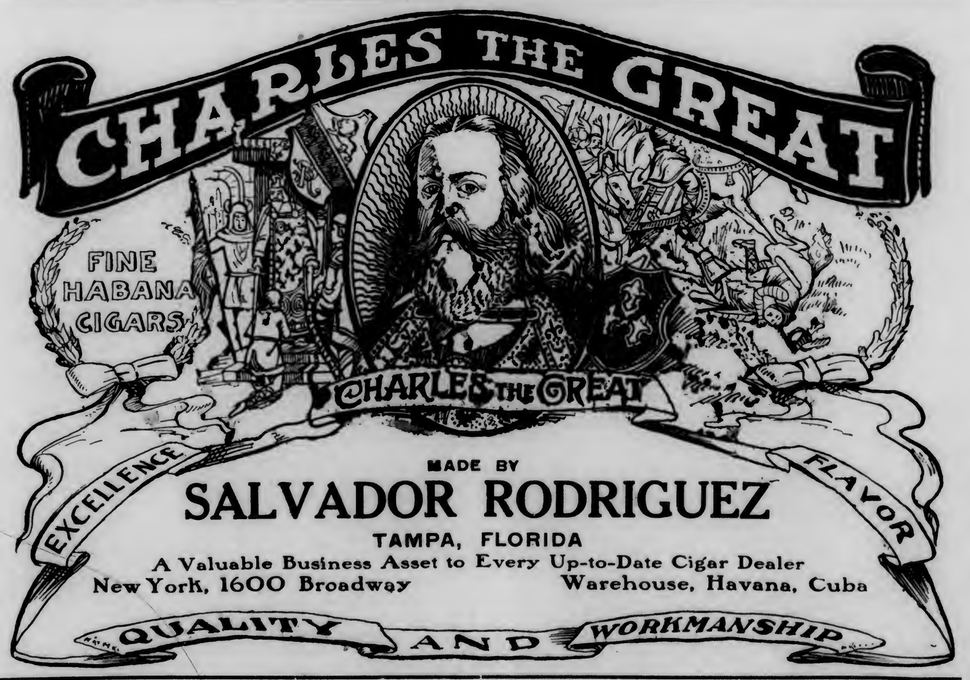

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Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S

Cinco

CIGARS

PHILADELPHIA

Silent Salesman

MADE IN DETROIT

"Your Cigars Are Always in Fine Condition"

NO. 40 ALL-GLASS HUMIDOR CIGAR CASE

Like to have them say that to you? Sure, and when they say that they will come back again.

You have made regular customers.

What keeps your cigars so good? You? Your store? The cigars themselves?

NO

It's your show case.

This Silent Salesman No. 40 is a humidor cigar case equipped with moisteners—air tight—keeps your cigars always moist and fresh. That's what counts with the buyers.

Sit down now and drop us a postal for full description of our humidor floor and wall cases.

DETROIT SHOW CASE CO.

489 W. FORT ST. DETROIT, MICH.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club

Clear Havana—Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.

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LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

BARON DEKALB SEGAR

Real Habana Segars 10c. to 25c.

Made in New York at the sign of the bulldog by

John W. Merriam & Co.

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"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

STATESMEN

Highest Quality, Cuban-made, Seed and Havana Cigars

"Made by the Quality House"

JEITLES & BLUMENTHAL, Ltd.

PHILADELPHIA

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

TO THE DISCRIMINATING BUYER:

QUALITY

RUY LOPEZ TRADE MARK

KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

Cigars of Distinction Our Motto "Quality"

QUEVEDO

Clear Havana Cigars

Not Merely All Havana But the Best

Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers

TAMPA, FLA.

"THE TRULY HAVANA HOUSE"

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

'ELITE' F.R.y Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
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Sole Representative for United States and Canada.

London Trophies ARISTOCRATS

PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded, 2 for 5c. and a full line of 3 for 5c. stogies Correspondence from jobbers and brokers solicited.

Wabash Cigar Co., Pittsburgh, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Finest Workmanship

Under Sanitary Conditions

BERNADOTTE TRUE HAVANA CIGARS
A. KERN & CO., Inc., 109 W. 42d St., New York

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

LIAR

You owe this trial Mr. Dealer both to yourself and to your business

¶ Send for samples of the best nickel cigar on the market. We don't ask you to believe that claim now, but to let us prove it.

¶ The tobacco used in the "Liar" has been seasoning in our warehouses for several years. The cigar contains the best filler leaf grown—and if you know tobacco, the Sumatra wrapper speaks for itself.

Write for terms and territory to the

C. H. PLITT CIGAR CO., York, Pa.

LIAR

The Cigar for the Connoisseur

E M Co

Stratford

Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia

Distributors Wanted. Write for Price List.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition, to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

The Big STOGIE Sensation

Live Distributors Will be Interested

Write for particulars

ZIG ZAG

Made in 2 for 5 cents, 3 for 5 cent sizes.

Enelow Cigar Co., Mfrs 46 Miller Street, Pittsburgh

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**

The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh factories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.

28th and Smallman Sts., Pittsburgh, Pa.

No Humidors, No Moisteners, Cigar Cases or Lid Holders Required

The Becker Glass Cigar Box Lids Provide the Best Protection Known

25 different constructions and patent attachments to select from at 10c. to 35c.

Over one million made. Some of these have been in use eleven years in nearly all countries, many customers praising their great value.

The Knockdown Frames for adjusting glass *sent by mail* all over the world.

P. A. BECKER CO., 132 Cumberland St., Brooklyn, N. Y.

Established 1891

Makers of All Kinds of Moisteners and Display Goods

The Baum-Jaffe Co.

OF PHILADELPHIA

MAKES THE FINEST 10c. CIGAR EVER PRODUCED. ITS NAME IS

"EL JAFFE"

HAVANA-GROWN HAVANA. BROADLEAF WRAPPED.

"It's a Great Seller"

BAUM-JAFFE CO.

115-117 N. THIRD STREET, PHILA., PA.

Do You Manufacture Scrap Filler Cigars?

IF YOU do, we can supply you with better scrap Filler Tobacco than you have ever used. Here is something that **you** *want.*

Horner's Select Scrap Filler is ready to work and is unusually coarse, free from stems, siftings and artificial flavoring, every ounce of which can be worked up without loss.

Packed in bales, 50 pounds net, 25c. per pound, f. o. b. cars, Gettysburg, O.

Write for sample, at **our** *expense.*

Specialists in Scrap Filler Tobacco

Horner Tobacco Co.

*208 S. Ludlow Street, Dayton, Ohio**

Factory and Warehouses, Gettysburg, Ohio

** Our Dayton office, due to the flood, is temporarily abandoned, but we are open for business at Gettysburg, to which place all communications should be sent.*

[4

Five Years of Bold Progress

NO STRONGER evidence of superior quality, greater repeating power and worthier effort to meet public demand can we relate than to compile this unprecedented record of remarkable achievement of the **BOLD** Cigar for the five years of its existence.

SALES OF BOLD

April 1908 to April, 1909	- - -	90,000
" 1909 " " 1910	- - -	900,000
" 1910 " " 1911	- - -	2,500,000
" 1911 " " 1912	- - -	4,300,000
" 1912 " " 1913	- - -	13,000,000

(round figures)

We reiterate, this record is one of remarkable achievement.

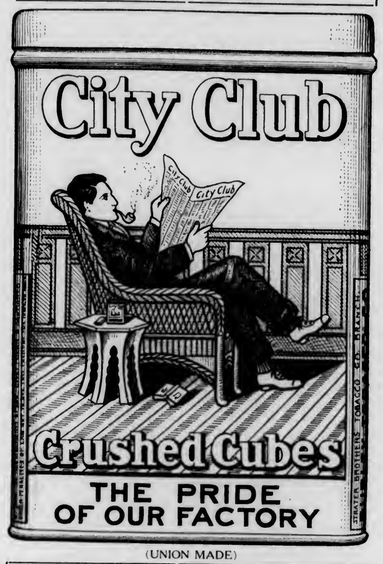
The **BOLD** did not start with a large advertising campaign—it did not start with a big boom—its coming was not heralded in advance. Its advent in the market was unpretentious and modest. One cigarmaker was employed to meet the demand; but its quality was soon recognized and its record tells a tale stronger than mere words can narrate.

BE INQUISITIVE—it will pay to investigate

BOBROW BROTHERS

114 South Second Street **Philadelphia**

For Pipe and Cigarette



(UNION MADE)

One Can Makes You a Life Member

City Club

The 20th Century Wonder in Smoking Tobacco

It's Better

Expert judges of smoking tobacco have said that CITY CLUB is worth 20 cents a can compared to imitations.

Why?

The Answer: We own the land. We grow the tobacco. CITY CLUB is the "cream" of 200,000 acres of the finest Burley tobacco grown in the famous Bluegrass section of Kentucky. The first pipe-full will convince you.

CITY CLUB is only one hundred days old, yet it is duplicating and selling from coast to coast. Ask your jobber. Quality is doing the trick. Dealers are authorized to refund money to any customer not satisfied that CITY CLUB is better.

We Prepay Express on Trial Orders

MR. DEALER: Our national advertising campaign on CITY CLUB will start in a very short time, and you will have calls for CITY CLUB because *it's better.* Write or wire us, at our expense, and we will ship you a trial order of two dozen 10c. cans and one magnificent Crystaloid window display show card, express prepaid, for $1.92. Give name of your jobber and we will supply him.

The Largest Independent Tobacco Organization in the World
40,000 Stockholders, Growers and Manufacturers of CITY CLUB

Burley Tobacco Co., Inc., Louisville, Kentucky

(5)

The NEW HOME of SANCHEZ Y HAYA

Factory No 1 Established 1867 TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

The New Sizes

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Back the big winner!

Isn't it wonderful the way Piedmont sales are growing?

Months ago they passed all the other 5-cent brands—and they are still agoing.

We believe in backing a winner. That's why every package of Piedmonts now contains a Coupon.

If you are not carrying Piedmonts—you better get aboard.

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

Cigars of Unquestioned Merit

¶ For complete particulars regarding one of the finest lines of cigars manufactured in Key West, get in touch with the

Principe de Golfo Cigar Co.
Key West, Fla.

A. AURELIO TORRES, President

German Process Cigar Bands Are the Best

Write Now—Made Only by

Wm. Steiner, Sons & Company
Lithographers
Steiner Bldg., 257-265 W. 17th Street
NEW YORK

COUNSELLOR

Take Counsel—

You wise dealers, who are looking for a cigar to hold and completely satisfy your 5-cent trade. This cigar will keep them coming on its honest merit alone.

Cressman's
COUNSELLOR
5-Cent Cigar

will build a reputation for you as lasting as business itself.

ALLEN R. CRESSMAN'S SONS, Mfrs.
PHILADELPHIA, PA.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

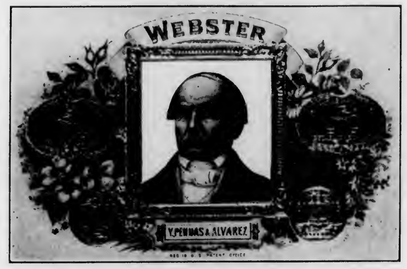
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX

The largest handlers of scrap tobacco in the world.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa — Calcutta, 10 Government Place / Alexandria, Rue Cheriff Pacha — CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, APRIL 15, 1913. No. 8.

Few Changes Affecting Tobacco Trade in New Tariff Bill Now Before Congress

To Drop Duty on Scrap, Now at 55 Cents, to 35 Cents Per Pound—Briar Root for Pipes Placed at 10 Per Cent. Instead of 15 Per Cent.—Wrapper Tobacco Defined

(From the Washington Bureau of The Tobacco World.)

WASHINGTON, D. C., April 10.

As forecast in these columns the Democrats of the Ways and Means Committee of the House of Representatives have decided to leave practically unchanged the tariff duties on tobacco. Chairman Underwood introduced the bill in the House on Monday, April 7, accompanying it with a statement that the tobacco schedule had been unchanged with the exception of the duty on scrap, which has been paying 55 cents, whereas the new bill intends to decrease this duty to 35 cents per pound. Heretofore scrap has carried the 55-cent duty in the "basket" clause of the schedule.

The new tariff law has the approval of President Wilson and it is publicly known that it is to be an administrative measure. There are many differences of opinion in the party, especially in the Senate, regarding other features of the bill, but it is not contemplated that the tobacco duties will be altered from what they are in the House bill.

Schedule F, covering tobacco and manufactures of, in the new Underwood bill, reads as follows:

"185. Wrapper tobacco, and filler tobacco when mixed or packed with more than fifteen per centum of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies when mixed or packed together, if unstemmed, $1.85 per pound; if stemmed, $2.50 per pound; filler tobacco not specially provided for in this section, if unstemmed, 35 cents per pound; if stemmed, 50 cents per pound.

"186. The term wrapper tobacco as used in this section means that quality of leaf tobacco which has the requisite color, texture, and burn, and is of sufficient size for cigar wrappers, and the term filler tobacco means all other leaf tobacco. Collectors of customs shall not permit entry to be made, except under regulations to be prescribed by the Secretary of the Treasury, of any leaf tobacco, unless the invoices of the same shall specify in detail the character of such tobacco, whether wrapper or filler, its origin and quality. In the examination for classification of any imported leaf tobacco, at least one bale, box, or package in every ten, and at least one in every invoice, shall be examined by the appraiser or person authorized by law to make such examination, and at least ten hands shall be examined in each examined bale, box or package.

"187. All other tobacco, manufactured or unmanufactured, not specially provided for in this section, 55 cents per pound; scrap tobacco, 35 cents per pound.

"188. Snuff and snuff flour, manufactured of tobacco, ground dry, or damp, and pickled, scented, or otherwise, of all descriptions, 55 cents per pound.

"189. Cigars, cigarettes, cheroots of all kinds, $4.50 per pound and twenty-five per centum ad valorem, and paper cigars and cigarettes, including wrappers, shall be subject to the same duties as are herein imposed upon cigars."

Under the new tariff bill there is no limit to the amount of Philippine tobacco products which may enter this country free of duty. According to the bill, "all articles the growth or product of or manufactured in the Philippine Islands, from materials the product or growth of the Philippine Islands, or of the United States, or of both, or which do not contain foreign materials to the value of more than fifty per cent. of their total value or twenty per cent. in case of manufactures of tobacco, from which no drawback of customs duty has been allowed therein, coming into the United States from the Philippine Islands, shall hereafter be admitted free of duty."

The bill provides for no changes in the Internal Revenue taxes on tobacco products, although the cigar interests of the country appeared to think that there would be changes along this line, and were prepared to protest.

There are also changes in the duties on labels, flaps and cigar bands. Under the new tariff bill, these labels, flaps and bands, if printed entirely in bronze shall pay a duty of

Continued on page 24

Flooded Section of Ohio and Miami Valleys Slowly Coming Back to Normal Conditions

Loss Estimated at $2,000,000—50,000 Cases of Tobacco Damaged in Dayton; Cigar Dealers Cleaned Out of Stocks—American Cigar Co. a Heavy Loser

CINCINNATI, April 11.

Reports are still coming in as to the damage sustained by the owners of cigar factories, warehouse interests and others throughout this section. The total loss, while large, is thought to be much below that first estimated. Cincinnati was fortunate, and outside of the confusion incident to the flood the injury will be slight.

Dayton will lose largely through the cigar dealers in the center of the town, who will lose their stocks and in many cases their fixtures. Three Dayton leaf brokers consulted reported that their loss would amount to about 50,000 cases. These men were Carl Ruge, M. E. Stern and A. Hauma. All the tobacco warehouses in Dayton and Miamisburg were flooded. No means of securing the loss figures can yet be ascertained. The warehouse of Wolf & Lukaswitz in Dayton, while damaged, is still standing, and all the tobacco on the second and third floors is safe and in good condition. That tobacco in the basement and first floor was ruined and it is being hauled away. Their loss amounts to about 2500 cases. They state that they will again be ready for business in about three weeks.

Robert Taggart, the representative of Julius Marqusee in Dayton, estimates their loss at $100,000, and the representative of E. Rosenwald & Brother, of New York, their loss at 1000 cases. The Jaskulek leaf concern loses the same number.

It has been estimated that the damage in Paducah, Kentucky, will come close to costing the tobacco interests in that city $75,000. The heaviest loss there is said to be sustained by the Dickerson Tobacco Company, which may be as much as $50,000. This concern's big building was unroofed and part of it wrecked. Part of the machinery was ruined also. The biggest loss will be in the tobacco which was soaked. Much of it was moved from the building after the place was wrecked.

The loss of the American Cigar Company in Mansfield, Ohio, will come close to $50,000. When asked as to what figure their damage would reach, President Sylvester, of this firm, said: "I do not think that our total loss, counting our five plants in Dayton, will amount to $50,000. Practically all the damage to our interests will be confined to the buildings. Most of our tobacco had been moved to the upper floors of our warehouse in anticipation to receiving the new crop and therefore the damage was slight."

Revenue Pitfalls into Which Tobacconists May Easily Fall

*By L. L. De Bra, in Western Tobacconist**

IT was 10 P. M. Mr. Average Cigar Dealer was preparing to close his place of business. After finishing other little duties, he examined his stock of cigars. Then it was that he violated the United States internal revenue laws four times in four minutes.

He found three boxes of Smith's cigars, one half full and the others containing half a dozen cigars each. He removed thecigars from the latter two and placed them in the half full box. Violations one and two. Then he took the two empty boxes, smashed in the lids with his fist, and threw them into the waste box. Violations three and four. If a revenue officer had come in just then it would have caused Mr. Average Cigar Dealer a lot of trouble and would have cost him a fine of possibly one hundred dollars or more.

The following explanation of the revenue regulations will help the honest merchant to keep his place in such condition that he will never have any trouble with the government.

Cigars must not be taken from the stamped box and placed in the showcase or other receptacle. They must be kept in the original stamped box until sold. Nor must they be transferred from one box to another. Revenue officers have many ways of detecting this trick, and it is better not to take chances. If you want to throw out a box that has one cigar left in it, smoke the cigar yourself. Whatever you do, don't put it into another box.

A few manufacturers put up cigars in paper packages of five or ten cigars each. These packages come in long paper cartons. Now, some of these little packages are stamped, and when they are, there is no stamp on the long carton; but many of these little packages are not stamped, and in such cases, there is a regular internal revenue stamp on the carton.

These stamped cartons containing the little unstamped packs cause more trouble than anything else the dealer handles. The first thing he does is to take out all the packs and scatter them around in the show case. Then he throws the empty carton into the waste box.

A revenue officer steps in. Trouble pops up fast. "See here," he says, "what do you mean by having all these cigars outside of the stamped package? Don't you see these little packs have no stamp? This will cost you about fifty dollars." And he proceeds to gather up all the little packs, wraps them up, and writes your name on the outside.

Meanwhile you are digging through the waste box with such frantic speed you have half the contents in the air at once. Finally you get your hands on that empty carton and you hand it to the officer with a triumphant air. He takes the carton, looks it over and smiles broadly.

"Well, here's more trouble. Why didn't you destroy this stamp when you emptied this box?" he says, showing you the stamp which you thought was on each of the little packages. "This will cost you twenty-five dollars more."

That gets your goat. You wilt down so completely that you haven't breath to explain that you just emptied that box. But the revenue officer knows all about such cases anyway, so it wouldn't do you any good to explain. The only thing to do is to pay your fine.

Better go over your stock today and see if you haven't some of these little unstamped packs on your shelves. Remember that the stamped packs can be any place except in another stamped box; but the unstamped packs must remain in the original package until sold.

Immediately on emptying a cigar box or carton, scratch the stamp thoroughly. Then turn the box over and scratch the caution label and the manufacturer's number. This does the work completely, but any less than this isn't safe. And remember that smashing the lid does no good. The stamp, marks, and brands must be destroyed.

The law is practically the same for these as for cigars, but it seems to be impossible to impress this fact on the minds of tobacco merchants. Many of them get into trouble for cutting up plug tobacco and putting it in a candy display jar. Tobacco, like cigars, must be left in the original stamped package until sold.

In opening a tobacco caddy, be careful not to destroy the internal revenue stamp. You may cut away the biggest portion of the box if you wish, but leave the stamp intact. Merchants often do this with cigars also in order to make more room in the case.

When the tobacco caddy is empty, take some sharp instrument and destroy the stamp at once. It is not sufficient to destroy the box unless the stamp is also destroyed. The safest plan is to scratch the stamp thoroughly and then you can do what you please with the box except to use it for tobacco again.

There is one very common practice that gets lots of merchants into trouble. John Jones stops at the store in the morning and says: "Cut up a dollar's worth of chewing and I'll stop for it at noon." The dealer cuts up the tobacco, wraps it in a neat package, and lays it on the shelf to wait for Jones. At ten o'clock, a revenue officer drops into the store and looks things over.

"Uh, huh!" he says, as he picks up the package. "What's this?" But he has felt so many similar packages he doesn't wait for your answer, so while you are trying to explain, with the cold sweat running up and down your back, he writes your name and address on the package, and then rudely interrupts your little speech by telling you that you surely know better than to have tobacco lying around outside of the stamped package. He takes the tobacco with him—and twenty-five dollars you paid as a fine.

So the thing to do is to cut up the tobacco for Jones and then chuck it right back into the stamped box as soon as you can. Then when Jones stops for it, you can wrap it while he is hunting for his dollar. He may complain, but it is better to take a chance with John Jones than with Uncle Sam.

When you have emptied a cigar box or tobacco caddy, and are thinking of destroying the stamp, let this old phrase burn into your memory: "Do it now!" Don't lay the box down to answer the 'phone or even to wait on an old customer. A revenue officer might drop in before you got back to that box and you'd be in a nice mess. Attend to these things promptly.

Regardless of your personal feelings in the matter, the wisest way is to treat the revenue officer just as you would a dear friend who has ten dollars you want to borrow. Assist him in every way to make an examination of your place of business. He is only doing his duty and the more pleasant you make it for him, the more likely he is to overlook your little mistakes. If he finds you have violated the law, urge him to let you off this time. If the violation is of such a nature he can not do this, then make the best possible terms of settlement. No rule can be given for this because the circumstances in each case are different. But a sure rule in any case is that courteous, businesslike treatment of revenue officers goes a long way toward smoothing over matters.

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*Mr. De Bra, formerly special inspector, has a thorough knowledge of the regulations and a wide experience in their practical application.

PROBLEMS of the RETAILER

Optimism as a Powerful Force in Business

FEW people realize the force that optimism plays in the business world of today. Our biggest merchants have been optimists of the most rabid type. Often they were called idealists, who should have been poets or writers, men who were in the wrong calling.

Yet the hidden, though none the less powerful, force largely assisted them to realize their ambitions. They took the stand that the outlook on a certain prospect or piece of business was encouraging, even easy, provided they did the matter in the right way; and as a result they went far ahead of the other merchants of their time.

Take, for instance, the stand one of our largest merchants took some years ago. Everything in his establishment was to be marked at a certain price and it sold at that price regardless of who the possible customer should be. He also was the originator of the slogan: "Satisfaction or your money back," and it worked out. Today he is in a position where he can create new methods of doing business, and the fact that he has always made good on his promises vouches for the success of any new plans.

This man was an optimist, an idealist, if you wish to put it that way, and he realized his ambition by placing his standards high and not worrying about the way he was going to work them out. He found out that the quickest way was to get busy, believe that it could be done, and the hardest part of the work was over.

One of the largest merchants of the day said recently that when a man who was in his employ in a big capacity lost his power of optimism, he was close to being a useless factor in the business. Just so must the retail merchant of the day come to a realization of his relation to this hidden force. Don't be like the croaker who, when you go into his store, is either standing at the door and surveying the landscape while his window is full of dust and the stock in poor condition, or when you ask him what trade is like will promptly say, "rotten." And little wonder it is to him. Go to the other man, the bright, up-to-date, optimistic merchant, and put the same query to him. "Quiet," he will say, "but we are getting our share of business—perhaps a little more." The appearance of his store comes pretty near to proving that, too.

You must learn that belief in yourself should come first, and that you must open yourself to the greatest force in business—optimism. To grope around in the darkness of pessimism, wonder and fear, is to fail to reach the door of opportunity, or even reach it, to find the latchstring pulled in.

Some Things a Clerk Should Know

That his employer's success is his success.

That his advancement depends entirely upon his own individual efforts.

That success is never attained without hard work.

That he will never get something for nothing.

That he is not paid merely for his presence, but for his work—and is judged accordingly.

That it is his efforts and not his influence which brings promotion.

That when he starts at the bottom and works up he knows more than the man who starts in the middle—and usually falls down.

—*Canadian Hardware Magazine.*

Read the Ads. in Your Trade Paper

I WISH I could find out the name of a concern that makes a certain cigar lighter I want to get. I have seen the lighter in several places—Gray has one. I need one the worst way."

The above statement was made a few days ago by a prominent retailer, who would resent a hint from any one that he was not a progressive and up-to-date man. Piled on his desk were some of the best journals in the trade, too; but they had the appearance of having been tossed there after very hasty perusal. Almost any one of those journals held in its advertising pages the information he wanted, and when his attention was called to the fact he found it in a minute. He looked somewhat foolish and made a few excuses—the time-honored, cut-and-dried stuff—about not having the time to read them and so forth.

The best and most wide-awake man in the tobacco trade, as well as any other, reads his trade journals from cover to cover, the advertisements as well as the reading pages. He takes advantage of every opportunity there presented and nothing he can use to advantage gets away from him. If a new brand is being pushed by the use of large space and progressive methods and he gets reports of the large demand through the reading pages of the paper, he stocks it and gets his share of the cream. He knows that if he does not his competitors will.

Get away from the idea that the trade journal is merely a gossip sheet. If you read *all* of it consistently you will see many a proposition that will increase your trade and mean money for you.

No customer should have to wait more than a minute for attention in a store, for even if they cannot be served at once, some one should speak to them and direct them to where they may be looking up what they want while waiting their turn.

Window Bulletin Suggestions

"The Batteries for Today Will Be——"

Those words will begin a new era of joy for the baseball fan. Commence a new era of smoke-joy by trying a ——— 5c. cigar. It's waiting for you inside.

The Pipes of Pan

made exquisite music for the ears of the Ancient Greeks. You will NOT find ANY music in these pipes. They are a silent, lasting joy and will stay cool and clean. At any price you want to pay.

The "Better Kind" of Manilas

Don't judge all Manila cigars by one or two poor ones you may have smoked, but come inside and let us show you quality goods from the Philippines.

5—6—7 and 10 Cents.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

The Liggett & Myers Tobacco Company is distributing among many of their dealers handsome standing frames in which pictures of current events of the day are shown at the rate of two a week. These pictures are sent direct from the New York offices of the firm and are attracting attention.

Feature Interesting Current Events Pictures in Windows

The picture idea has been used by many merchants in getting crowds to look into their windows, and incidentally to seeing just what that firm is displaying at the time. But tobacco dealers have not been using them to any extent. Perhaps the expense entailed was too much for a small store, but this idea can be used in other ways.

Some time ago one of the large dealers and importers in Philadelphia took a trip to Tampa and the Cuban cigar centers. While there he enjoyed some enjoyable, as well as exciting fishing, landing an enormous shark. A picture of the fish was taken, with him and his friends standing by. When he arrived home this picture was displayed in his store and it caught the eye, too. There was a crowd of people before the window the greater part of the day. One of the magazines happened to have a man at the scene of the catch and gave an interesting story of the participants and figures on the size of the fish, saying that this was a case of a big fish story where the fish did not get away. This clipping, which appeared in the magazine was placed in the window with picture and made a very interesting exhibit.

If the ball teams in your town have their pictures taken, get a copy if possible, also of current events wherever possible. These displays get passers-by in the habit of watching your windows. Then when you have a special lot of cigars to get rid of, you will be assured of a number of people seeing them.

Cigar dealers are beginning to realize more and more the benefits of advertizing. It seems curious that in the minds of many of them advertising is synonymous with newspapers. They do not put the window display in the same class with the newspapers, and yet there are many cigar dealers nowadays who, if they had to sacrifice one or the other, would say, "Give me the window."

Windows Superior to Newspapers in Advertising Value

The window display and cards carry a direct message that newspaper advertising never can. A man may often see an "ad" calling his attention to a certain cigar while he is reading his evening paper. It interests him—but how long? When he needs a smoke the next day, the advertisement is usually forgotten. Of course, if a half page or quarter page is used and a cigar, at a cut price, is shown, that is another matter. But how many dealers can use the newspapers consistently on such a basis?

Watch that window of yours closely. If the fixtures are old and badly worn, have them varnished or throw them out and get new ones. See that the wood in the window is finished in an attractive manner. The dark mission effect is especially good. It forms a good background for the display. And trim it regularly. Do not allow cigars to lie there until they are not fit to be smoked.

But, above all things, have it attractive and neat looking. It's a black eye to any store to have a poor window trim.

"Not one smoker out of fifty knows enough about tobacco and cigars to be able to tell the difference between the really good cigar and the mediocre one."

Break into Print and Publish a Booklet.

Have you ever expressed yourself along this line, Mr. Dealer? If you have not used these exact words, it is a pretty safe bet that you said something like it.

And at that, you were not very far from the truth. Too many smokers can be deceived on a poor quality article, and will often balk on a good one for no reason whatever.

One of the reasons is that they need education. You will admit that. How are you going to do it? Advertise your store and educate at the same time. There are very few cigar dealers, especially men of many years' experience, who have not a store of knowledge which should be invaluable to the smoker, as well as to themselves eventually, if the smoker only knew it.

Why not break into print? You may promptly say: "Oh, I can't write. I'm not an author; I'm a cigar merchant." That's very true, but if you put your thoughts on paper—and you surely have a number of good opinions on cigars and tobacco—you can easily get someone to prepare them for you, and have small booklets printed, entitled, "Valuable pointers for the cigar smoker," or something on that order. That may seem stale to you, because you've known it so long, but the smoker who wants to know a few things will not think so.

Pass them out to your customers, particularly to the man who comes to your store for the first time, and you will lose nothing by it. It is safe to assume that when a smoker reads that book and finds out a number of things of which he was ignorant before, he will often put himself in the hands of a dealer, who appears to know something about his business.

An interesting window exhibit which a Baltimore merchant displayed some time ago was a jar of cigar tips. The jar was about two feet high, of the variety often seen in drug stores, and was filled to the top with tips. It carried a sign, "Tips of cigars sold in this store since January first. Is yours among them?"

Save Cigar Bands and Tips For Displays

The same idea was used in a window of the J. Stacey Hill store, in Cincinnati, recently. In the center of the window was displayed a pile of rolled cigar bands. Above them was hung the sign, "A few bands picked from the floor of our store. Is yours here?"

One store in an Eastern city some time ago introduced an unusual novelty to their patrons. Each day for a week, between the hours of eleven and one, some bargain was offered. One day they specialized on smoking tobacco, the next on cigarettes, another day on plug tobacco, winding up a big day's sale of cigars. The neighboring tobacconists wondered how they made any profit, owing to the prices. They were not keen enough to see that nothing was lost on the specials, and the bargains brought a number of smokers in the store who purchased of other goods, on which there was a good profit.

Sells "Specials" at Certain Hours

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A Romance in The Tobacco Industry

In the dull, work-a-day career of the average business man, there seldom comes a ray of romance to lighten his cares. Facts and figures, strife and competition are his daily routine. But every once in a while, there flashes on his vision some high light of vital human interest which touches his inner side and inspires him to greater deeds.

If the tobacco industry has ever had a business romance, it has one in the story of the Quincy, Florida, shade-grown belt. How the possibilities of this fertile section as a tobacco growing center were discovered, merely through accident; how the industry suddenly developed over night; turned paupers to princes and opened a veritable El Dorado in the South; how a bad year left the fortune hunters penniless; how a group of men believing sincerely in the merits of their proposition, turned failure to success, and in three years achieved the remarkable development of that section, through courage and indefatigable work, is told for the first time elsewhere in the columns of this issue of THE TOBACCO WORLD.

We strongly urge every reader of THE WORLD to peruse and digest every line of this article. The facts were gathered by the managing editor of THE WORLD, upon a recent tour of investigation and study in the Quincy section. The article contains not only vital facts interesting to every cigar and tobacco man, but inspiration to every business man no matter what line he follows.

A Stand Pat Tariff on Tobacco Products

The Underwood tariff bill as far as it affects the cigar and tobacco trade could well be eliminated from the deliberations of that astute body of tariff-tinkers that has assembled at Washington. The Ways and Means Committee, after turning over every argument for and against changes in the tobacco schedules, came to the conclusion that as tobacco is a luxury and one of the main revenue producers which keeps Uncle Sam's pockets always filled, they would assume a "stand pat" policy and make no important changes in the tobacco schedules.

Importers of Havana tobacco had hoped that their recommendation of duty of one dollar per pound, would be adopted, and they were exceedingly disappointed when the Underwood bill was announced. At this stage there seems to be no ray of hope for them.

The eyes of the country are centred on sugar and wool and on these schedules the principal fight will be made by the protectionists.

An analysis of the Underwood bill compared with the Payne-Aldrich bill, reveals that there is a new definition for wrapper tobacco, as follows: "that quality of leaf tobacco which has the requisite color, texture and burn and is of sufficient size for cigar wrappers."

The duty on scrap was reduced from fifty-five to thirty-five cents per pound and the limitation on tax-free Philippine tobacco and cigars is removed.

The pipe manufacturers will be interested to know that they can get their briar root at a ten per cent. duty now instead of fifteen per cent., as under the Payne-Aldrich law.

If the Underwood tariff is passed as originally introduced, it will have little or no effect on the cigar and tobacco business—leaving the situation where it stands today—which is some consolation—when we consider the upset conditions that have already resulted in the sugar and wool industries over the prospects of a radical tariff reduction.

For Good Results Always Submit Clear Pictures

There are a number of pictures now lying in the offices of THE TOBACCO WORLD which for obvious reasons will never be reproduced. We have called attention a number of times to the fact that pictures are sometimes sent to us that are of so poor a quality that if cuts were made for our columns, they would show up very poorly indeed.

We have encouraged the photographing of window displays, groups of salesmen, brand boosters, and interesting snapshots of any incidents relating to the tobacco trade which would be of interest to our readers. These pictures make THE TOBACCO WORLD a more attractive journal and are used whenever possible. But we again caution senders of them to be more careful in securing clearer photographs. If the man who takes a picture of your window does not do it to your satisfaction—if it is not a clear print—tell him to try again and see if he cannot make an improvement.

You will be better satisfied, our readers will be better able to tell what the picture represents, and we can take greater pride in having a well-appearing paper if you keep this point in mind.

The March number of that breezy little publication, "Smoke," printed by the Western Retail Cigar Dealers' Association, came to hand the past two weeks and contains some very interesting matter. We congratulate these dealers on their enterprise and extend to "Smoke" our felicitations.

Elect Delegates For National Cigar Leaf Convention

Leaf Tobacco Board of Trade Also Elects New Trustees—Officers To Be Decided Upon Later—Many Members Absent

AT the annual meeting of the New York Leaf Tobacco Board of Trade, held at the usual place on Maiden Lane April 8, delegates and alternates for the next convention of the National Cigar Leaf Tobacco Association were elected. The matter of selecting trustees was also taken up. Vice-President F. M. Dolbeer presided, Carl Wobbe, the president, being absent on a trip to the Ohio flood sections. Owing to the fact that many of the members were either attending the inscriptions in Amsterdam or looking after their interests in Ohio, the meeting was poorly attended. Officers will be elected at a future meeting of the board of trustees. It is the general opinion that all the present officers of the board will be re-elected without opposition.

A resolution was introduced and adopted asking that Atlantic City be selected as the meeting place for the next convention to be held on May 12. This meeting was scheduled for Dayton, Ohio, but business is in such an unsettled state at that point that it was deemed advisable to procure another meeting place.

The board of trustees as now constituted is composed of the following: Max Stern, E. A. Kraussman, John H. Duys, Charles Fox, Benno Neuberger, Ferdinand Cranz, Julius Lichtenstein, W. S. Brill, Joseph Mendelsohn, Moritz Neuberger, F. M. Dolbeer, Joseph Cullman, Sr., F. M. Arguimbau, Fred R. Hoisington and Carl W. Wobbe. The following were selected as delegates to the Cigar Leaf Convention: John H. Duys, Sig. Spingarn, Joseph Mendelsohn, Benno Rosenwald, Joseph F. Cullman, Jr., Milton Samuels, Moritz Neuberger, Henry Fisher, Carl W. Wobbe, F. M. Dolbeer and E. A. Kraussman.

Max Schatz Moves to 82 Maiden Lane

Max Schatz, the popular sales agent for the two leading Havana brands of "Sol," manufactured by Behrens & Company, and the "Elite" cigar, made by F. Rodriguez & Company, of Havana, will remove his New York offices shortly from his present location at 82 Wall Street, to 82 Maiden Lane, in the new building erecting at that number.

Mr. Schatz only returned from Havana, about a fortnight since, and while in that city he sorted up some very interesting sizes in both of the standard brands he handles, which will be on display at the new quarters. Incidentally, the latter part of his visit to Havana was marred by the illness of Mr. Behrens, who is now happily recovered.

Max Schatz has secured the cigar privileges for the new Hotel Severin in Indianapolis. He will place in the stands a most complete line of cigars and will feature a brand of cigars called "Hotel Severin."

The Borgfeldt Stripping Machine Company has instituted a suit against the American Exchange Cigar Company claiming infringement of their patent rights.

Cigar Manufacturers' Association Elects New Officers

Fred Hirschhorn Succeeds Jacob Wertheim as President, Who Is Given Vote of Thanks For His Work in Behalf of Body

AT the annual meeting of the Cigar Manufacturers' Association of America, held at Delmonico's on Tuesday, April 8, Jacob Wertheim, formally retired as president, and Fred Hirschhorn was elected to take his place. Otto Eisenlohr, of Otto Eisenlohr & Brothers, was elected vice-president; S. K. Lichtenstein, secretary, and J. B. Wertheim, of E. M. Schwarz & Company, treasurer. Before adjourning the association gave a vote of thanks to Jacob Wertheim for his zealous endeavors on behalf of the association for many years.

The "Free Smoker" law, which allows the manufacturer to give cigarmakers twenty-one cigars a week each without paying any internal revenue tax, came up for much discussion. It was contended by some that the laws in certain states conflicted with this measure, in that in some places, like New York State, smoking was not allowed in factory buildings unless they were of fireproof construction, and the "Free Smoker" law specifically states that these free cigars must be consumed on the premises.

After the several committees had made their reports the meeting adjourned.

Output of Cigars For March in New York Increases

The production of cigars in the three New York districts for the month of March, as compiled from the Internal Revenue figures, shows that cigars have more than held their own, as compared with the same month last year, but that every other line shows decreases.

The output was as follows:

	March.		
	1912.	1913	Increase.
Cigars	63,732,420	66,964,960	3,232,540
Little Cigars	6,124,840	4,531,000	*1,593,840
Cigarettes	543,334,126	485,011,360	*58,322,766
Cigarettes at $3.60	1,265,100	1,242,650	*22,450
Snuff, lbs.	8,410	5,558	*2,852
Mfd. Tob., lbs.	630,051	453,020	*177,031

*Decrease.

E. P. Oakes, who was taken seriously ill a short time ago with a stroke of paralysis, is again calling among the New York dealers who handle the "Kings Club" cigars. His many friends were much relieved to see that he was again improved in health after his recent attack.

At the annual dinner of the Manufacturers' Perfumers' Association of America, which is slated to take place at Delmonico's on April 24, "Castaneda" cigars have been selected as the leading smokes. This was one of Dave Echemendia's clever deals.

New York City Items

Harry Fisher, head of the Brooklyn Independent Retail Tobacconists' Association, has opened a store at 334 Fulton Street. This is said to be the first of a chain of stands to be opened by Mr. Fisher.

D. J. Sweeney, of Schenectady, New York, a representative in that section for the "Fifth Avenue" cigarettes, made by I. B. Krinsky, Brooklyn, reports that this brand has been making excellent headway in that market.

Robert E. Lane, the United States representative for the "Partagas" cigar, is again with us after six weeks' tour through the West and Pacific Northwest. Mr. Lane states that those fields are opening up nicely for the "Partagas" and that he has had a most enjoyable trip. He came home by way of Canada.

At a fire at the five-story factory of the American Exchange Cigar Company, 1059-61 Third Avenue, more than $10,000 worth of cigars were destroyed. The stock on the ground floor tobacco shop of Henry Ottenberg was entirely destroyed. The cause of the fire was not learned.

E. G. Perez & Company, formerly of 67 Front Street, have announced that they are now located in more convenient offices in the Maritime Building, 8-10 Bridge Street. Their telephone number remains the same, Broad 3069.

Offices have been opened at 135-37 Front Street, this city, by the Connecticut Tobacco Corporation of Tariffville, Connecticut. The office will be in charge of Max Herzog.

The "Blue Peter" Cigarette Company, recently organized in this city, has leased offices at 72 and 74 Beaver Street.

W. B. Moore, a former Philadelphia dealer, who now covers the South for the V. Guerra & Diaz Company, has been in Tampa for the past fortnight. Harry Robare, who exploits "La Megas" along the Pacific Coast, is making things "hum" in Seattle and Portland, and H. C. Culbreath has been recently reported from Salt Lake City. Frank R. Diaz, of this firm, will be in Havana this month for a brief purchasing trip.

A handsome device for advertising their "Lord Macaulay" cigar is being shown to their trade by E. Kleiner & Company. This consists of a placque which is centered in the middle of a stand. There is room for five boxes of cigars and the whole arrangement should be most attractive for window display work.

John W. Merriam, of "Bull Dog" fame, left New York recently for a trip of several weeks' duration to Middle Western points. When last heard from Mr. Merriam was enjoying himself playing golf at French Lick, Indiana. "It's a bully place and you ought to come out here," said Mr. Merriam, writing to a friend in the East.

Charles Nelson, who has owned the cigar stand on the ground floor of the Drexel Building at Broad and Wall Streets, occupied by J. P. Morgan & Company, will be compelled to remove with the other tenants by May 1, when a new building will be erected on the site. Since Mr. Nelson is said to have secured this stand, at the favor of Mr. Morgan, it is believed that he will be provided for in the new building.

Sumatra Purchases of H. Duys & Co. Total 3000 Bales

Late Lot of 325 Bales, Picked Out by John H. Duys, Consists of Choice Tobacco of Light Greenish Cast—Considered Most Superior Goods

JOHN H. DUYS, who has been in Amsterdam attending the inscriptions for H. Duys & Company, 170 Water Street, New York, has made the most careful study of the offerings that he ever has in his life and has found the goods of such desirable character, that they have up to date purchased over 3000 bales. Last week, Mr. Duys spied a special lot of Holl. Deli Company, D. M. Deli, amounting to 325 bales, which was especially choice, and he purchased this out of hand. These goods are of light greenish cast tobacco and considered a gem lot.

John H. Duys sails on the "Mauretania" from Liverpool on April 12, after the fourth inscription of the day before, and will reach New York about the eighteenth. Henry M. Duys, of the firm, will sail from New York on the twenty-second of this month to complete the purchases of this house at the remaining inscriptions. He stated to the representative of THE TOBACCO WORLD, that the record of their tobaccos for years past, warranted him in making the assertion, that the present purchases will yield from $5.00 to $5.50 per thousand, and this puts the Sumatra wrapper absolutely in reach of nickel cigarmakers, who want to turn out a superior article.

H. Duys & Company invite the inspection of their samples, on display at their New York warerooms, 170 Water Street.

At the Sumatra inscription, held in Amsterdam on April 11, H. Duys & Company were purchasers to the extent of 5000 bales, making their purchases up to date 3200 bales.

Americans Take 3500 Bales At April 11 Inscription

At the Sumatra inscription held in Amsterdam on April 11, Americans were purchasers to the amount of 3500 bales. The market advanced decidedly in prices since the last sale and particularly for fine goods.

Among the New York firms which made purchases are the following: S. Rossin Sons, 700 bales; E. Rosenwald & Brother, 600 bales; H. Duys & Company, 500 bales; Joseph Hirsch & Son, 275 bales, and A. Cohn & Company, 500 bales.

April 4th Inscription

At the Sumatra tobacco inscriptions held in Amsterdam on Friday, April 4, Americans purchased about 4500 bales. Prices ruled about the same as at the last two auctions, although especially fine tobacco brought better figures. The crop is considered a fine one in every way and will mean that Sumatra will be used more than ever this year. The foreign Sumatra purchasers did not figure heavily in this sale.

Among the larger purchasers were the following: E. Rosenwald & Brother, 930 bales; H. Duys & Company, 796 bales and 200 additional out of hand; A. Cohn & Company, 700 bales; E. Spingarn & Company, 673 bales; L. Schmid & Company, 500 bales; American Cigar Company, 400 bales; W. K. Gresh & Sons, 240 bales; Hinsdale, Smith & Company, 250 bales; Louis P. Sutter & Brother, 11 bales; F. & E. Cranz, 106 bales.

Macy & Jenkins are showing a new clear Havana cigar, the "Rosa Moro," to their customers. This cigar comes in fifteen sizes and is packed in a most attractive manner.

PHILADELPHIA.

Quaker City Trade Outlook

THE next month or so is going to develop some interesting changes in cigar selling in the centre of the city if Dame Rumor comes fairly close to hitting the mark this time. The Riker-Hegeman drug store will shortly be opened at 1332 Chestnut Street. As is known, this concern deals heavily in cigars and usually sells them at cut-prices. It is said that the Rexall drug chain will probably add another link to their system of stands and will shortly open up on Market Street. If there is anything to this rumor, between the cigar dealers in that section, the Evans drug stores and the two other drug stores, there will be a lively cut-price war on cigars. If the competition grows any keener in the central section of the city, it would not be surprising if a number of cigar dealers dropped out of the race before long. The writer knows of at least four stands, the proprietors of which have stated that they are barely paying expenses. At another stand the owner is losing $30 per week, but as he leased the place principally as an office for himself in the centre of the city, he is not worrying any.

The retail trade was quiet last week. This can be accounted for to a great extent by the rainy weather. There were few stores that were not below normal in sales.

March was a good month for the cigar manufacturers. The output of cigars was 63,279,900, almost two millions ahead of the same period last year. There has only been one better March in the history of the local trade, that of 1911, which was 64,189,650. The factories are now fairly busy, but from present indications April productions will take a drop. The latter part of the month may nevertheless show an improvement over the earlier period. The flood in Ohio may have an effect, but this is problematical. Several of the factories have been sending shipments to their dealers in that section by express. In many cases stocks were completely wiped out.

The Third Grand Annual Ball of the A. S. Valentine & Son's Employees' Beneficial Association was held in Eagles' Temple, Broad and Spring Garden Streets, on Monday, April 7. Every one reported having a most enjoyable time.

Wm. Dohan, of Dohan & Taitt, is expected back from the Bermudas the early part of the week. Mr. Dohan has been on a vacation for several weeks and is much improved in health. His many friends were much pleased to hear his illness was not of a serious nature.

Bobrow Bros. Celebrate Their Fifth Anniversary

THIS month, Bobrow Brothers, manufacturers of the "Bold" cigar, celebrate their fifth anniversary. On the eighteenth of April, it will have been just five years since they first placed their goods before the dealers of this city. They started with one cigarmaker and at the present writing the force in the factory at 114 South Second Street numbers in the neighborhood of three hundred and fifty.

Their progress has been almost phenomenal, in view of the close competition in this city among the manufacturers. And the "Bold" is known in outside places almost as well as in the Quaker City. The first year that this brand was turned out the sales amounted to 90,000 cigars. The next year it was just ten times this, 900,000, and from April, 1912, to April, 1913, the sales jumped to more than 13,000,000.

Preparations are now under way for a number of dinners and theatre parties by the members of the firm and the sales force. These plans have not as yet been completed.

Theobald & Oppenheimer Contribute to Flood Relief Fund

Immediately upon hearing of the widespread effects of the flood throughout Ohio and the Middle West, Theobald & Oppenheimer Company, the local cigar manufacturing firm, wired to their distributors in Mansfield, Ohio, the J. A. Rigby Cigar Company, as follows: "We authorize you in our name to contribute $500 for the flood sufferers and leave it to your best judgment as to the channel to which same should be placed. Please charge same to our account."

The J. A. Rigby Cigar Company turned this money over to the Relief Commission appointed and it was used for securing food and other necessaries for the victims of the disaster. This was much appreciated by MacLee Wilson, treasurer of the Ohio Flood Relief Commission, who wired to Theobald & Oppenheimer as follows: "Accept the thanks of Governor Cox and the people of Ohio for your generous contribution of five hundred dollars, which came through the Rigby Cigar Company on April first."

There is a "To Rent" sign on the old A. T. Augustiniz cigar store on Thirteenth Street, below Filbert. It is understood that this is due to the fact that rents are jumping in that locality and many of the stores in the section will probably look for other locations. The *Evening Bulletin*, it is understood, will shortly build the second half to their building, and with the completion of the new Vendig Hotel, this locality should become a most desirable one for the cigar dealer.

Revenue Figures for March Encouraging to Manufacturers

THE Internal Revenue figures of the First Pennsylvania District for the month of March, proves that the tobacco industry in this section is in a most healthy state. The output in every line shows increases over the same month last year, with the exception of cigarettes, which is slightly below that of 1912.

The production figures, as compiled from the revenue receipts, show the largest increase in cigars. This is encouraging, but it cannot be overlooked that though the figures show up well, compared with March of last year, which month was a poor one, they are slightly below those of 1911. Yet the figures for March, 1911, show that the month was extraordinarily good. That was the first time the output ever went above the 60,000,000 mark. Small cigars also show an increase, over last year, but not over March of 1911.

The complete figures for the month, and as compared with the same period in 1912 and 1911 are as follows:

	March			Increase in 1913 over
	1913	1912	1911	1912
Cigars	63,279,900	59,818,500	64,189,650	2,461,400
Small cigars	17,037,000	13,320,000	25,400,000	3,717,000
Cigarettes	8,398,864	8,406,440	9,015,800	*7,576
Cigarettes, at $3.60	16,300	16,000	19,000	300
Manufactured tobacco, pounds,	92,240	91,789	91,371	451

*Decrease.

Quaker City Notes

M. C. Vanaman, who operates two cigar stores in this city, one at 102 North Fifteenth Street and another at 9 North Juniper Street, will shortly open another on Thirteenth Street, above Filbert Street.

At a recent meeting of the Leaf Tobacco Board of Trade, a committee was appointed to work with the new manufacturers' association, when it is formed. It consists of John R. Young, Sam Weinberg and L. G. Haussermann.

Hubert J. McConnell is in charge of the new stand of Yahn & McDonnell in the Stock Exchange, which was opened last week, after a number of delays due to the failure to install the fixtures as planned originally.

Jack Fowler, the hustling representative of the United States Tobacco Company in this vicinity, has been concentrating his efforts on "Hugh Campbell's Shag" tobacco with good results. He will shortly place a new product on the market in this city which will be a novelty in many ways.

Jack Frechie, who operates a retail cigar store at 508 Arch Street, and is the Philadelphia representative of the Luis Martinez Cigar Company, of New York and Key West, reports good progress in placing this brand with the better class dealers. Since Mr. Frechie took over the stand at the above address, he has taken on a number of well-known cigars and all the better grades of cigarettes. He lately employed two sales persons to take charge of the stand, one a man and the other a lady, the latter being one of the few young women who preside in this capacity in this city.

Arthur Holt, the energetic manager of the cigar department of Theodore Netter, 1215 Market Street, wholesale liquor dealer, has just made a large purchase of the "All-Alike" brand of the Juan Portuondo factory. He is going to push them by means of a big window display. The "Gato" cigar, of the E. H. Gato Company, Key West, is a recent addition to their line. Mr. Holt's progressive policy has greatly built up the Netter cigar trade.

Excellent progress is being made on the Coast by the jobbers of the "Counsellor" cigar. An extensive campaign is now going on in San Francisco, where the cigar has been widely placed.

Morris Burke, of Los Angeles, California, who is representing Luckett, Luchs & Lipscomb, of this city, on their "Reynaldo" and "Luxello" cigars, is making preparations for pushing them heavily in Los Angeles and Southern California. Mr. Burke was a visitor to Philadelphia a short time ago and called upon a number of cigar manufacturers. He has been representing several cigar factories in that section of California for three years, and has been in the cigar game in California for about fifteen years.

Mr. Willard Goldsmith, of Dusel, Goodloe & Company, reports a booming business this spring, which statement is ably supported by the general air of bustle and activity about the place. They have recently added to their delivery facilities a Ford car, which is attracting much favorable attention among the trade. Business is especially good on "El Principe de Gales" and the "La Preferencia," which are being featured about town in window displays by many retailers. They have lately taken on a new five-cent piece of goods, "Golden," which has an imported Java wrapper, and is strictly hand made. This house is placing on the market the famous "Cubanola" brand, now featured at the offices of the firm in a big window display.

Campaign on "Havana Ribbons" in New England

NEW ENGLAND STATES are proving very fertile fields for Bayuk Brothers Company. M. M. Wilson, who represents the "Havana Ribbon" there, is meeting with gratifying success. Mr. Wilson, working in co-operation with Mr. McFetridge from the advertising department, has just concluded a vigorous campaign in the interest of the Comstock-Willett Company, of Bridgeport, and from there intends proceeding to New Haven, Connecticut, where the Stoddard & Gilbert Company have the distribution.

McGreenery & Manning, of Boston, have recently received control for that territory and anticipate a large distribution in the Hub district. Jos. E. Lange, representative for Indiana, and Robert I. Gressitt, of Ohio, report that conditions in both states are rapidly resuming normal conditions, and both men anticipate a big year's business irrespective of disastrous floods experienced recently.

QUINCY—QUEEN OF SHADE-GROWN PRODUCTION

Romance of a New Industry That Has Arisen in Tobacco Trade---How Scientific and Efficient Management Have Turned Failure to Success*

QUINCY, Florida, a few years ago was a district of romance. The inhabitants thereof had discovered the talisman which changed clay into gold. Shade-grown tobacco was making paupers into profligates overnight; farmers who had never seen five hundred dollars were handling tens of thousands; physicians were quitting their hospitals; plumbers, their smelting pots, and mechanics their benches, all to engage in the growing of Florida shade-grown tobacco in the wonderful district in the middle northwestern part of Florida and extreme southern part of Georgia.

The little state bank in Quincy, Florida, in the year 1906, with a capital of only $60,000, earned over $70,000 as one year's profits and was handling nearly two million dollars of deposits. The section was tobacco mad, and the frenzy had the inevitable result. With unskilled farmers able to sell their tobacco crops in the ground at a price which reached as high as $1.25 per pound, it is almost needless to state that thousands of bales of Florida shade-grown tobacco were thrown upon the market, improperly grown, improperly cured, wretchedly packed, and the result was an upset which threatened almost the entire annihilation of a wonderful industry, such as is solidly established there today.

Julius Lichtenstein, President and General Manager of American Sumatra Tobacco Co.

The editor of THE TOBACCO WORLD visited Quincy and the shade-grown districts a few days ago, and learned of conditions which would challenge the pen of a Victor Hugo to properly describe.

Quincy is today a section of scientific reality, and fortunate, indeed, is the most casual student of economic affairs who can visit the district and have an opportunity of studying how a few able brave men faced a panic and brought back a stricken industry from oblivion and disgrace to a commanding position in the tobacco trade and the commercial world.

As is well known, the peculiar soil in northern Florida around Quincy has produced tobacco for generations, and many tobacco merchants owned small farms there for years, growing a fair quality of sun-cured tobacco, which played a trifling part in the production of the country at large

Start Due to Odd Discovery.

The birth of the shade-grown industry was due to an accident. In 1895, the late A. Schroeder, of New York, while visiting his farm at Quincy, noticed that a seedling tobacco plant had been dropped close to a tree, and that shielded by the branches of the tree from the direct rays of the sun, the plant showed a vigor in growth and a fineness of texture entirely different from any of the other tobacco growing thereabouts. With this thought in his mind, Mr. Schroeder arranged with D. A. Shan, a skilled grower, and his plantation manager, at that time to lay out in 1896, a quarter of an acre of seedlings under shade. The crop was an instantaneous success and the year following one hundred acres of tobacco were grown under shade, and in 1898, the industry showed five hundred acres under shade around Quincy.

*Written by Mr. J. Lawton Kendrick, Managing Editor of "The Tobacco World," from facts gathered on a recent visit to Quincy, Florida. Mr. Kendrick had the honor of being the first tobacco trade journal man who ever made a special trip to Quincy to study the conditions there, and the facts which he sets forth should prove of vital interest to everyone in the tobacco trade.

By this time, the new method of tobacco culture was attracting world-wide attention and the crops of each year were being carefully examined as to their availability for cigar manufacture. It was quickly seen that Florida shade-grown tobacco was providing at a medium cost the much-desired smooth, light-colored wrappers, which were growing more in demand each year.

As the industry grew around Quincy, outside capital became interested, and a number of prominent tobacco dealers in New York and elsewhere began to investigate the proposition, and plan to purchase farms, build packing houses and put the business on a sound basis. Prominent among these were the houses of A. Cohn & Company, of New York; Schroeder & Arguimbau, and Julius Lichtenstein & Company, who were all largely interested in other sections of tobacco growing as well. These concerns invested millions of dollars in Quincy and vicinity during the five years preceding the fateful year of 1907, and this earnestness of belief on their part acted like a rush to a new gold mining camp.

Leonard A. Cohn, Treasurer of American Sumatra Tobacco Co.

The firms mentioned built substantial modern packing houses, planted their tobacco with the utmost care, and handled their crops with scientific provision. But the work of the ex-butchers, ex-bakers and ex-candlestick makers posing as tobacco growers nullified all the efforts of the firms named as well as the scores of other intelligent and capable men who were endeavoring to properly foster the industry, and brought on the catastrophe of 1907.

A Black Year and Its Lessons.

That year will never be forgotten in Quincy. The overnight wealth of scores of growers was dissipated like the wind. The inferior tobacco which had been grown became a by-word in the trade and a drug upon the market and the name of Quincy disgraced. Those were dark days indeed. But the practical men, who had invested heavy capital in Quincy and vicinity, carefully studied the conditions existing and knew that with patient work and proper supervision, the industry could be redeemed, and they determined to do it at any cost. Leading spirits in this movement were Julius Lichtenstein and F. M. Arguimbau, of New York City, both of whom had large investments.

These gentlemen decided that the wisest measure to be adopted was for a number of the leading concerns interested in Quincy to pool their interests into one company, and with the large resources afforded by this amalgamation to go right on with the work of growing and packing Florida shade-grown tobacco and prove to the tobacco world at large just what a splendid product could be grown.

Birth of the Merger.

Their plans met with instant opposition in Quincy on the part of the unthinking, but with rare tact the organization was completed and commenced business in February, 1910, just about three years ago. It is known down there as the "merger," and on every side the writer heard the kindest and most appreciative remarks concerning the splendid work which the American Sumatra Tobacco Company has done for the

community at large. The prosperity of one means the prosperity of all, including the farmer, the packer and the company officials, and the ten thousand hands which they employ and the high character and beautiful tobacco which they are shipping from Quincy has absolutely provided a market for the independent packers of the district, as well.

The following firms united their interests under the "merger" arrangement. A. Cohn & Company, Lichtenstein Florida Tobacco Company, Schroeder & Arguimbau, Florida Tobacco Company, Taussig & Company, Kraus, McFarlane & Company, Wedeles Brothers, and the A. Wilson Tobacco Company, these representing probably the control of two-thirds of the tobacco acreage in the district. The American Sumatra Tobacco Company is organized under the laws of the state of Georgia, with a capital of eight million dollars. The first board of officers included A. Cohn as president; D. A. Shaw, vice-president; Leonard A. Cohn, secretary, and Frank R. M. Arguimbau, as treasurer and general manager.

Mr. Arguimbau served as general manager of the company for about a year when he found the duties were too arduous for his health, and at the reorganization of the board, Julius Lichtenstein was elected president, and Leonard Cohn, secretary and treasurer.

Mr. Lichtenstein's Remarkable Achievement.

From Mr. Lichtenstein's incumbency as president and general manager of the corporation, the work of the company in the South gained impetus with remarkable force. Mr. Lichtenstein inaugurated a system in the handling of the company's plantations, which has proven tremendously effective in every way. The fifty-three plantations controlled by the company were divided into four divisions, i. e., the Quincy division, the Hinson division, the Havana division, and the Amsterdam division. The latter division, however, really comprises twenty-one plantations, counted as a unit, so that all told the company has sixty-nine plantations.

The Quincy, and Hinson division, are directed by C. H. Curry as general superintendent, and the Amsterdam division is controlled by D. A. Shaw. The company owns all told sixty thousand acres of land. They have planted today over thirty acres of seed beds, which seedlings are grown under cheesecloth shade, and they have over twenty-three hundred and fifty-three acres of shade for the actual growing of the tobacco plant, which is under slats. Each of these acres is figured to produce more than a thousand pounds each, and the annual production of the company easily reaches two million five hundred pounds of tobacco.

The matured plants reach an average height of eight feet, and the picking is done at three intervals, possibly a week or ten days apart, the larger leaves at the bottom of the plant being gathered first. The seed beds of the company are today laid out in a number undreamed of a few years ago. Each seedling farm is equipped with an irrigation plant, so that every bed can be properly watered, the water being furnished from the company's own pumping stations. Each seed bed is also subjected to a sterilizing process, which eliminates the native grass almost completely, and tends toward the hardiness of the plant in a most efficacious manner.

The company import their own potash from Europe, bring special fertilizing material from Chicago, New Orleans and St. Louis, and mix their own fertilizer under private formulae, which after much experiment, they have learned is the best fertilizer to be used. Mr. Lichtenstein believes that much of the prepared fertilizer is not at all adapted for use in tobacco culture. The tobacco when it has reached its maturity, is handled in sixteen splendid modern packing houses, which are under the general direction of A. J. Stein, who is superintendent of packing. In former years the sweating process, which the tobacco had to undergo, was a dire failure, in a large majority of cases, and this system has been entirely revolutionized and is today conducted under the most scientific conditions.

Cash Prizes for Best Crops.

Each individual plantation is under the control of the plantation farmer, and the company has inaugurated a system of cash prizes, which are awarded each season to the farmer who produces the largest and best quality crop on his "shade" at the minimum of expense. This system of award is so arranged that a careful audit is made of all expenditures for permanent improvement, so there is a full chance for every one of the farmers interested. These prizes have stimulated the keenest interest on the part of those interested and the result should be most beneficial to all concerned.

Every phase of the company's business is now organized on the broadest scale possible. In the New Amsterdam district, which is somewhat remote, they have their own drug store, dispensary and company physician, who is available for consultation by their employees.

Each packing house is splendidly ventilated, well lighted and constructed with a view to the health and comfort to the thousands of hands employed.

The company have their own smithy, their own lath-making machines, their own automobiles for the use of superintendents in the inspection of plantations, and are considering the introduction of auto trucks, for the handling of the output.

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PAY DAY AT PACKING HOUSE NO. 9

Group of Employees of the American Sumatra Tobacco Company Gathered at Offices and Warehouse in Quincy, Fla.

Gustav Falk Dies After Short Illness

Gustav Falk, of the old-established New York leaf firm of Gustav Falk & Company, died in that city last Wednesday after but a few days' illness. Mr. Falk was born in Germany, coming to this country in 1857. He first entered the cigar manufacturing industry at a time when the fine grade product was comparatively unknown. Later he entered the leaf tobacco business and built it up to a point until now the present house of Gustav Falk & Brother is known as one of the largest importers of Sumatra and Havana tobacco, also packers of Connecticut, Pennsylvania and Onondaga leaf tobacco in the country.

Mr. Falk was credited with introducing the first Sumatra tobacco in the United States. He was a member of the Chamber of Commerce, Consolidated Stock Exchange, Metropolitan Museum of Art, Museum of Natural History and New York Zoological Society.

He is survived by a widow and three sons—Kaufman S., now attending the inscriptions in Amsterdam with his family; Jesse M. and Milton; also two daughters, Mrs. Maurice L. Gerschel, wife of a New York leaf dealer, and Mrs. D. M. Frank, wife of the well known New York cigar manufacturer.

Harry W. Watson

Harry W. Watson, president of the Harry W. Watson Cigar Company, operating both in Detroit and Flint, Michigan, died at his home in the latter city, April 7. Whether Mr. Watson's death will affect the present status of the company, which does an extensive wholesale business in addition to having a number of retail stands, cannot be predicted at this time, but it is not thought that there will be any radical changes for a few weeks at least.

A widow, one son and two daughters survive. One of his sons, Eugene Watson, was associated with the deceased in business in the capacity of general manager, and it is expected that the business will be continued largely under his direction.

The late Mr. Watson was one of the best known distributors of cigars in the state of Michigan, having been a big factor in the distribution of a number of brands, both through his stands and the retail trade which he sold.

He was well known in the East, being a frequent visitor to the Philadelphia and New York markets, where he had many friends who will mourn his loss.

Henry Feltman, Sr.

Henry Feltman, Sr., of Covington, Kentucky, a director of the Cincinnati Tobacco Warehouse Company, died at his home in Covington, Kentucky, April 7, aged eighty-two years. Mr. Feltman has been instrumental in making Cincinnati one of the leading leaf tobacco markets of this country, and was one of the most important figures in the leaf tobacco trade. He had not taken any active part in tobacco affairs since 1910. At a meeting of the Cincinnati Exchange on April 9 resolutions of regard for the memory of this popular tobacco man were passed.

Victor Ursus Sutter, of the leaf tobacco house of Louis P. Sutter & Brother, of New York, Chicago and St. Louis, died at his home in Chicago on March 27. He was born in Alsace-Larraine in 1843, served through the Civil War and since 1866 has been engaged in the cigar and tobacco business.

William Hammond, owner of the Lyric Cigar Store at Saratoga, New York, died at his home in that city recently, aged forty-eight years. He is survived by a widow and one son.

Richard Schaub, who had been in the leaf business in Pittsburgh since the death of his father, A. Schaub, a short time ago, died there recently. The business was taken over by the firm of Herman Harowitz & Company, of that city.

Adolph Mayer, well known among the Cincinnati trade as a cigar manufacturer, died in that city recently after a long illness. He was eighty-two years of age and is survived by a widow and four children.

Judge Tracy, of the Kenton Circuit Court, of Kentucky, in the recent suit of the stockholders against the present management, ordered that a special election be held on the second Tuesday of October of this year to elect officers, which he states is provided for in the constitution.

Joseph T. Snyder, the Buffalo cigar dealer and operator of a chain of cigar stores, has closed a lease in Cleveland whereby he will have a room twenty by twenty feet in the Ellington Building, Superior Avenue near East Ninth Street. After the place has been renovated and fixtures installed, it will be opend as another Snyder store.

Successor to Roy Cabell Appointed

William H. Osborne, of Greensboro, North Carolina, has been appointed Collector of the Internal Revenue by President Wilson to succeed Roy Cabell.

To Manufacture Tobacco In Cincinnati

A five-year lease has been taken on the property at 810-12 Broadway, Cincinnati, by the Krummel Tobacco Company of that city, who, after installing machinery, will manufacture scrap, chewing and smoking tobacco. This concern was organized with a capital stock of $50,000, and is composed of the following: John C. Krummel and Carlton W. Bates, formerly of Luhrman & Wilbern Tobacco Company, and Louis F. Bapst, well known throughout the Middle West as a traveling salesman.

Few Changes in Tariff Bill

Continued from page 13

fifteen per cent. ad valorem; if printed otherwise in bronze printing, but not whole or in part metal leaf, twenty-five per cent. ad valorem. If printed in whole or in part metal leaf, thirty per cent. ad valorem.

One of the items in the new bill is the definition of wrapper tobacco. This was a hazy question heretofore in the minds of most tobacco men. Under this clause wrappers are clearly defined as "that quality of leaf tobacco which has the requisite color, texture and burn, and is of sufficient size for cigar wrappers." This will probably eliminate a great part of the power of the customs officers.

San Francisco

Improvement Noted Among Jobbers and Retailers—H. Bercovich Takes Over Interest of His Brother, William Bercovich—Henry W. Peabody & Co. Take on Manila Line, of Valle de Cagayan—News of the Travelers

San Francisco, April 5.

THE cigar trade is looking up a little this week and the local jobbers are feeling more optimistic than for some time past.

Showery weather has prevailed, causing a great improvement in crop conditions in most parts of the state, and a week or two more like the last one will put the country in first-class condition. There has been too much of a scare for immediate recovery, however, and some localities are still a little quiet. Retail trade here in town is fair, and stands in some localities are feeling the effect of the exposition work, which is increasing rapidly, already giving employment to several thousand men.

Tobacco men are still somewhat worried over the prospect of restrictive legislation. In addition to the measures formerly referred to are several industrial bills that would probably hamper local cigar and cigarette factories to a serious extent, while the anti-cigarette bill would drive several important concerns out of business entirely. Both wholesale and retail tobacco interests have been ably represented at Sacramento, and aside from this it seems doubtful whether any great number of the legislators are seriously in favor of the more radical restrictions, but in view of the powerful woman's suffrage influence no assurance will be felt until the matter is definitely settled.

M. C. Eisenschimel, traveling for Henry W. Peabody & Company, Western representatives of a number of Manila factories, was at Omaha during the recent disaster, but was fortunately not in the wrecked area. He is expected back in the city in a few weeks. This company has just taken up the representation of the Valle de Cagayan line, of which the first large shipment is expected soon, and has for some time handled the products of the Intal and Maria Christina factories, these lines being distributed in the local territory by Haas Brothers and Michalitschke Brothers & Company, respectively. Advices from Mr. Eisenschimel indicate a good measure of success in introducing these lines into new territory, though his visit to Omaha was rather ill-timed.

H. Bercovich, of the Bercovich Company, which has for several years operated a chain of retail stores, as well as a jobbing business in San Francisco and vicinity, has taken over the interest of his brother, William Bercovich, who recently returned from a trip East. No change is announced in the plans of the Bercovich Company, and William Bercovich expects to make a new connection in the same line of business very shortly.

Major F. S. Burrows, representative of the Jose Lovera Company, is back at work after being laid up a few days by a fall.

Carl Koenig, traveler for Frankel, Gerdts & Company, is again visiting the trade after a period of illness. Frankel, Gerdts & Company recently enjoyed a visit from Edgar Pollack, the Havana tobacco man, whose brother looks after the company's interests in Cuba.

O. J. Lansing, Coast representative of the Sanchez & Haya Company, is back from a Northern trip, and is now working up a lot of new business in this vicinity. Arthur Meyer, representing Bustillo Brothers & Diaz, is also doing considerable work in the city of late, giving most of his effort to the "Henry the Fourth" brand, which, though but recently introduced here, is making rapid progress.

Leo Weiss and A. V. Jockel, of the Ruy Lopez factory, are expected here in a few days.

The Edw. Wolf Company has started a gratis deal on its "La Calida" brand of Manila cigars.

M. F. Pixley is back from the East, where he went in the interest of W. I. Pixley, representative of Dill's tobacco; Krinsky's cigarettes, etc. Mr. Pixley is enlarging the scale of his work, having just secured the services of H. T. Spencer, formerly with the Tobacco Company of California, who is now calling on the Southern trade. Most of Mr. Spencer's time, however, will be spent in Oregon and Washington, where he will keep up the work started by Mr. Pixley last year, giving the latter an opportunity to concentrate this season, as he desires, on the California trade.

J. J. Hoffman, of the Hoffman-Moore Company, has just returned from a trip through Nevada.

Mr. Hubley, of Benson & Hedges, the New York cigarette manufacturers, made a visit last week to Ehrman Brothers & Company, who have been doing a large business in this line. Ehrman Brothers & Company are now also taking up the "Ramado" cigarettes, made by the National Tobacco Products Company, for which they expect to get a wide distribution from the start.

Alexander Herbert, of Philip Morris & Company, is expected here in a few days. J. E. DeVitt, Coast representative of this line, is now introducing the company's new brand, the "Unis." Mr. DeVitt returned the first of the week from the North, leaving C. Newman, formerly with M. A. Gunst & Company, in charge of that district.

Milo Adams, of the Surbrug Company, is putting in several weeks of effective work for his cigarette lines in San Francisco and the bay towns.

Quincy—Queen of Shade-Grown Production

Concluded from Page 23

The main offices in Quincy, Florida, are located in warehouse number nine, where I. Gardner is the resident office manager. The visitor is impressed at once, upon stepping into their counting rooms, to observe the most excellent furnishing and air of solidarity, which pervades the establishment.

But this would all avail nothing, if the product were not right, and President Julius Lichtenstein is the living embodiment of this fact. He personally visits in the district every few weeks, and no detail, however small, in the growing, handling or packing of the Florida shade-grown tobacco, produced by the American Sumatra Tobacco Company, seems to escape his attention. Those derelict in their duty in the smallest degree, wince to see him land in Quincy, for they know that they are sure to be jacked up. But all the others welcome him gladly, for they know that he has a kindly word of commendation for good work accomplished, and a thoughtful suggestion as to greater results to be obtained to offer to the most important official, or even to the humblest worker.

In riding around the various plantations, Mr. Lichtenstein's eyes sparkled when he came to the various seedling beds, beautiful in their character as a result of nature's bounty, and the scientific aid of thoughtful men, and his many expressions to the writer of unflagging interest and undying determination to make this district the greatest wrapper-producing center of the world, led me to understand more clearly what was meant a night later, when a lifelong resident of Quincy, an independent grower, and chairman of county commissioners, threw his arm about Mr. Lichtenstein, and said: "We call him the Prince of Florida Shade-grown down here."

Impetus to Independent Growers.

And what of the independent grower, is asked? The work thus far accomplished by the American Sumatra Tobacco Company has been a most vigorous stimulus to the growers and packers who did not enter the "merger" originally. These firms have carefully watched the experiments made by the "merger" and in numerous instances have adopted ideas, which have all tended toward the general betterment of the product from the locality.

As far as the writer could ascertain, all the business of the vicinity is in a more healthy and prosperous condition than it ever was before. William M. Corry, president of the Florida Tobacco Commission Company, and also Corry-Barlow Company, informed me that he had entirely disposed of his output for the present season, and that the popularity of Florida shade-grown was growing each month. Such firms as the J. & O. Altschults Tobacco Company, Max Wedeles Tobacco Company, Seminole Tobacco Company, Quincy Florida Tobacco Company, and others, have each a splendid business, which has been assisted and strengthened both by the tobacco, which they have grown individually, and by the high standard maintained in the output of the district as a whole.

M. A. Gunst & Company are keeping their pipe department in good shape, and report an unusually active business in this line for this time of year.

Emil Judell, of H. L. Judell & Company, got back this week from an automobile trip in northern California and southern Oregon, where he found rather hard going on account of the recent snows.

J. M. Moos, the Chicago cigar jobber, called on some of the local dealers a few days ago.

W. W. Linn, in charge of the "Bull Durham" business of the American Tobacco Company, and W. T. Harris, head of the Tobacco Company of California, returned recently from a visit to Honolulu. Mr. Linn is now on his way East. The Tobacco Company of California is now making a special offer of "Bull Durham" in connection with "Mascot" pipe tobacco.

Notwithstanding the dissatisfaction of growers with the results of last year's tobacco crop in the vicinity of Fresno, California, some planting is being done this year, and the Chamber of Commerce at Dinuba, California, is supplied with a lot of Turkish seed for free distribution to farmers who may wish to experiment.

A. A. Alvarez, formerly of Los Angeles, is starting a cigar factory at Ventura, California.

all that's new with JOBBERS and DISTRIBUTORS

New Rochester, N. Y., Jobber to Handle "Flor de Moss"

THE newly organized jobbing house of Rochester, New York, the Foley-Wolfe-Kinney Company, is now open for business in their store at 179 South Avenue. This concern has started up in earnest fashion and state that they are after all the trade they can get.

With this end in view they have taken on a number of well-known cigars for Rochester and vicinity, for which they will be the exclusive distributors. Among them are the "Flor de Moss," "Moss Kids," "Royal Circle," "Quaker Girl" and "Say-So" cigars of the S. R. Moss Cigar Company, of Lancaster, Pennsylvania. These brands have a national distribution and should be among the best sellers in that territory among high-grade goods.

This concern will also handle a full line of cheaper cigars as well as Havana goods, and state that they will be able to supply the wants of every cigar dealer, no matter to what class of trade he caters. The officers of the firm are Thomas F. Foley, president; Frank Wolfe, vice-president, and William F. Kinney, secretary, all of whom are members of the concern.

Smith Bros. Co. Take on "Royal Lancers"

The "Royal Lancer" cigar, of the Theobald & Oppenheimer Company, of Philadelphia, has been taken on recently by the Smith Brothers Company, of New Orleans, and will be pushed heavily with the assistance of J. M. Landfield, who placed the cigar with the jobbing house. The New Orleans firm has been securing satisfactory results on the "Charles the Great" cigar of Salvador Rodriguez, and the "Havana Ribbon," Bayuk Brothers Company.

"Jose Vila" For Rosenfeld-Rovig Co.

The "Jose Vila" cigar, of Berriman Brothers, of Tampa, has been taken on by the Rosenfeld-Rovig Company, a recently organized wholesale concern in Seattle, and will be placed more widely among the leading dealers. The deal was carried through by M. W. Berriman, of the manufacturing concern.

Jobbers in Flood Section Need Goods Badly

Owing to the demand from the flooded sections of the Middle West, the cigar and tobacco jobbers of Cincinnati have been hard put to fill orders. Many dealers in the flood district were cleaned out of stocks, and wired to factories as soon as possible after they were again able to get into their stores. Many shipments were sent from the Eastern cigar factories by express, but as it was some time before the railroads were operating as usual, the delay was of several days' duration.

The jobbing firm of Lipschutz & Sault, which has been doing business in Newark, New Jersey, for some time and was organized to push the "44" cigar in that state, has gone out of business. This brand will hereafter be jobbed by the L. Singer Candy Company, of Newark.

Pushing "Beechwood" in New England

THE "Beechwood" five-cent cigar, manufactured by the Union-American Cigar Company, at their Newark, New Jersey, factories, is making excellent headway in Boston, where it is distributed by McGreenery & Manning, who have control of this cigar for the New England States.

McGreenery & Manning are very much enthused over the high quality of the brand, and in order to get them properly displayed with their trade they had made up an attractive dispenser which holds one box of "Beechwood" cigars and is placed on top of the show cases.

The dispenser is the property of McGreenery & Manning and is loaned to their customers for displaying the "Beechwood" cigars. McGreenery & Manning sold in the city of Boston in four days recently 100,000 "Beechwood" cigars, and after working the city thoroughly will feature the brand over their entire territory.

O. Schrader & Co. to Wholesale Exclusively

The wholesale and retail firm of O. Schrader & Company, of Chicago, have sold their retail store at 26 East Randolph Street, that city, to the United Cigar Stores Company, and will hereafter devote their time exclusively to the jobbing business. The site for a new location has not yet been decided upon.

Lang, Jones & Company, of Portland, Oregon, recently removed to their new store in that city at 25 Fifth Street. They are the wholesalers in that city for the "La Famosa" cigar of E. Kleiner & Company, of New York.

C. B. Jordan, who had been connected with the cigar department of W. B. & W. G. Jordan, Minneapolis, for more than a year, has retired from that house to go with George R. Newell & Company, of that city.

The "Havana Ribbon" cigar, which was formerly wholesaled in the city of Toledo, Ohio, by Berdan & Company, is now handled by the Walding, Kinnan & Marvin Company.

The J. B. Moos Company, of 240 East Fifth Street, Cincinnati, recently moved into their new place in that city at 513-515 Sycamore Street. This concern opened a branch in Louisville, Kentucky, a short time ago.

The "El Wadora" and "Rey Oma" brands of Sig C. Mayer & Company, are receiving excellent distribution through the Parker-Gordon Cigar Company, of St. Louis.

The Alkire-Naylor Cigar Company, a comparatively new jobbing house of Salt Lake City, Utah, has purchased a large auto wagon, which will be used by them in delivering orders.

The "Flor de la Isabela," a Manila cigar, has received some excellent distribution recently through Mason, Ehrman & Company, of Portland, Oregon.

Jobbing Trade Notes

Louis Engelman, one of the live dealers at McKeesport, Pennsylvania, has just placed through the Stallings Company, one of the largest orders he ever bought. It includes six different sizes of "La Samaritas," made by the Shields-Wertheim Company, of Cleveland, Ohio.

David Herman, who had been operating a retail cigar store at 415 Jackson Street, Milwaukee, has given up the stand and announced that he will devote his time to the wholesale business. For this purpose he has taken an office in that city at 417 Jackson Street, and sold the retail stand.

Vincent Brothers, retail and wholesale cigar dealers, of Rochester, New York, who were formerly located at 42 State Street, have removed to their new location, 70 North Street, which allows them more commodious quarters.

The "Tadema" cigar, a well-known piece of goods made by the firm of Arguelles, Lopez & Brother, of New York and Tampa, has been taken on for distribution by the Rothenberg & Schloss Cigar Company, of Denver, Colorado. The Denver wholesale house announces that no pains will be spared to place the cigar with every large dealer in the city.

The wholesale and retail tobacco and cigar business of George W. Elsasser, the Cleveland cigar man, of Detroit Avenue and West Twenty-fifth Street, has been sold by him to Henry A. Beckerman and J. M. Ulmer.

John A. McGee, wholesaler and retailer, at 238-240 West Fourth Street, Williamsport, moved into his new store and bowling alley on April 7. The splendid store front and interior equipment make it the finest stand in the city. He is the distributor of the "Leda," T. H. Hart Company, and the "Saboroso," Vetterlein Brothers, in this section.

The Badger Tobacco Company, of Milwaukee, Wisconsin, has been distributing coupons to smokers in that city which allow the recipients to secure a free "Havana Ribbon" cigar. These coupons have been widely circulated in that city and have helped to increase the sales on the brand.

C. E. Faber, jobber and wholesaler, 117 West Fourth Street, Williamsport, who distributes the "Bold" cigar, Bobrow Brothers, reports a strongly increasing demand for this cigar in that section.

The "Rose-O-Cuba" cigar, made by the Fleck Cigar Company, of Reading, Pennsylvania, has been taken on by J. Baum, a large retailer of Jersey City, New Jersey, who will act as the jobber for the cigar in that city.

The "Savarona" cigar was taken on recently by the Hart Cigar Company, of Portland, Oregon. This brand was formerly handled in that city by Lang & Company. The "Savarona," which is manufactured by the Cayey-Caguas Tobacco Company, is one of the leading high-class Porto Rico brands.

March Production in Ninth Pennsylvania District Increases

The production of cigars for the month of March in the Ninth Pennsylvania Internal Revenue District, totalled 68,896,880 cigars, an amount far in excess of any ever recorded in this district for this month. The production of cigars for the Ninth District during February was 68,597,263.

Chicago

Adolph H. Seckbach Retires from F. Bolano & Co.—La Kurba Cigar Co. Incorporates—Number of New Cigar Stores Opened—Dealers Seek Privileges in Old Montgomery Ward Bldg.

CHICAGO, April 12.

THERE is a fair trade reported in tobacco lines. While business is nothing to brag about, yet all dealers report a seasonable increase and they all feel optimistic in regard to the future.

Adolph M. Seckbach has sold out his interest in the firm of F. Bolano & Company, of San Francisco. This was a great surprise to the local trade. Mr. Seckbach has not announced his plans as to the future.

La Kurba Cigar Company is the name of a new company which has been incorporated under the state laws of Illinois. This company is incorporated for $20,000. Hyman Soboroff, Samuel Rosenblatt and Irwin P. Lewis are the incorporators.

Matt Wengler, of Wengler & Mandell, owners of the "Tom Palmer" factory, has returned from an extended trip through the West. He visited Portland, Seattle, Victoria, British Columbia; San Francisco and Los Angeles. He returns very much improved in health.

The Kadison Cigar Company is having a new storage vault put in at their salesroom in the Ashland Building. This will permit them of carrying a larger stock and enable them to fill up orders for quick shipment. The vault will have a storage capacity of 250,000 cigars.

Fred L. Wells has opened his new store at the northwest corner of Fifth Avenue and Jackson Boulevard. This store will be one of the handsomest in that locality.

A new cigar store has been opened on the south side by Max Zimmerman, of the Zimmerman Cigar Company, at 1235 East Forty-seventh Street. The Zimmerman Cigar Company have a factory at Franklin near Washington Streets, where they manufacture the "King Phillip" cigar.

Albert Billep, manager of the cigar department of Morrison, Plummer & Company, of Chicago, was a visitor in Tampa. Mr. Billep was on a business trip and after a thorough examination he purchased the rights to the "Don Luis" brand of Gonzalez, Fisher & Company. Twenty-seven salesmen carrying samples of "Don Luis" will soon be on the road out of Chicago.

The Silversmith Cigar Company has been incorporated under the state laws of Illinois with a capitalization of $4500. The incorporators are Sidney Lyon, Maurice Gevirtz and Thomas Mathieson.

The present session of the Illinois Legislature will take up the bulk sales law, which is designed by credit men's associations to prevent fraudulent debtors from disposing of their stocks of merchandise without due notice to their creditors. This law would be a great boon in the retail cigar business, where credits are so loosely extended.

The corner store of the old Montgomery Ward Building on Michigan Avenue, which is to be remodeled into an office building, is being eagerly sought after by cigar dealers. The successful bidder for the place has not been disclosed.

John J. Dolan added another store to his already big string when he secured a lease for a store in the new building to be erected on the southeast corner of Quincy and Fifth Avenues. The lease runs for ten years at an annual rental of $7200.

C. E. Case, of Chicago, has accepted the agency in this market for Arnold Tietig & Sons, of Cincinnati, high-grade makers of five and ten-cent cigars.

Best & Russell Company have opened their new store in the Westminster Building. While the store is not a large one, it is a cozy place. The usual Best & Russell lines are on sale. Business so far has been flourishing.

A chain of cigar stores to be operated in the outlying districts and suburbs of Chicago is the project of some of the local promoters. The idea of ignoring the loop seems to be a wise one, as competition is sharp, but they will also find difficulty in promoting business in the outlying districts.

George W. Smith, formerly district manager of M. Melanchrino & Company, with headquarters at Chicago, has been promoted to the position of general representative of the company.

The Nestor Gianaclis Company is making an effort to secure suitable quarters in the Ceylon Building. This building will house most of the cigarette concerns which have become a part of the Tobacco Products Company.

Julius Saltzberg has purchased the cigar store at 204 West Madison Street formerly conducted by Sol Katz.

Post "C," of the Travelers' Protective Association, held its annual election of officers and a smoker at the Great Northern Hotel. A good many of the cigar and leaf men are members of this post. E. Landfield, the well known cigar man, was elected president; H. N. Marks, first vice-president; Henry H. Maier, second vice-president; L. Friedlander, third vice-president, and T. W. H. Clarke was re-elected secretary. The board of directors are: E. G. Ahern, of J. & B. Moos; M. Forster, Charles Nelson, Mr. Cusick and Mr. Clinton. Delegates to the national convention to be held at Richmond, Virginia, June 9, are Thad. H. Howe, Charles Nelson, Mr. Weilch, T. Edgar Harvey, J. P. Ball and Mr. Grossfeldt.

"Little Minister" cigars are being pushed aggressively by Many, Blanc & Company. Drug stores have been supplied with attractive window display signs.

Detroit

Herman Lieberman, New General Manager of Central Cigar Co.—Soper Cigar Co. Opens Up With Fine Line of Goods—Cigar Dealers of Grand Rapids Listen to Premium Advertising Proposition

DETROIT, April 8.

"SANDY" STUART, of the Superior Cigar Company, reports: "We are very busy and have shown an increase this year up to the present writing of over one hundred per cent. as compared with the same period of a year ago. We will soon be in a position to increase our production, as the new factory is nearly completed and will be ready for occupancy on or about May 1. It will be one of the best equipped cigar factories in the United States, and it will only be a short time before we are making as many cigars as any factory in the First District of Michigan."

Herman Lieberman, for the past seventeen years connected with the city ticket office of the Pere Marquette Railroad, has resigned and becomes general manager of the Central Cigar Company and its various stores. The Central Cigar Company is a Detroit company, whose officers are Charles Coombs, president; Julius Robinson, vice-president; Herbert Weil, secretary and treasurer, and Herman Lieberman, general manager. The main office is at 508 Woodward Avenue, corner Erskine Street, which is the fifth store to be added and which was opened to the public for the first time on April 5. The location is a splendid one and is situated in a district that heretofore has been residential, but which is rapidly becoming an important commercial center.

Arthur West has opened a cigar store in Ionia.

LaFond & Company, of Detroit, are gradually building up a nice trade on confectionery. They have the exclusive Detroit agency for Park & Tilford candy and make a feature of this department at both their Woodward Avenue stores, as well as the one on Grand River Avenue.

A. J. Fleury, of Marquette, who recently started in business in the Bittner block, will put in a line of cigars and tobacco.

It is rumored that the Lichtig Cigar Company, of Mt. Clemens, are negotiating for the sale of their business and will engage in the theatre business. Harry Lichtig is changing over the cigar store formerly on Gratiot Avenue into a theatre, and will devote much of his time to it when completed.

The Soper Cigar Company in the Dime Bank Building, corner Fort and Griswold Streets, opened for business April 1; it was strictly informal, although announcements were made in all of the daily newspapers the previous day, which also contained photographs of both Mr. Soper and Mr. Mannheim, who will conduct the store. In spite of the "free" smokes given friends, the actual cigars sold on the opening day ran considerably higher than either Mr. Soper or Mr. Mannheim had looked for; there was a constant stream of people from eight o'clock in the morning until late at night. While all of the stock ordered was not in for the opening, a glance in the cases showed the line to be a very complete one. Some of the leaders are: "Statesman," "Royal Peer," "El Planco," "Corina," "Lozano," "Lucius," "Solace," "Charles the Great," "King Henry," "Webster," "Castaneda," "Romeo and Juliet," "Stratford," "Partagas," "La Carolina," "Hoyo de Monterrey," "First Consul" and "Norma."

E. G. Waymuth, "Fatima" department of Liggett & Meyers, was a recent visitor to Detroit. Paul Lindner, who has charge of Michigan, Indiana and Ohio for P. Lorillard Company, left after being here for more than two weeks. He is much pleased with the showing being made on "Nebo-20," attributing its big success to the large flag that goes with each package.

Theodore D. Becker, of Stradley & Becker, wholesalers and jobbers, has sold out to Mr. Stradley, who will continue the business.

Wayne Cigar Company on St. Aubin Avenue are making still further alterations to their present building. Their business is growing and they need more room.

A "La Azora" electric sign has been erected in front of the cigar store of M. L. Tobias on Woodward Avenue.

C. S. Sarluy, who returned to Detroit this week from the Ohio flooded district, tells appalling news of the great disaster. He himself was in Cincinnati at the time and was bound for Dayton when the sad news came of the breaking of the levee in Dayton.

All the cigar manufacturers were contributors to the Dayton fund, and collections were even taken up among the employes.

Edwin N. Ackerman, Western sales manager for the "Webster" cigars, was in Detroit the first of the month, and spent a few days in our midst. Mr. Lutts, one of his salesmen, has been working Detroit and some of the larger cities for the past two weeks. He left Michigan to work in Wisconsin for a while.

The officers and executive committee of the newly organized Grand Rapids Cigar Dealers' Association held a meeting recently at which they were addressed by T. F. Driscoll, of New York, on a matter pertaining to premium advertising; the idea is to give away gold certificates with each purchase, which are redeemable for premiums. The matter will be taken up by the members of the association at their next meeting.

George H. Woolley, manager of the Ponchartrain Hotel, is back from his Coast trip and is looking splendidly. He announces that the "Mi Hogar" brand, made by E. P. Cordero & Company, will be added to the cigar stand.

Detroit is now awaiting the opening of the regular convention which usually starts about the first of May. According to Secretary Carmichael, of the Detroit Convention and Tourists Bureau, Detroit will entertain something like one hundred and seventy-five national and state conventions during the summer and fall of 1913. This means a lot of money to be spent in Detroit, a good portion of which goes for cigars, cigarettes and tobacco.

The new representative in this territory for the Melachrino Company is R. G. Casey, who for the past year has been in Texas for the firm. Previous to that time he was for a while in Detroit, and is well known among the local trade.

L. B. McKitrick, vice-president of the Melachrino Company, and also its general manager, was here on Tuesday, the eighth, looking into local conditions.

A cigar department is a new feature of the new confectionery store of Harry and Peter Capitan, on West Main Street, Owosso, which was recently opened for the first time. The store, perfectly appointed and beautifully finished, is one of the most up-to-date establishments of its kind in the state.

Detroit is anxiously awaiting the opening of Joseph Snyder's new store on Woodward Avenue. Mr. Snyder has the reputation of being a live-wire, and the probable effect of his new store on the business of the other five stores on the same street seems to be the current topic of the day. While it has not been substantiated, it is reported that should the United Hotels Company take the new hotel, which is said to be in preparation for the corner of Washington and Grand Circus Park, the cigar privilege will go to Mr. Snyder, who is a personal friend of the officers of the company.

C. S. Bergen, of the American Cigar Company, who was in Detroit at the time of the Dayton flood, is now a most happy man since he has learned of the safety of his family.

On March 27 William Lichtig, manager of the Porter Street branch of the Lillies Cigar Company, celebrated his fifty-first birthday. Many of his friends surprised him by calling at his home and celebrating the event.

The Harry W. Watson Company has added the "Marcellus" cigar to its various retail stores.

Late visitors were: P. Verplanck, of P. Verplanck & Company; Mr. Plues, of Starlite Brothers; R. M. Holmes and Nate Hubert, of Butler & Butler; N. J. Rice, of the little cigar department of the American Cigar Company; N. R. Treble, of E. A. Kline & Company, of Cleveland, and Frederick Metzler, of the American Tobacco Company.

MICHIGAN.

A "Jose Lovera" Display in Los Angeles, Cal.

How the Window in the Edward F. Cohn Store is used to Feature Cigars: a Trim that is Simple, but Artistic and Effective

Committee to Investigate Foreign Purchase of Leaf on April 17

A meeting of the committee, which was appointed to investigate the purchase of American-grown tobacco by foreign governments, has been called for April 17 in Washington. At that meeting it is expected that plans will be prepared for holding hearings before which the commission will invite a number of people connected with the tobacco trade to testify.

The commission is composed of Senators Martin, of Virginia; Henry C. Lodge, of Massachusetts; Frank B. Brandegee, of Connecticut, and Representatives Flood, of Virginia; Stedman, of North Carolina, and McKinley, of Illinois.

Growers in some parts of the country, but particularly the South, claim that the foreign governments are in a conspiracy to keep the price of tobacco below the market and by means of unfair methods have in many cases secured their tobacco at prices which were ruinous to the growers.

Flood Affects First Ohio District Output

Had it not been for the setback caused by the flood the latter part of March, it is possible that the First Ohio District would have broken a few records in the way of production. The Revenue Office at Cincinnati was not able to give complete figures owing to the flood, but verified some compiled by the "Cincinnati Enquirer," which are as follows:

March Production.

	1913.	1912.
Number cigars	13,648,387	14,584,330
Number cigarettes	12,000	.....
Snuff, lbs.	9	5
Tobacco, lbs.	1,999,742	2,518,259

A. Haas, Cuban Tobacco Grower, Predicts Fine Crop

A. Haas, the well-known grower and packer of Cuban tobacco, writing from Vueltas, Cuba, reports an encouraging outlook for the new crop. In writing to THE TOBACCO WORLD he states: "Things look pretty good up this way and the 'North' will find the tobacco better than in many years. I look for the crop to be almost the same in quantity as last year, with fully twenty to twenty-five per cent. more of first and second capaduras. Prices will be in some instances fifty per cent. more than last year."

Mr. Haas is an experienced tobacco man and knows the Havana leaf as few men do. A prediction coming from him should be a good estimate of the crop and conditions there.

Cleveland

Cigar Dealer Lived on Roof For Two Days—Exciting Experience of a Hamilton, Ohio, Man During Flood—Latest Trade News

CLEVELAND, April 12.

CLEVELAND is slowly recovering from the shock of one of the worst disasters that ever struck this vicinity. The state-wide floods have spread out their tentacles to every corner of the state. A great many of our leaf tobacco dealers who had tobacco stored in the flooded district suffered considerable loss, as did many of the cigar manufacturers who had cigars in transit, but all have forgotten the financial loss and rallied nobly to the far greater cry of the homeless and starving multitudes.

Charles Dryfoos, of Dryfoos Brothers, cigar jobbers, of Hamilton, Ohio, who was in town the past week, reported sixteen feet of water in his store, which caused a total loss of stock and fixtures. He is here replenishing his stock and will open again about May 1. Mr. Dryfoos was forced to the roof of his establishment by the high waters, where he was marooned for two days and nights and subsisted on grape juice and candy which they fished out of the sweeping waters. They were finally taken off by a life-saving crew.

Leo Mendelsohn, of the E. A. Kline Cigar Company, reports trade very brisk and the only fault they have to find is that labor is so scarce. They are having trouble in filling their many orders. They have just added Berdan & Company, of Toledo, to their long list of jobbers and are making them a cigar called "Berdan's Opinion."

Mr. I. Teitelbaum, of the I. Teitelbaum Cigar Company, reports trade extremely good. They have just acquired two new jobbing accounts on the Pacific Coast in the Rosenfeld-Rovig Company, of Seattle, Washington, and the Rosenfeld-Smith Company, of Portland, Oregon. They are making them the "El Sallago" cigar. V. B. Fischer gained these accounts for the house and is doing some very effective work in the western country. They are putting on an advertising campaign in the local market on their "Sarzeda" cigar with very good results.

Mr. Trenhoft, of the Marcus Feder Cigar Company, reports an ever-increasing business on the well-known brands of "Moses Cleaveland" and "London Whiffs."

The Fred G. Golmar Company have just acquired store number three, located at the Superior entrance of the old Arcade. This gives them two stores in one of the best thoroughfares in the city, as their other stand, "The Den," is located at the Euclid Avenue entrance of the Arcade. This stand was formerly owned by the Stranahan Company and is one of the best locations in the down-town section. This stand should be made to show a steady increase, in as much as the boys are widely known and are entirely familiar with the wants of the trade. Among the well known brands displayed by them are "La Lita," of Corral y Wodiska Ca.; "Somella," of Andrew Diaz; "La Saramita," of The Shields-Wertheim Company.

J. B. Shields, of the Shields-Wertheim Company, has just returned from a very successful trip through the Middle West and has placed "La Saramita" with the well known jobbing house of Oppenheimer Company, of Battle Creek, Saginaw and Bay City, Michigan. Mr. Shields reports "La Saramita" and "Saramita Fives" as selling far beyond their fondest expectations throughout the entire country.

JERRY.

KEY WEST KLIPS

Little Change Among Local Cigar Factories—E. H. Gato Cigar Co. Increases Forces—Trujillo & Co. Well Supplied With Orders—Lovato & Diaz Apply For Manufacturer's License

KEY WEST, April 10.

AMONG the local cigar factories there is but little change in business from my last report. While some of the minor factories have experienced a very slight decrease, some of the major ones are enjoying a healthy increase, therefore business conditions remain about the same.

There has been some increase in force on the floors of the E. H. Gato Cigar Company and orders are coming in more briskly. As yet Mr. E. H. Gato, Jr., has not returned from Havana, Cuba, and for this reason the departure of Mr. Thomas Gato for the New York headquarters has been postponed indefinitely. It is expected, however, that he will return within a week or so, and as soon as he reaches here Mr. Thomas Gato will leave for New York.

Rapid progress is being made in the erection of the addition to the Key West Box Company building, and it is expected to be completed within forty or fifty days, when they will immediately commence operation, enabling them to nearly double their output.

The Ferdinand Hirsch Cigar Company closed on the 5th inst. for the purpose of taking inventory, after which they will immediately resume work.

Mr. Ernest Berger, secretary and general manager of the Tampa-Cuba Cigar Company, arrived in the city on the 7th inst. for a short business visit. Mr. Berger was accompanied by Mrs. Berger.

Among the callers on the local trade was Mr. Nussbaum, of Nussbaum & Bower (the New York leaf dealers), who after having completed his calls left for Havana, Cuba.

Both immediate and future delivery orders are coming in steady at the factory of Trujillo & Company, especially telegraphic calls for immediate shipment for "Polonius." This brand is showing a slight increase over the last fifteen days.

The manager of the M. Perez Company said: We are enjoying a healthy business, orders are coming in at a good pace and we are kept busy as usual; we are making large shipments of our "Pinzon" cigar.

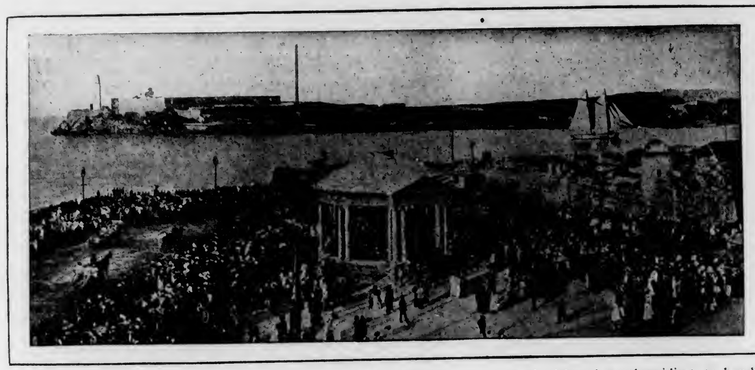
Business with George W. Nichols & Company is quoted fair and steady; no material change has been noticed since the last report.

Lovato & Diaz have made application for a cigar manufacturer's license, factory number to be assigned.

Mr. James H. Fort, manager of the picking department of the Cortez Cigar Company, who had been enjoying a vacation in the North for several weeks, returned to the city yesterday. Mr. Fort was accompanied by Mrs. Fort.

Leaf importation for the fifteen days show a gain of thirty-nine per cent. over the last fifteen days. Withdrawals from bond also show a noticeable increase of approximately five per cent. over the last period.

JOS. G. MARUCCI.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, April 8.

OUR market during the past two weeks has been very dull, owing to the absence of buyers from the United States. There is no longer any selection of the old crop, nor has there sufficient arrived from this year's growth to attract buyers, as the great bulk is consisting principally of libre de pie styles. Our cigar manufacturers do not require this class of leaf, as the majority is still well supplied with light fillers from the last crop. The worst drawback to enliven our market is, however, the blight that has been cast over the whole tobacco industry by the uncertainty of the Schedule F in the approaching tariff regulation by the Congress and Senate of the United States. The false rumor of a certain trade paper was denied by the same journal in its next edition, but nevertheless there remains a belief that the present duties may be raised to such a point that would seriously interfere with the sale of our leaf tobacco, and perhaps cigars also. Until we shall know definitely what the Committee of Ways and Means is going to propose to Congress, the chances of the acceptance, and what the Senate may have to say in this matter, business is bound to be more or less paralyzed for a while, as nobody would be willing to speculate upon an uncertainty in this matter.

Of course there remains the hope for us that, even if the duties on leaf tobacco and cigars should be raised, that our reciprocity treaty should be denounced, that we might obtain greater concessions in a new reciprocity treaty between the United States and Cuba. As the making of such a treaty, however, generally consumes much loss of time before a final agreement is reached, we cannot look forward to a good business season this year, if the duties on leaf tobacco and cigars should be seriously raised in the new tariff schedule. Our vegueros would be the first to feel the consequences of the uncertainty, as our leaf dealers might be very cautious in taking the risk of paying the prices that they would consider as a safe intrinsic investment of their money under ordinary business conditions. On the other hand, if our farmers could not get the cost prices for their product of the soil they would naturally reduce the growing of crops that would leave them no profit. In the end our market would adjust itself to the changed conditions, and prices that might be momentarily depressed would rebound to perhaps a higher level during the coming year. In the interest of all it would be best to know even the worst quickly, although of course we still hope that the good common sense of the majority of the legislators will have profited by the experience of other nations, and not raise the duties to a figure which would have a bad effect. In order to increase the revenue on a certain article the existing duty should be lowered, and not be increased. Germany, England and France have not benefited by the raising of duties on tobacco and cigars, as the former country is only importing half the quantity of cigars that she did before the duties were raised. The importation of leaf tobacco last year cannot be cited in this case, as the relatively low figures and the exceptional good quality of the leaf just suited her needs. The second country, England, has been greatly dissatisfied with the raise of duty, her imports have decreased, her manufacturers have made no money, and the government has not obtained the financial result that she had calculated upon. France has also seen a shrinkage in her imports of cigars and leaf tobacco, although as tobacco in its various forms is a government monopoly, what it might lose in a shrinkage of her income through duties, she could offset by her profits in the management of her monopoly. Therefore the mass of the consumers are the principal and only losers.

However, it does not do much good to speculate at length upon what is going to happen in the future, as for the present we have to continue upon the anxious seat, and when the agony is over, and the worst is known, it will be time enough for our two powerful societies, "The Association of Leaf Dealers, Packers and Growers of Tobacco of the Island of Cuba" and "The Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba" to take the necessary steps to defend the interests which they represent.

The growing season of tobacco has come to an end, and dry weather in the country is interfering with the opening of escogidas all over the country, as the few sporadic showers do not create the required biandura (humidity) to handle the dry leaves, particularly as the rains are immediately followed by dry northerly, or northeasterly winds, that evaporate the moisture at once. Under these circumstances it will be May before we can hope to see more life in the country, and provided that by that time the tariff question should have taken a more favorable aspect for us.

A few venturesome packers of Remedios tobacco are reported to have paid very high prices to the farmers in the country, which in view of a large crop for the United States seems rather uncalled for.

Sales during the past two weeks only totaled 1733 bales, consisting of; Vuelta Abajo, 1165; Partido, 496, and Remedios, 72 bales.

Buyers were: Americans, 750; exporters to South America, 328, and our local manufacturers of cigars and cigarettes, 655 bales.

Exports of leaf tobacco from the port of Havana from March 17 to March 31 were: To all ports of the United States, 9571; to Bremen, 10; to Hamburg, 1; to Buenos Ayres, 961, and to Arica, 49; thus making a total of 10,583 bales.

Receipts of Tobacco From the Country Were:

	From March 14 to March 28, 1913.		Since January 1, 1913.	
Vuelta Abajo	2255	bales	4069	bales
Semi Vuelta	135	"	363	"
Partido	30	"	273	"
Remedios	166	"	701	"
Oriente	41	"	569	"
Total	2627	"	Total 5975	"

Leaf Buyers That Come and Go.

Arrivals—From New York: David Nussbaum, of Nussbaum & Bower; August Biedermann, of August Biedermann, and Alfredo Selgas, of Selgas & Company.

From Tampa: Benigno Balbin, of Balbin Brothers; Jorge Leon, of San Martin & Leon.

From Antwerp: Hugo J. Scheltema, of Scheltema Brothers.

Returned—Don Antero Prieto, of Sobrinos de A. Gonzalez, and Ramón Menendez, of José Suarez & Company.

Departures—For New York: Lewis Cantor, Bernhard Lichtenstein, Eugenio Lopez, H. H. Strater, E. P. Cordero, August Biedermann, David Nussbaum and Alfredo Selgas.

For Tampa: Manuel Garcia and Benigno Balbin.

For Philadelphia: José Alvarez.

For Walden, N. Y.: John Simpson.

For London, England: Robert Middlemas.

Cigars.

The exports of cigars from the port of Havana during the month of March are not very satisfactory, as they show a decline again with those of the same month of the previous year, but as the Easter holidays intervened this year it is possible that the month of April may return an increase again. We now beg to submit the following figures, viz.:

From March 1 to March 31, 1913,	13,331,495 cigars
From March 1 to March 31, 1912,	15,011,982 "
Decrease in March, 1913,	1,680,487 "
From January 1, 1913, to March 31, 1913,	40,924,755 "
From January 1, 1912, to March 31, 1912,	38,914,629 "
Increase during the first three months of 1913	2,010,126 "

The following six countries show an increase in our exports during the month of March, 1913, as compared with 1912:

Spain, 263,516 cigars; British Africa, 46,620 cigars; Brazil, 25,052 cigars; British West Indies, 22,050 cigars; Chile, 13,473 cigars; Great Britain and Ireland, 8448 cigars.

On the other hand the following eleven countries show a decrease in our exports during the month of March this year as compared with last year:

The United States, 836,960 cigars; Australia, 290,375 cigars; Austria, 164,725 cigars; Germany, 161,909 cigars; French Republic, 145,250 cigars; Argentine Republic, 143,193 cigars; Uruguay, 107,104 cigars; Italy, 71,000 cigars; Portugal, 66,950 cigars; United States of Colombia, 66,600 cigars; Canada, 3675 cigars.

According to the above figures it can be seen that the United States has been our poorest customer during March of this year, which might be explained that the importers, owing to the uncertainty of the revision in the tariff, were not disposed to carry any stocks on hand, and preferred to order only from hand to mouth. Besides the glowing accounts of the crop this year might have had some influence in checking the demand temporarily, although as the new leaf may not be workable perhaps for four months to come, it is rather a long time off to have already any influence at present.

H. Upmann & Company state that they are still well provided with orders.

Partagas also has been receiving orders right along, and continues to be busy.

Romeo y Julieta has enough calls on hand to work with the same forces for the next two months to come. It has still some orders pending since last November.

The principal factories of the Henry Clay and Bock & Company, Limited, are working strong.

Sol, Luis Marx and La Devesa de Murias continue to receive very satisfactory orders from the chief consuming countries.

Castañeda is well satisfied with the way business is coming its way during the quiet season of the year.

Flor de P. A. Estanillo has no complaint to make, as orders are arriving freely.

Other factories that are working satisfactorily to their owners are: Por Larrañaga, Eden, Flor de José Otero, C. E. Beck & Company, Allones, Limited; La Escepcion and Punch.

Buying, Selling and Other Notes of Interest.

Camejo & La Paz were sellers of 355 bales of Vuelta Abajo during the past two weeks, partly of new libra de pie styles.

Leslie Pantin, even if he has no customers in town, is not resting quietly on his oars, but on the contrary manages to forward samples of suitable lots to his customers all the time, and in this manner he received cable orders to close several transactions, which amounted to 450 bales of different kinds of tobacco.

Aixala & Company disposed of 329 bales of leaf, partly consisting of new Artemisa tobacco, which they had received from their packing by carts.

Maximilian Stern secured some 200 bales for his customers during the past fortnight.

Cardenas & Company sold 200 bales of their choice holdings of 1912 Vuelta Abajo to one of their customers.

Lewis Cantor during his stay in town here picked up some small vegas of extra fine Vuelta Abajo of last year's crop, about 200 bales in all.

Carlos Arnoldson & Company closed out their holdings of last year's growth, amounting to 136 bales of various kinds of leaf, and have discontinued their warehouse at 55 Estrella Street.

Edgar J. Stachelberg purchased for their firm of Sanchez & Haya 100 bales of new Remates leaf on trial.

José Menendez sold 120 bales of old Vuelta Abajo and Partido leaf.

Por Larrañaga purchased 100 bales of Vuelta Abajo for their cigarette factory.

Bernhard Lichtenstein was disgusted with his stay here, as he was unable to find the kind of goods that he had come to look for, but nevertheless he managed to pick up a few small lots.

August Biedermann arrived here in the German excursion steamer "Grosser Kurfürst" en route for Panama and Jamaica. He called upon a few of his friends while the ship was in our harbor, but abstained from purchasing this time.

The British armored cruiser "Cumberland," which is used as a schoolship, was in our port last week for three days and had on board the second son of his majesty, King George V, Prince Albert, who is a cadet on board of her. The British Minister and the British colony here intended to fete the prince, but as the latter is only seventeen years of age, and no distinction is made between him and the other ordinary mortals on the ship as cadets, he was not even allowed to be in the city after 6 P. M. However, the captain and officers on leave of duty were given a couple of dinners by the minister and the colony, besides the prince participated at a lunch given by the minister, and later on visited the Romeo y Julieta factory, accompanied by Mr. Leslie Pantin. Don Ramon Argüelles did the honors as host, explaining the workings of the factory, and treating them royally to the choicest cigars.

An intimate friend of Don Pepin Rodriguez, who styles him the Cuban Carnegie, told us of another beautiful charity on the part of Don Pepin, as he had donated to a school of the Vedado for poor children $212 from his private pocket.

J. F. Berndes & Company were the first shippers of new tobacco to Bremen this year, having exported 10 bales as samples of our new crop during the past fortnight.

The principal shippers from the port of Havana during the last fortnight above 300 bales were: Maximilian Stern, 3428; Mark A. Pollack, 754; Leslie Pantin, 706; Menendez & Company, 477; Miguel V. Perez, 630; Diego Montero, 606; H. H. Strater, 499; Rodriguez, Menendez & Company, 453, and M. A. Suarez & Company, 301 bales.

ORETANIV.

George McHie Head of McHie-Scotten Tobacco Co.

DETROIT, MICHIGAN, April 8.

George E. McHie, one time representative of the plug department of the American Tobacco Company, with headquarters in St. Paul, but in later years connected with the organization at 111 Fifth Avenue, New York City, now appears on the scene as head of the McHie-Scotten Tobacco Company, of Detroit.

The following announcement has been sent to the trade: "The McHie-Scotten Tobacco Company, of Detroit, begs to announce that it has purchased the merchandise, leaf tobacco and brands of the Scotten Tobacco Company, but has no other connection with its business and has assumed none of its liabilities." The new company, it is understood, has purchased the merchandise, brands, plant and machinery of the Scotten Tobacco Company. The latter company will liquidate and go out of business. The McHie-Scotten is capitalized at $300,000.

It will retain most of the employees of the former company, and will also continue to manufacture the old brands and add new ones. Mr. McHie, who is well known in the Northwest, began his career in the tobacco trade with the P. J. Sorg Tobacco Company in 1881, and in the intervening years has become a master of the selling end of the business.

Horner Tobacco Co. Headquarters in Gettysburg, O.

The Horner Tobacco Company, of Dayton and Gettysburg, Ohio, announce that their Dayton office is temporarily out of business, owing to the flood. All firms doing business with them are asked to mail copies of all letters sent to them on or before March 22. They are asked to address them to Horner Tobacco Company, Gettysburg, Darke County, Ohio, and in future to send all mail to that address, until notified to the contrary. The Horner Tobacco Company are filling orders from their warehouses at Gettysburg, and all orders by letter or wire will receive prompt attention.

J. N. Taub & Sons to Open Fine Houston Stand

J. N. Taub & Sons, Houston, Texas; have closed a deal with the Rice Hotel Association, that city, whereby they gain possession of the corner room in the Rice Hotel, opening on Main Street and Texas Avenue, which they intend to occupy as a first-class cigar store about May 1.

The lease covers a period of ten years and calls for a monthly rental of $825 for the first five years, and $925 per month for the remainder of the term specified. It is reported that the rental of the store room, which has a frontage of nineteen feet on Main Street and a depth of seventy-four feet on Texas Avenue, is the highest ever paid in Houston for a space of similar size.

New Plant For Roby Cigar Co.

The Roby Cigar Company, of Barnesville, Ohio, are preparing to move into their new factory in that city. The new plant is sixty feet square and is three stories in height. The output of the present plant is about 130,000 stogies a week, which will be doubled when the company enters their new factory. The main brands of this concern are the "Roby Stogies" and "Three Queens," the latter packed three to a pouch.

Louis Klein Cigar Stores Ask For Extension

The Louis Klein Cigar Stores Company, of Cleveland, Ohio, has asked for an extension of time, which has been granted by its creditors. It is thought that the difficulty will be adjusted in good order as this concern has always borne a good reputation. According to the terms, twenty-five per cent. will first be paid and the balance in instalments. The liabilities amount to about $50,000.

Late Trade Bulletins

The Keller Cigar Company, of Paterson, New Jersey, composed of Edward M. Keller and Martin Keller, lately filed a petition in bankruptcy with reported liabilities of $8000, and assets amounting to $50.

E. Schurman, of Holyrood, Kansas, expects to have his cigar factory at McPherson, Kansas, ready for operation about the middle of April. The building will be located west of the Allison Exchange store.

A tobacco store will be opened by E. C. Emanuel & Company, Quincy, Massachusetts, in the premises on Hancock Street, formerly occupied by H. Sarkin.

James Douglas, a cigarmaker, of Clay Center, Kansas, is now located in the Mrs. Johnston Building, on Lincoln Avenue.

L. C. Oakley, a well-known cigar dealer, of Moline, Illinois, is now occupying his new store at 503 Fifteenth Street, where he has practically twice the space utilized in his old quarters on Third Street. Mr. Oakley carries a full line of domestic and imported cigars, in addition to tobaccos, pipes, etc.

A cigar factory was recently opened on East University Avenue, Gainesville, Florida, by George Slavick.

J. W. Minnich, cigar manufacturer, York, Pennsylvania, whose factory is located on East Main Street, is erecting a warehouse in the rear of that building.

William De Lany, of Lavier & De Lany, who conduct a cigar store at Jamestown, New York, recently filed a voluntary petition in bankruptcy. In his deposition he states that his partner refused to join in the petition. Liabilities are reported as $3392.10 and assets $2000, with unsecured claims totaling $1026.25.

Thomas Scott is now in possession of the cigar store which he lately purchased from Mr. McElwain, DeKalb, Illinois.

Konz & Kitzman, who conduct a cigar factory at 19 South Main Street, Fon du Lac, Wisconsin, have admitted Jacob Tautges into the firm, and hereafter the business will be carried on under the title of the Frank F. Konz Cigar Factory. The "White Elephant" and "Little King" are numbered among the leading brands of this firm.

A cigar factory was recently opened at Washington, Iowa, by Johnson & Greenfield, formerly of Fairfield, Iowa.

Milwaukee

Reichert Leaf Tobacco Co. Incorporates—Keeley & Higgins Dissolve in Beloit—"The Cave", New Cigar Store in Schulte Building—Many Changes Among Retail Stands At Nearby Points

MILWAUKEE, April 11.

BUSINESS locally seems to be holding up fairly well and indications are that the month will finish well.

Steve Surman, of the Cuba Rica store, makes no complaint. He has an attractive window, featuring the "Ruy Lopez" in various sizes.

The Wright Drug Company continue to enjoy a good business on all lines jobbed by them. The "Jose Vila" is featured with a window display. At the annual meeting and banquet of Post B, Wisconsin Division of the Travelers' Protective Association of America, Mr. Sol A. Eckstein, president of the Wright Drug Company, was elected president of the association to succeed Frank W. Peske. The state convention of the association will be held in this city April 25 and 26. The post now has over 1300 members.

Fay Lewis & Brother Company report business good. The Pabst Building store is making an attractive display of the "Savarona," Cayey, Caguas Tobacco Company, and "Webster," Y. Pendas & Alvarez, cigars in all sizes. The pipe repair department recently started by the firm is doing a bigger business every week and is now the largest in the Northwest.

The American Tobacco Company of Jersey City, New Jersey, filed their annual statement with the Secretary of State, showing their capital to be $93,788,700, of which $238,826.65 is represented in Wisconsin. F. M. Keats is named as representative.

The Reichert Leaf Tobacco Company has been incorporated to do business in Milwaukee with a capital stock of $150,000. The incorporators are Conrad C. Reichert, Harry C. Reichert and E. R. Lange.

A. S. Goodrich Company report sales on the "Cinco" very gratifying. Business with the company has been good on all lines.

A new cigar company has been formed in this city under the name of the Foster & Hays Company. The capital stock is $10,000. Incorporators are E. E. Foster, Frank S. Hays and Max Stroud.

Otto Krolm, who was in charge of the pipe repair department, has moved to Duluth, Minnesota, with the intention of opening a pipe hospital there.

At Beloit, Wisconsin, the firm of Keeley & Higgins, who for fourteen years conducted a cigar store on State Street, dissolved partnership. Mr. Higgins sold his interest in the business to James Keeley, who continues at the old stand.

At Columbus, Wisconsin, W. F. Eisele leased a building and opened a cigar factory. A retail store is also conducted in connection.

F. Schoenwetter sold his cigar store at North Freedom, Wisconsin, to George Meacham.

J. J. Brooks resigned as manager of "Burlys" cigar store at Stevens Point, Wisconsin, which is a branch of the A. E. Burlingame Company, of Eau Claire, Wisconsin. Emil Seidler, who succeeds as manager, is popular with the trade and should do well.

A. F. Raab, who recently purchased a cigar and news business at Manitowoc, Wisconsin, which he operated as a branch of his Sheboygan business, has disposed of same to Ed. Phillips & Son.

Charles Stork, Jr., and Charles A. Tofson, both well known young men, have opened a cigar store and billiard hall in the basement of the Schulte Building. "The Cave," as they named the place, is attractively fitted and a nice line of popular brands are carried.

Tim Higgins, who for fourteen years was associated with James Keeley at Beloit, could not stand the idle life and recently bought the cigar and pool hall of H. L. Wilson at Beloit, Wisconsin. His new location is but a few doors from the old stand.

O. A. KROMPAS.

Jesse T. Burke, of the C. Burke Cigar and Tobacco Company, of Alabama, has announced that he will shortly open two additional stores in that city. This will make three stands for the concern. The first and present one is at Royal and Dauphin Streets; the other two are to be on Dauphin Street, west of Conception and at Royal and Government Streets.

Roger G. Sullivan, proprietor of the "7-20-4" cigar factory, in Manchester, New Hampshire, has purchased the land and buildings in that city, known as the old public market, on Franklin Street. It is his intention to erect a large brick cigar factory on the site. The present occupant of the building holds a lease which has yet a year to run, and Mr. Sullivan cannot do anything before that time. The present capacity of the Sullivan factory is taxed to the utmost and the new site will allow for a building covering 20,000 square feet.

Incorporations and Changes in the Tobacco Trade

Foster & Hays Company, Milwaukee, Wisconsin; cigars. Capital, $10,000. Incorporators: E. C. Foster, Frank S. Hays, Max Stroud.

The El Sabor Cigar Manufacturing Company, Philadelphia. Capital, $25,000. Incorporators: Nathan Levitt, Brantwood Hotel, Philadelphia.

The Quaker Five Cigar Manufacturing Company, Incorporated, Wilmington. Capital, $100,000. Incorporator: George W. Dillman, Wilmington.

Storm, Fisher & Company, Incorporated, of Manhattan, New York, to manufacture cigars. Capital, $21,000. Incorporators: Samuel Fisher, Henry Marks, Julius Lehmann, 921 Trinity Avenue, Bronx.

Kentucky Burley Hand Tobacco Company, Frankfort, Kentucky. Capital, $1000. Incorporators: H. C. Turner, William Waites, A. W. Nazor, L. D. Harrod, Grant L. Roberts, George L. Barnes, Crawford Lee, Herbert Smith and H. D. Wood.

Pomperin Cigar Company, La Crosse, Wisconsin. Capital, $25,000. Incorporators: Louis A. Pomperin, Paul M. Pomperin, Arthur Amunson.

John O. Frye & Company, Frankfort, Indiana. To do a wholesale and retail tobacco business. Capital, $10,000. Incorporators: John O. Frye, F. E. Leseure and L. M. Leseure.

The Wynne Wholesale Grocery Company, Wynne, Arkansas. Capital, $25,000. Incorporators: C. S. Lemons, J. W. Williams and T. Martin.

The J. D. Baldridge Company, Shelby County, Nashville, Tennessee. Capital, $1000. To buy, handle and resell tobacco. Incorporators: E. A. Hail, M. R. Cotton, J. D. Baldridge, J. R. Ramsey and W. J. Looney.

Jose Molina, Brooklyn, New York. Capital, $5000. Incorporators: Jose Molina, Maurice F. Miller, Joner Levy and Leonora Shacer.

The Beuhler Leaf Tobacco Company, Detroit, Michigan. Capital, $15,000.

The Logan-Elliott Grocery Company, Drumwright, Oklahoma. Capital, $3000. Incorporators: S. B. Logan, C. Elliott, B. H. Elliott and B. Watson.

H. K. Goldberg, North Yakima, Washington. Capital, $12,000. To do a cigar business.

The E. M. Schnaible Drug Company, LaFayette, Indiana. Capital, $25,000. Incorporators: Emil M. Schnaible, Fred Ebershoff and others.

The Smith Grocery Company, Rockdale, Texas. Capital, $10,000. Incorporators: M. L. Smith, B. T. Cantrell and W. B. Smith.

The Dakota Wholesale Grocery Company, Aberdeen, South Dakota. Capital, $500,000. Incorporators: Harry W. Bedford and others.

Patterson Brothers Tobacco Co. Merge With Another Firm

Consolidate With Gordon Cigar and Cheroot Co., of Richmond, Va.—Organized With Capital of $250,000

THE Patterson Brothers Tobacco Company, of Richmond, Virginia, which was organized a short time ago in that city, with a capital stock of $250,000, and with M. C. Patterson, the former head of the R. A. Patterson Tobacco Company, as president, has merged with the Gordon Cigar and Cheroot Company, of Richmond.

The Gordon Company has sent a circular to the trade, stating that they will shortly move into their new factory, with ample facilities for manufacturing their "Green Turtle" cigar and other brands. They state that in future the Gordon Company will be operated under the firm name of Patterson Brothers Tobacco Company.

The officers of the company are: M. C. Patterson, president, formerly president of the R. A. Patterson Tobacco Company and formerly vice-president of the American Tobacco Company; Captain John Landstreet, vice-president, formerly vice-president of the R. A. Patterson Tobacco Company; J. T. Patterson, vice-president, formerly of the R. A. Patterson Tobacco Company; J. Stanford Hutchinson, vice-president, formerly president of the Gordon Cigar and Cheroot Company, who, with Henry Fairfax, compose the board of directors.

The charter was issued some time ago and is placed at $250,000. In a circular letter issued today the Patterson Brothers Tobacco Company announces that it will be in a better position to fill orders, that it proposes soon to enter the markets with brands of goods which will, because of merit, make a name and a place for themselves on the counters of the leading establishments.

It is understood that the new concern has acquired the old tobacco factory for years known as the Cullingworth factory, in East Main Street, Richmond, a mammoth establishment, which will furnish ample room for handling a very large output of manufactured tobaccos. This factory is nearly a block in length, is four or five stories in height, and is close to the labor supply.

It is understood that the company will have all departments of the business—cigars and cheroots, granulated and cut-plug smoking, chewing, cigarettes—and will produce goods of such quality that they will not be long in making way for a demand that will, it is believed, test the capacity of the enlarged establishment.

The Wolfe-Kinney Corporation, Union Hill, New York. To manufacture and deal in cigars and tobacco. Capital, $7500. Incorporators: Thomas F. Foley, Frank Wolfe and William Kinney.

The Reichert Leaf Tobacco Company, Milwaukee, Wisconsin. Capital, $150,000. Incorporators: Conrad C. Reichert, Harry C. Reichert and E. R. Lange.

The R. J. Reynolds Tobacco Company, has filed with the New Jersey Secretary of State a certificate increasing its capital from $10,000,000 to $20,000,000, the increase being in preferred stock of the concern.

An amendment to the charter of the R. M. Rose Company, of Jacksonville, Florida, has been filed in that state. By the change the company's capitalization will be $600,000. The charter is also changed so that the company can manufacture, buy and sell cigars, cigarettes and tobacco and all other articles of merchandise, both wholesale and retail.

The Different Processes of Tobacco Curing

Department of Agriculture Publishes Interesting Bulletin Compiled by W. W. Garner, Expert in Charge of Tobacco Investigation

Continued from the March 15th issue

FLUE CURING.

The distinctive feature of flue curing is that the barn is provided with a system of large pipes which carry off the fuel gases throughout the curing period. The smoke does not come into contact with the tobacco and the cure is completed within a few days. One of the principal factors controlling the value of the leaf cured by this method is the color, and the two prime conditions for success in this respect are the right kind of soil and the proper control of the curing. Nearly all of the flue-cured tobacco, frequently spoken of as yellow tobacco, is produced in southern Virginia, North Carolina and eastern South Carolina.

CHANGES IN THE COMPOSITION AND PROPERTIES OF THE LEAF.

In the flue-curing method, just as in the air-curing process, the principal changes in composition must be brought about before the leaf is killed, and the nature of the changes in the two methods is the same. The principal difference lies in the extent or completeness of these changes. The typical bright-yellow tobacco at the time of harvesting is riper than most tobaccos cured without the use of heat. Partly on this account and also because of the character of the soil on which it is grown, this type of leaf is richer in starchy matter and poorer in coloring. Flue curing really consists of hastening and shortening the first stage in air curing, while the second stage of air curing, in which the brown or red color develops, is not allowed to take place at all.

CONSTRUCTION OF THE BARN.

The type of barn used in curing yellow tobacco is comparatively simple in construction and of small size. These barns are generally, but not always, built square and vary from 16 to 24 feet in width, inside measurement. It is necessary that the inside width of the barn be some multiple of 4 feet, since this is the distance between the tier poles, which extend across the barn lengthwise and receive the sticks on which the tobacco is hung. The first set of tier poles is placed 8 or 9 feet above the ground and each succeeding set 2¼ to 3 feet higher. The smaller sized barns are usually built 17 feet high to the eaves and contain four sets of tier poles, while the larger ones are frequently built 20 feet high and contain five or six sets of tier poles. Additional tiers may be placed in the peak.

Flue-curing barns are generally built of logs, but many frame structures have been erected in some sections in recent years, owing to the increasing scarcity of timber. When logs are used the cracks are either chinked with mud or closed with lime mortar. If frame barns are built all cracks should be battened with thin strips of boards or the walls made of two thicknesses of boards with paper between. Ventilation is usually secured by leaving openings around the bottom of the barn and by cutting small windows in the gable ends near the roof, which can be opened when desired. Many barns contain so many cracks and crevices, especially about the roof, that they require no special ventilators, but such barns are poorly adapted to flue curing. The heating system consists of a series of sheet-iron flues leading from small furnaces placed at one end of the barn. The arrangement of the flues is comparatively simple, but is variously modified in different sections of the flue-curing belt.

CONDITIONS AFFECTING THE RATE OF CURE.

There are a number of formulas or rules which are in use in curing yellow tobacco, any of which will give satisfactory results in certain cases. This is due partly to differences in the tobacco when harvested and partly to the fact that all of these formulas are based simply on the temperature in the barn, with scarcely any reference to the humidity, which is really the more important factor in the curing. The principal use of the artificial heat is to regulate the humidity, and evidently this is affected by the amount of water in the tobacco and the prevailing weather conditions.

MANAGEMENT OF FLUE CURING.

It is desirable that the barn be completely filled with tobacco in one day. A thermometer is hung on the lower tier, near the center of the barn. Small fires are started in the furnaces and a moderate temperature maintained until the leaf is thoroughly yellowed, requiring from 24 to 36 hours. The yellowing may be accomplished at any temperature between 80 degrees and 100 degrees Fahrenheit. It is well to start at 80 degrees or 90 degrees Fahrenheit, and gradually raise the temperature up to 110 degrees or 120 degrees Fahrenheit at the completion of the process. The change from a green to a yellow color, along with other necessary changes, takes place chiefly while the leaf is still living, and at temperatures above 120 degrees Fahrenheit the leaf is rapidly killed, so that this limit must not be exceeded during the yellowing process. Care must be taken to avoid drying the leaf too rapidly at the beginning, but as it begins to yellow, the humidity in the barn must be decreased by slowly raising the temperature and gradually increasing the ventilation.

The completion of the yellowing process ends the first stage of the curing, and then begins the critical period, commonly spoken of as "fixing the color." The object at this stage is to remove the moisture as fast as it is given off by the leaf, and plenty of ventilation is essential to success. If the leaf still contains very much moisture when the yellowing has been completed, splotches of red or brown will soon begin to appear on the surface. This trouble, caused by insufficient ventilation toward the end of the yellowing, is known as "sponging." It is often too late to correct the trouble at this stage, but more ventilation may prove beneficial. If the heat is increased too rapidly while the leaf is still full of sap, a greenish black color will develop, which is known as "scalding" or "blistering." The best results are obtained when the temperature is gradually increased throughout this phase of the curing until 130 degrees to 135 degrees Fahrenheit is reached. Some growers follow the practice of raising the temperature rapidly to 125 degrees Fahrenheit or more and then quickly lowering the temperature and opening the door and ventilators, which process is repeated several times. This method is simply another way of removing the excessive moisture, and is unnecessary if the barn is properly provided with ventilators. The temperature should be maintained at from 130 degrees to 140 degrees Fahrenheit until the leaf is completely dried out, which will require from 10 to 18 hours after the completion of the yellowing process.

When the tobacco is to be taken down, the barn is left open during the preceding night, and the floor may be sprinkled, if necessary, so that the leaf may absorb sufficient moisture to bring it into condition for handling. If the leaf can be folded in the hand without breaking the stem it is in proper condition to be taken down without injury.

ASSORTING AND HANDLING.

When taken down, the tobacco is placed in bulks in shingle fashion without removal from the stocks. In order to avoid injury from mold, the bulks should be torn down at the end of a week or 10 days and rebuilt with all the butts pointing outward and the tips overlapping in the center. This treatment greatly improves the color of the leaf and especially assists in bleaching out the green remaining after the curing. It frequently happens that the contents of a barn showing a decided greenish cast will come from the bulk with a clear lemon-yellow color, provided the green has not been set by drying out the leaf too rapidly in the first stage of the curing.

When the bleaching process has been completed the leaves are carefully assorted into from 6 to 10 grades, based mainly on color and freedom from holes or spots. Yellow tobacco is classified on the market into (1) wrappers, consisting of the most nearly perfect leaves; (2) cutters, being leaves deficient in body and inferior to wrappers; (3) smokers, consisting of bottom or sand leaves and others bruised or torn and lighter in body than cutters; and (4) fillers, being all tobacco not included in wrappers, cutters, or smokers. Each of these four classes is subdivided into two or more grades. The finest grade of wrappers is bright lemon yellow in color and composed of leaves free from imperfections and possessing sufficient toughness and elasticity. The next best grade is orange yellow in color, and then comes the light reddish brown grade, known as mahogany wrappers.

Market prices are greatly influenced by the care and skill used in grading yellow tobacco, and this work requires experience and the ability on the part of the assorter to classify colors accurately. Each grade is tied into small bunches, or hands, and the leaf is then ready for market. In recent years much of the tobacco in the eastern section has been sold as loose leaf, without grading

FIRE CURING.

The use of open fires in curing is confined mostly to those sections growing the export types. The principal areas producing these types are embraced in something over 20 counties of central Virginia, the Clarksville and Hopkinsville district, the Henderson district, and the Paducah district, the last three districts all being included in that portion of Kentucky and northern Tennessee west of the dark air-cured manufacturing districts of these states. Fire-cured export tobacco is also produced in four or five counties of eastern Ohio near the West Virginia line.

The old type of barn used for curing export tobacco is built of logs, the cracks being daubed with mud. These barns are of small size, but are generally built high enough to contain five sets of tier poles. In recent years the log barns have been partly replaced by more modern frame buildings of much larger size, which are provided with large doors opening into passageways leading through the building, thus allowing a loaded wagon to be drawn directly beneath the tier poles. These poles are arranged at intervals of about 3 feet 10 inches horizontally and 3 feet vertically, the first set of poles being 8 or 9 feet above the ground.

MANAGEMENT OF THE CURING.

Usually no heat is required during the first stages of yellowing, for if applied at this stage the leaf would dry out too rapidly. It is important to avoid this drying out of the leaf before the proper colors have been developed and other important changes brought about. From three to five days after harvesting, slow fires are started on the floor of the barn and the temperature maintained at 90 degrees to 95 degrees Fahrenheit until the yellowing of the leaf has been completed. As soon as this is accomplished the temperature may be slowly increased until 125 degrees or 130 degrees Fahrenheit is reached and held at this point till the leaf tissue is pretty well dried out. Altogether, the fires are

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PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Much of Lancaster 1912 Tobacco Crop Still Unsold

LANCASTER, April 7.

THE majority of the cigar plants are running along in fair shape. To say that they are rushed with orders, though, might be putting it a bit strong. The larger factories are in this class, but the smaller ones say that the output for March has been far below their expectations, and was below those of January and February.

The leaf situation is a curious one. The prices for the 1912 crop have been poor and a number of farmers have not as yet sold their crops. The manufacturers are not buying any Pennsylvania tobacco of any account, and as the dealers claim they are carrying all the Pennsylvania they can stand, it looks as if the planter is going to have a time in getting rid of his goods, even at a lowered price. The old goods have been selling fairly well, 1909 particularly, as this seems to improve with age. But there has not been much doing in 1911 lately. It is expected that the floods in the Ohio Valley will create a heavier demand for Pennsylvania tobacco.

From present indications the acreage this year will be about the same. Some farmers are going to cut down on tobacco, and others knowing this, will probably increase theirs. This has always been the case.

Jacob F. King, the cigar manufacturer, went out of business last week. His property was sold to a large firm. The goods were sold also.

The Moss factory is working along in the same steady fashion as characterizes this plant throughout the year. Although their goods are well known in the Ohio Valley, they did not lose anything by the flood. Their business is of such a national scope that a situation such as this does not seriously inconvenience them. The "Flor de Moss" is showing gains in all parts of the country, particularly Southern California.

The new Steinfeldt store near the Pennsylvania Station on Queen Street, just across from the old stand, will allow more room than was enjoyed in the former location. Mr. Steinfeldt, who is the distributor for the "Bold" cigar in this vicinity, is having a large sign made which will be placed in a prominent point on the front of the store. It will carry the words "The Home of the Bold."

Late Doings in the Reading Trade

READING, April 4.

THE cigar manufacturing industry is fairly good for this time of year, although some of the factories had a bad slump in production during the month of March, as compared with January and February. Yet they look for a good year's business and the pessimist is not so evident as at this time last year.

The retail trade is quiet and will probably remain so for a time. In the renovations which the American House is undergoing, the cigar stand in the lobby will be considerably improved. Interior fixtures will be installed of a good type, and a first-class humidor will also be put in place. This stand carries a most complete line of cigars and smokers' articles of all kinds, and when it is completed will be one of the best stores in the city.

The Moore cigar stand at Fifth and Penn Streets is showing a windowful of "American Empire" cigars, made by the Spatz factory. The brand is shown in all shapes, sizes and prices.

Yocum Brothers are operating their newly opened Lebanon factory with a force of fifty-two hands. They will add more cigarmakers from time to time. It was first predicted that they could not secure the hands in that city, but this trouble was soon overcome. Upon assurance of steady employment they were able to get hands from Schafferstown and nearby points. The Reading factory is running full time. Their Far West trade is in a most promising condition. The "Y. B." and "Spana Cuba" are being pushed in the Dakotas at this writing with good results.

The cigar manufacturers of this city were represented at Harrisburg some time ago when the new labor and minimum wage bills came up. Certain clauses in these bills, it was claimed, were injurious to their interests and they wished to file their protests.

A visit to the factory of Charles Y. Yetter on the outskirts of the city found the owner of the aforesaid plant in a most optimistic mood as to the business outlook for his factory.

The Fleck factory was compelled to send out several shipments of "Rose-O-Cubas" in a hurry this week to the Middle West. One of their jobbers was badly crippled by the flood and one shipment of a case had to be sent by express, which surely proved that he wanted the brand badly. They have the brand well placed in Dayton, where the loss was heaviest.

The Heymann factory is holding its own with the other plants in town. They look forward to a good year's business. Mr. Shirk has been on a Southern trip recently, where he found conditions promising.

The Breneiser store at Seventh and Penn Streets is featuring the "Webster" cigar, made by Y. Pendas & Alvarez, of Tampa, in their front window this week.

York Holds Its Own in Cigar Production

YORK, April 5.

DESPITE poor reports from other sections this part of the Ninth District is more than holding its own in a cigar way.

The past month will be one of the largest in point of production that York County has ever known during March. The receipts for the month were $98,212.85, an increase over the same month last year of $11,370.45, and an increase over last February of $1,963.45.

The revenue office is the authority for the prediction that the cigar manufacturers all through the district are as busy as they can expect. Of course, the smaller manufacturers are complaining as usual. The majority of the larger York factories are running to full capacity and have a good supply of orders on hand. Several plants have advertised for cigarmakers. Only two factories were opened during March, that of William H. Innerest at Red Lion, and Frances Sprenkel at Craley. They will both employ two hands each. The new quarters of the internal revenue office in the Federal Building are being visited by many people from York and nearby towns. The rooms are large and are located on the second floor of the building.

The C. H. Plitt Cigar Company are making preparations to operate their plant overtime next week. They have lately appointed two representatives, one man to cover New York City and the New England States, and the other Philadelphia, New Jersey and Delaware, north of Wilmington. They report that they have been doing an unusually good trade for this time of the year. Their Washington business has been much above the average. With the expanding of their business, following the appointment of two additional representatives, they expect to largely increase their manufacturing facilities.

S. R. Kocher, of Wrightsville, the cigar manufacturer, who returned from a trip to Florida recently, has been slightly ill since returning. Mr. Kocher attributes it to the sudden change of climate.

S. E. Seachrist, the Dallastown cigar and stogie manufacturer, reports a nice run of orders. He manufactures the stogies for the Gallagher Cigar Company, of Columbus, Ohio, who take his output almost as fast as he can turn them out. He also has a good distribution in Harrisburg. He was sending a shipment of 120,000 stogies and cigars last week at the time the writer called upon him and stated at the time that he expected to increase this next week.

Different Processes of Tobacco Curing

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kept up for from three to five days. Formerly it was the general practice to stop the fires when the leaf had begun to dry and allow it to soften by the flow of sap from the stem and by absorbing moisture from the air. The fires were then started again and the process of alternate drying and softening continued until the curing was complete. This practice is not so common now as formerly. The smoke from the open fires imparts a characteristic odor and taste to the tobacco and improves its keeping qualities.

In the northern portion of the Virginia fire-cured district, which is known as the olive-green stemming district, the method of curing is modified, as tighter barns are used and high heat is applied from the outset, the curing being completed in about two days. The object is to obtain a dark-green or almost black color without allowing the leaf to yellow. This type is strongly smoked during the curing.

STRIPPING AND ASSORTING.

When the thoroughly cured tobacco has become pliable by the absorption of moisture during a damp season, the plants are removed from the sticks and the leaves stripped off. Three principal grades are usually made, known as trash, lugs, and leaf. The leaf grade is further subdivided into several grades based on size of leaf and color. The several grades are tied into neat bundles containing six to eight or more leaves. In the Virginia fire-cured district the tobacco is sold loose by the auction system, and this method of marketing has recently gained ground in the western districts where formerly it was the general practice to pack or "prize" the leaf in hogsheads. Tobacco packed in hogsheads is sold by sample, so that careful assorting and packing are necessary if the highest market prices are to be obtained. Tobacco in condition for winter handling will not keep through the spring, but will mold when warm weather sets in unless it is reordered by again hanging it up to dry out. It is then ready for taking down and packing in favorable weather and will keep indefinitely.

On the first receiving day of the York County Tobacco Packing Association, between forty and fifty thousand pounds of tobacco was received at the Meads' warehouse. Rain held down the receipts for the first day, one hundred and forty thousand pounds being expected the second. Certificates were issued at from four to seven cents a pound and one to four cents for hail-cut tobacco.

LEAF TOBACCO MARKET

New York Loses Heavily in Flood—Western Flood Probably Will Create Demand For Pennsylvania Tobacco—Connecticut Farmers Prepare For Another Season—Wisconsin Growers Virtually Sold Out

NEW YORK.

NEW YORK CITY, April 8.

THE topic which interests the local dealers at present more than any other is the flood conditions in the Ohio Valley as affecting their holdings in that region. It will undoubtedly have a tendency to cause a rise in price of the Ohio leaf, as the loss will run into thousands of dollars. The different houses are on the lookout for that kind of leaf and manufacturers are also put in the same position, contracting for tobacco whenever possible.

Without doubt it will have the effect of turning their attention to Pennsylvania tobacco, which has been neglected of late. This tobacco has been of a poor quality as far as burn was concerned and manufacturers were using Ohio in preference.

There has been a healthy demand for the new Sumatra, which appears to give general satisfaction. That tobacco already here is of splendid texture and color. The lightness of the leaf is what has hit the eye of the manufacturers who have been on the lookout for just such wrappers. Yet in spite of this the Florida and Georgia wrappers have also been selling well. This leaf has been uniformly good and quite a bit of it has changed hands recently.

PENNSYLVANIA.

PHILADELPHIA, April 8.

ACCORDING to Julius Vetterlein, president of the Leaf Tobacco Board of Trade, the destruction by the flood of the warehoused crop of tobacco in the Dayton district will bring an advance in the price of Pennsylvania tobacco, which a few weeks ago could not be sold at any price. Some growers in the York and Lancaster belt offered their 1912 crops at as low a figure as five cents a pound.

Manufacturers of five-cent cigars are the hardest hit. Local factories make more five-cent cigars than any other city in the United States, and owing to the poor quality of tobacco grown in the state during the last few years, the manufacturers have been purchasing in other markets. If the reports be true that the flood in the Dayton warehouse district, which takes in three or four Ohio counties, has destroyed even one-fourth the warehoused crop, manufacturers will be compelled to make their purchases nearer home, as they are now several million cigars behind with their Western orders.

Many local manufacturers have been substituting Ohio tobacco for Pennsylvania for some time, owing to the poor quality of the latter.

LANCASTER, April 8.

The most interesting development of the past week in the Lancaster leaf tobacco market was the call for 1909 goods, which have for so long been a drug in the dealer's hands. For several weeks a number of dealers have had orders for small lots, but now this tobacco is going off on heavier orders, doubtless because it is the cheapest filler goods to be had. There is good reason to believe it is improving with age, and it unquestionably improves with resweating. The manufacturers who are using it also subject it to formulas which improve its burning qualities. A little 1911 goods are selling, too, but being a higher priced article it is not selling as its merits deserve. The seed planting time is at hand, but until the beds are made it will not be possible to form anything like a reliable estimate of this season's acreage. While a number of growers who suffered from last year's hailstorms and others who have not yet sold their 1912 crops will try potatoes instead of tobacco, or contract their tobacco acreage for other crops, other growers, in view of this, are expected to increase their acreage, which is expected to give a total of about 16,000 acres, as usual.

CONNECTICUT.

SUFFIELD, April 8.

THE opening of another tobacco season has been started. While it is a little early for planting tobacco beds, many of the growers have the beds already made, and they are now going through the sterilization process so as to be ready for the seeds at the proper time. All the growers of tobacco are beginning to realize the importance of sterilization of the beds in order to insure healthy plants, and a number are using scientific means to promote it. Steaming of the soil has been generally substituted for the crude system of heating the soil by the burning of brush over the soil, as the latter was found to remove most of the humus from the soil. The former kills all injurious bacteria, yet does not destroy the fertility of the soil.

Trade in cigar leaf tobacco in New England is practically at a standstill and it has been so for some weeks. Nearly all of the good crops have been picked up by dealers and only a few are being held by farmers for higher figures. These people believe that by the middle of the summer quotations may be higher. The last sales made in New England were at a slightly lower figure than was paid or contracted for last summer and fall.

The rain and hail storm, accompanied by a fierce wind of tornado force which passed over this city and neighboring towns last week, caused damage to property to the extent of $15,000 or $20,000 by blowing down tobacco barns in West Hatfield and North Hadley and demolishing a large new barn costing several thousand dollars on the farm of Charles Hager in that part of this city known as North Farms. Several horses in the barn were so badly injured that it was necessary to kill them. A dwelling house was badly damaged.

WISCONSIN.

EDGERTON, April 4.

APRIL 1 finds the tobacco growers of Wisconsin practically relieved of their holdings of leaf of every description. There are a few scattering crops yet to be delivered and now and then one not yet sold, but as a general proposition the state was never so completely bared at this date.

The warehouse season is also drawing to a close. Another week or so will see most of the packings completed, though warehouse handling with a few firms will continue for some time yet. There is no news in the local markets of old leaf.

The present early indications of spring will start preparations for the plant beds of another crop, though it is hardly advisable to sow sprouted seed at too early a date.

S. E. Barnard, of Evansville, was a visitor in this market Monday.

The United Cigar Manufacturers' Company closed their season's packing in Edgerton yesterday.

Mr. L. Hiller, of the Chicago leaf firm of Hiller & Kollenberg, was a visitor in this market Tuesday.

Mr. Lichtenstein, with the I. Lewis Company, Newark, New Jersey, manufacturers, who has been in the state for several weeks, has returned to his home.

STOUGHTON.

While some misunderstanding has occurred between buyer and grower as to cutting of prices below the contract, the general opinion prevails that the crop last year brought good returns, beyond that of any other crop produced in Wisconsin, and that more acreage will be planted this year in consequence. Tobacco selling above ten cents a pound is well worth while, so say the farmers of Dane County. No corn, no grain, no sugar beet crops can compare with tobacco as a source of profit.—*Edgerton Reporter.*

OHIO.

CINCINNATI, April 7.

THE storms did not spare tobacco sections. Re-seeding with the consequent delay and uncertainty as to results will be necessary in many cases. Tobacco land that has been plowed was greatly damaged by puddling and erosion, creating a condition that will preclude best results.

Lexington, Kentucky, is easily the leader of all the loose leaf markets with a total sale of more than 40,000,000 pounds. Maysville is next with some 30,000,000 pounds. This was by far the most important year of the loose leaf business, the same exceeding for the first time the business transacted on the hogshead markets.

The two great hogshead tobacco markets of Cincinnati and Louisville will from now on be the only points at which sales of any considerable moment will be held. During the past week the former sold 364 hogshead old (1911 and previous years) and 242 hogshead new tobacco. The average price of old was $6.64 per hundredweight as compared with $7.57 the previous week and $10.49 the corresponding week last year. New tobacco averaged $7.98 as compared with $8.55 the previous week and $10.17 the corresponding week last year. While the average price was lower, this was largely on account of lower grade of offerings.

KENTUCKY.

PADUCAH, April 4.

TOBACCO growers are handicapped in delivering the weed to local warehouses on account of swollen creeks and bad roads.

The heavy rains that have caused washouts on some of the roads will keep down the tobacco movement until good weather comes. A local tobacco man said today that tobacco is coming in now slowly, but that he expects a big rush of deliveries as soon as the weather opens.

Reports have been received here recently, coming from Henderson, that tobacco beds which had been sown in tobacco were raked deep and sown with grass by unknown parties.

The plant beds thus tampered with are said to belong to C. O. Denton, Bob O'Daniels, Chester Denton and C. M. Denton. Two of the men are said not to belong to the association, and it is not certain whether the others do or not. The plant beds affected are located near Corydon.

Newsy Paragraphs From Leading Leaf Tobacco Centres

The tobacco growers of Wisconsin appear to be well satisfied with the new Paul bill, which is aimed at the practice of buying tobacco in the field. It is said that it will save the seller a good deal of bother. The buying interests, as far as can be ascertained, are as much in favor of the bill as the growers are, for it puts all of them on the same buying basis. Many firms disliked the practice as much as the farmers did, but were compelled to follow the lead of others in order to secure the right quality of leaf. Where tobacco is in demand as much as it has been in Wisconsin and Connecticut the past season the bickering and disagreements, with the consequent docking, are bound to follow the old practice of scrambling for the crops. This was not noticeable in Pennsylvania this year because there was no demand for the leaf.

The last remnants of the Connecticut crop are being taken up in that section. The binder situation has been an acute one and it is reported that a number of sales have been made the past two weeks which packers would not have made under any consideration a short time ago. There has been a great deal of disappointment at the small percentage of light wrappers. To this is due in part the scouring of that section for more tobacco, which the buyer knows is not of the best quality.

The Interstate Commerce Commission at Washington recently approved an application filed by the Southern Railway Company, to put in effect a reduced rate of seventy-seven cents per one hundred pounds on smoking tobacco (including cut plug smoking tobacco) in packages, from Winston-Salem, Durham, Highpoint, and other North Carolina points to New Orleans and Mobile, without making proportionate reductions to other points. This is done so as to allow the North Carolina manufacturers to compete with manufacturers nearer New Orleans.

Many Lancaster County growers recently received a communication, purporting to come from the "United Cigar Leaf Company," which offered to supply a tobacco seed to the recipients upon their agreement to sell their crops to the concern furnishing it. The seed was to be of the "Havana Seed" variety. Many persons in touch with the growing of tobacco in that section stated that if the growers were to put the proper amount of time, using the right kind of fertilizer in growing this tobacco, it would find a ready sale. They assert that they are growing too much for weight and in addition, are using the wrong fertilizers, securing a heavy leaf of inferior burn. Many manufacturers claim that this is one of the reasons. they are not using as much Pennsylvania as in former years.

The Florida and Georgia tobacco interests have served notice that they will promptly fight any move toward reduction in the present tariff on imported tobacco. They have had an idea that the new tariff bill would provide for a one-dollar duty.

A third tobacco warehouse is being planned for Greensboro, North Carolina. Already $5000 of a total amount of $18,000 necessary, has been subscribed. It is intended to have it ready for the 1913 fall season.

With the opening of the tobacco season in Rocky Mount, North Carolina, a new leaf tobacco concern will begin operations there. It will be known as the W. E. Fenner Tobacco Company. R. Phil. Holt, will be the manager of the concern.

It is a hard matter to estimate the damage caused by the flood in the Miami Valley, in Ohio, but the earlier figures, which were close to two million dollars, were greatly exaggerated. Several million pounds of leaf were stored in warehouses there, in addition to the new crop. In many places the new tobacco was stored on the lower floors and the old in the upper floors. As the water did not rise to the second story at many points, there will probably be more old tobacco on hand than was at first expected.

The old adage, "It's an ill wind that blows nobody good" will probably be proven in the flood which devastated the Ohio Valley. From all reports a great part of the new crop of Ohio tobacco has been destroyed. Since many cigar manufacturers have been using Ohio tobacco in the past few years in preference to Pennsylvania, claiming that the latter leaf was deteriorating in quality, it looks now as if they would be compelled to use this leaf whether they wished to or not. There has been a bad slump in Pennsylvania tobacco in the past year or two and this situation is not going to hurt the Pennsylvania growers by any means. They were selling their tobacco recently as low as five and six cents.

One of the largest tobacco warehouses in the South is nearing completion. It is located in Lake City, South Carolina, and covers an entire city block. It will be opened about June 15, and is owned by J. D. King.

The Baltimore Leaf Tobacco Association, at a recent meeting, elected Henry Kraus, of the cigar firm of Kraus & Company, of that city, and John Dellevie, of the leaf firm of Liebman & Dellevie, as delegates to the convention of the National Cigar Leaf Tobacco Association, at Dayton in May. A. Fader, the cigar manufacturer, was elected as an alternate.

Late Trade Jottings

Jerome C. Bryant has purchased the retail cigar business of J. L. Long in Bloomington, Illinois. Mr. Bryant was formerly employed by Best & Russell, of Chicago.

The United Cigar Stores Company has opened stores in Charleston, South Carolina; Mobile, Alabama, and Savannah, Georgia.

The Renner Cigar Company has opened a factory at Oakbrook, Pennsylvania, near Reading.

The United Cigar Manufacturers' Company will open a stripping plant at 90 West Twentieth Street, Hoboken, New Jersey. About three hundred girls will be employed.

Harry Swisher has purchased a controlling interest in the E. J. Crane Cigar and Tobacco Company, in Columbus, Ohio. He was elected president of the concern and will manage the new plant.

E. C. Mays will open a new cigar factory at West Plains, Missouri.

Robert P. Boehm, Meadville, Pennsylvania, has moved to his new location, where he will do a retail cigar and tobacco business in connection with his poolroom and barber shop.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

HART'S 48 (Breaks the record for a nickel):—25,700. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 21, 1913. Rosenthal Brothers, New York.

LA JUCIFA:—25,701. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 21, 1913. Jupiter Cigar Factory, Chicago.

HEAP MUCH:—25,702. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 21, 1913. Robert Manley.

HEAP BIG:—25,703. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 21, 1913. Robert Manley.

RUY PONZIN & COMPANY:—25,704. For cigars, cigarettes, stogies, chewing and smoking tobacco. March 21, 1913. B. Karp, Brooklyn, N. Y.

KING CONSTANTINE THE 1ST:—25,705. For cigars. March 21, 1913. George Regas, New York.

QUEEN SOPHIA:—25,706. For cigars. March 21, 1913. George Regas, New York.

LA KIVA GRAND:—25,707. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 24, 1913. H. Mansky, New York.

LORD CLARE:—25,708. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. March 24, 1913. Moehle Lithographic Company, Brooklyn.

EL STERO:—25,709. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 24, 1913. Standard Cigar Company, Canton, O.

S. & Z. C.:—25,710. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 24, 1913. Wm. Steiner, Sons & Company, New York.

LIBERTY OAK:—25,711. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco. March 24, 1913. Wm. Steiner, Sons & Company, New York.

VERITOR:—25,712. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 24, 1913. Wm. Steiner, Sons & Company, New York.

SAN REMO:—25,713. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 24, 1913. Wm. Steiner, Sons & Company, New York.

SANATOGEN:—25,714. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 24, 1913. Wm. Steiner, Sons & Company, New York.

LA ROLA:—25,715. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 24, 1913. Wm. Steiner, Sons & Company, New York.

LITTLE DELAWARE:—25,716. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1913. F. M. Howell & Company.

LITTLE CURIOSITY:—25,717. For cigars. March 25, 1913. The Home Cigar Company, Lexington, Ky.

DON AGESTO:—25,718. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1913. Schwarzkopf & Ruckert, New York.

SHAMROCK:—25,719. For safety razors. March 25, 1913. Manhattan Briar Pipe Company, Jersey City, N. J.

NIAGARA FALLS CROOKS:—25,720. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. F. Mendola, Niagara Falls, N. Y.

AERONAUT:—25,721. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. Kaufman, Pasbach & Voice, New York.

INSIGNIA:—25,722. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. Kaufman, Pasbach & Voice, New York.

ALTITUDE:—25,723. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. Kaufman, Pasbach & Voice, New York.

DON ELABRO:—25,724. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. Wm. Steiner, Sons & Company, New York.

BALKAN:—25,725. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. N. E. Marcoglou, New York.

LA FLOR DE REGLA:—25,726. For cigars, cigarettes, stogies, chewing and smoking tobacco. March 26, 1913. Schwarzkopf & Ruckert, New York.

GILBERT W. BARNARD:—25,727. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. Moehle Lithographic Company, Brooklyn.

U. M. C.:—25,728. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Wm. Glaccum & Sons, New York.

ILLUSTRO:—25,729. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Kaufman, Pasbach & Voice, New York.

DON AGOSTA:—25,730. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

LA PROMESA:—25,731. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

FLOR ERNANI:—25,732. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

FLOR DE CARILLO:—25,733. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

FLOR DE CIELO:—25,734. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

LA ADMIRANDA.—25,735. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

LA EROTICA:—25,736. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

LA FARANDOLA:—25,737. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

SALUTARIO:—25,738. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

VIARDA:—25,739. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 27, 1913. Schwarzkopf & Ruckert, New York.

CHAMPAGNE 5c CIGAR:—25,740. For cigars. March 27, 1913. J. C. Winter & Company, Red Lion, Pa.

YOUTHIFIER:—25,741. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1913. Louis C. Wagner & Company, New York.

SPANISH PAX:—25,742. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1913. Lebanon Cigar Company, Pennsylvania.

JUAN OVAREZ:—25,743. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1913. National Lithographic Company, New York.

OFFICIAL HIGHWAY:—25,744. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1913. Fred Haak Company, Davenport, Ia.

MINK'S CIGARS.—25,745. For cigars. March 29, 1912. M. Mink, Philadelphia.

ARIADNE:—25,746. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1913. Kaufman, Pasbach & Voice.

SUMATRA CLUB:—25,747. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1913. E. C. DePutron, York, Pa.

RESTABIT CLUB:—25,748. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1913. Moehle Lithographic Company, Brooklyn.

LA SEBANA:—25,749. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1913. Moehle Lithographic Company, Brooklyn.

PRIMAVERA:—25,750. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1913. Louis Wagner & Company, New York.

HONOR ET PATRIA:—25,751. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1913. Louis Wagner & Company, New York.

LA MUNA:—25,752. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

LA DONA:—25,753. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

LABORIDAD:—25,754. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

CENTURIDAD:—25,755. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

CORONIDAD:—25,756. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

EL MILOT:—25,757. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

EL DANDO:—25,758. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

EL CAVALO:—25,759. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

STAMINADAD:—25,760. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. National Lithographic Company, New York.

WAYNETTE:—25,761. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. J. H. Sonfield, Fort Wayne, Ind.

MUMBAUER'S FAVORITE:—25,762. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. W. H. Mumbauer, Spinnerstown, Pa.

STEPHEN C. FOSTER:—25,763. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. The Moehle Lithographic Company, New York.

INDEPENDENT RETAIL TOBACCONIST:—25,764. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. L. Harry Fisher, Brooklyn, N. Y.

OBESO:—25,765. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. Adolph Frankau & Company, Limited, New York.

SOPHISTA:—25,766. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1913. Adolph Frankau & Company. Limited, New York.

NISITA:—25,767. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. H. C. Nolan Company, Philadelphia.

LA ARISTA:—25,768. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. H. C. Nolan Company, Philadelphia.

DELPHINE:—25,769. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. H. C. Nolan Company, Philadelphia.

LA NISTA:—25,770. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. H. C. Nolan Company, Philadelphia.

LA BELLE ARISTA:—25,771. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. H. C. Nolan Company, Philadelphia.

TRICOTRIN:—25,772. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. H. C. Nolan Company, Philadelphia.

EL CADO:—25,773. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. H. C. Nolan Company, Philadelphia.

S. H. L.:—25,774. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. Greenwood & Company, Savannah, Ga.

URSINUS:—25,775. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

VITRUVIUS:—25,776. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

GAINESVILLE EXCHANGE:—25,777. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1913. Falkenbury Company, Tampa, Fla.

ZEPPELIN:—25,778. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1913. National Lithographic Company, New York.

QUAKER-BLUE LABEL:—25,780. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1913. Quaker-Five Cigar Manufacturing Company, Philadelphia.

QUAKER GEM:—25,781. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1913. Quaker-Five Cigar Manufacturing Company, Philadelphia.

THE BEST TEN:—25,782. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1913. Quaker-Five Cigar Manufacturing Company, Philadelphia.

PACIFIC CENTER:—25,783. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1913. W. A. Shine, San Francisco, Cal.

BRIMFUL:—25,784. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1913. Kaufman, Pasbach & Voice, New York.

WHITE FIVE:—25,785. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1913. Rosenthal Brothers, New York.

PRINCE OF WALDECK:—25,786. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1913. The Moehle Lithographic Company, Brooklyn, New York.

MIRZA:—25,787. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1913. The Moehle Lithographic Lithographic Company, Brooklyn, New York.

EL CASTILIANO:—25,788. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1913. The Moehle Lithographic Company, New York.

CLARENA.—25,790. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1913. Womer & Bock, Pottsville, Pa.

HONEST DEAL:—25,791. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1913. Womer & Bock, Pottsville, Pa.

WAY BILL:—25,792. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1913. A. C. Henschel & Company, Chicago, Ill.

COPRA:—25,793. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1913. National Lithographic Company, New York.

THE TARPON:—25,794. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. B. M. Selle, Corpus Christi.

PRIDE OF CORPUS CHRISTI:—25,795. For cigars, cigarettes, stogies, chewing and smoking tobacco. April 5, 1913. B. M. Selle, Corpus Christi.

HOWDY PAP:—25,796. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. B. M. Selle, Corpus Christi.

EL REVILO:—25,798. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. Kaufman, Pasbach & Voice, New York.

INFLUENCIA:—25,799. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. Kaufman, Pasbach & Voice, New York.

LA VEOLA:—25,800. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. Kaufman, Pasbach & Voice, New York.

LEVANTA:—25,801. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. Kaufman, Pasbach & Voice, New York.

SAFE GUARD—25,802. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. Kaufman, Pasbach & Voice, New York.

RE-REGISTRATIONS.

GILBERT W. BARNARD:—25,727. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1913. Messrs. A. Kerr & Company, Chicago, Ill.

SEALS OF THE SOUTH:—25,797. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 5, 1913. J. A. Shuhart & Company, York, Pa.

TRANSFER OF TITLE.

The title "Geezer" has been transferred to F. J. Moerschbacher, Shenandoah, by J. D. Scanlon. March 25, 1913.

The title "Lord Herbert" has been transferred to B. Karp, Brooklyn, N. Y. March 21, 1913.

The titles "La-al-ko" and "The Al-ko" have been transferred to W. C. Steele, West Chester, Pa., by Lydia Steele, administratrix of the Al-ko Cigar Company, Mechanicsburg, Pa. March 27, 1913.

The title "Seals of the South" has been transferred to J. A. Shuhart & Company, York, Pa., by E. E. Kirkland & Company. April 5, 1913.

CANCELLATIONS.

EL VATO:—25,620. April 2, 1913, by A. C. Henschel & Company, Chicago, Ill.

ROB ROY:—25,614. April 2, 1913, by A. C. Henschel & Company, Chicago, Ill.

O. U. CLUB:—25,789. April 3, 1913, by D. & K. Cigar Company, Dallastown, Pa.

RAOLD AMUNDSON:—25,779. April 2, 1913, by National Lithographic Company, New York.

HENRY BURDEN:—Has been cancelled by Messrs. Kaufman, Pasbach & Voice. March 26, 1913.

DON AGESTO:—Has been cancelled by Messrs. Schwarzkopf & Ruckert. March 27, 1913.

AMERICUS:—Has been cancelled by Messrs. Kaufman, Pasbach & Voice. April 5, 1913.

TRADE NOTICE.

The brand "Roped Havanas" has been registered by us. The feature of banding each individual cigar with a cord or rope band, is our original idea, for which a patent is pending in the United States Patent Office.

Imitators or Infringers will be promptly prosecuted to the full extent of the law.

THE LOUIS HEITMANN COMPANY, Dayton, O. 4-1-r

Good News for Nickel Cigar Manufacturers.

OUR PURCHASES OF OVER

3,000 Bales of NEW SUMATRA TOBACCO

Have proved to be THE BIGGEST YIELDERS IN YEARS.

WE MAKE THE ASSERTION THAT OUR TOBACCOS WILL YIELD AT $5.00 TO $5.50 PER THOUSAND.

Look At Our Samples to Convince Yourself.

H. DUYS & COMPANY,

170 Water Street, New York.

Absolutely the Leading Sumatra Importers.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

PIPES REPAIRED Expert Workmanship. Satisfaction guaranteed.
THEODORE KLINGER, 214 W. 108th St., New York

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

UNEXCELLED OPPORTUNITY for a live jobber to handle the output of a cigar factory. Samples and prices on request. Address Box 500, "Tobacco World," Philadelphia, Pa.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 253 E. 78th St., New York. 9-1_tf

FOR SALE—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whiff Cigar Company, Cleveland, Ohio. 4-1-a

Salesmen Wanted.

LEAF TOBACCO SALESMAN for Philadelphia and vicinity. By an old established house. Splendid opportunity for the right man. Address Box 900, care of "The Tobacco World."

Help Wanted.

WANTED—An experienced cigar salesman, to sell high-grade cigars from $20 per thousand and up. Address Box 600, "Tobacco World."

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

The Ideal Store As Seen By a Customer

I LIKE to go into a warm store—not steam-heated, particularly, but heart-heated—a store where the proprietor is cordial, obliging and cheerful, where the clerks act as if they are glad to see me.

I like to go into a store where I feel welcome. In some stores I have felt like an intruder breaking into a private home.

I like to enter a store by being invited in by attractive window displays. I generally choose a store by the windows and I very seldom find that they misrepresent the quality of the store.

I like to deal with a store where I know the clerks work together pleasantly, where they receive proper credit for what they do, and where the proprietor treats them well.

When I go into a store, I like to have the clerk take my complete order, and then collect the articles, wrapping them in as few parcels as possible.

I like a store where the clerks know where to find what I want without unnecessary delay.

I like to go into a store where there is plenty of light, both in the daytime and evening, and where there is good ventilation.

I like a store where the shelves are clean and where they do not show dusty packages and cans. I always patronize the cleanest store I can find.

I like to go into a store where the clerks are anxious to wait on me, where they are desirous of showing me goods, even though I may not make a purchase.

The ideal store is the one that has these good qualities—and more.

Trade Jottings

More than one hundred small manufacturers in the First Ohio District have consolidated during the past few months. Smaller manufacturers in that district are feeling the pressure of this widespread movement.

Fred Gray, Freeport, Illinois, has purchased the retail cigar business of Wilbur Reitzel and John Martin, at Grand Rapids, Iowa.

Best & Russel, the well-known wholesale cigar house of Chicago, have purchased the lease on a cigar store at Council Bluffs, Iowa, held by Peregoy Moore.

A cigar store will be opened on Monmouth Street, Red Bank, New Jersey, by William Antonides.

Ed. Kauffman, a well-known St. Louis cigar dealer, has been the successful bidder for the cigar privileges in the Railway Exchange Building, now nearing completion in that city.

The Hoff & Mayland cigar factory, at Brooking, South Dakota, has been purchased by J. C. Miles.

A cigar factory has been planned for Villisca, Iowa, by Carl Taylor.

Articles of dissolution have been filed by the Havana Cigar Company, of Ithaca, Michigan.

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

Racine Paper Goods Company
Sole Owners and Manufacturers
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J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco

We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS

Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

¶ If you want **Cigar Labels** of neat and original designs, consult us. Let us submit samples.

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Write for Sample Card and Price List to Department W -
WM. WICKE RIBBON COMPANY
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
36 East Twenty-Second Street, ∴ New York

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
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FRIES & BRO., 92 Reade Street, New York

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Sketches of Original Designs, with Excellent Titles, sent upon request.
Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

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Bands and Trimmings

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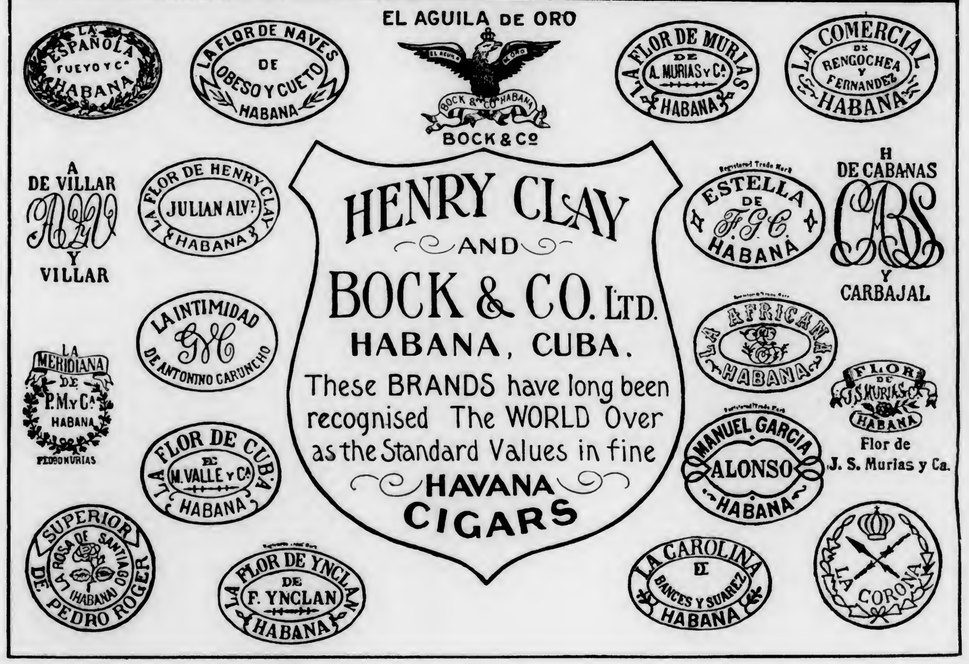

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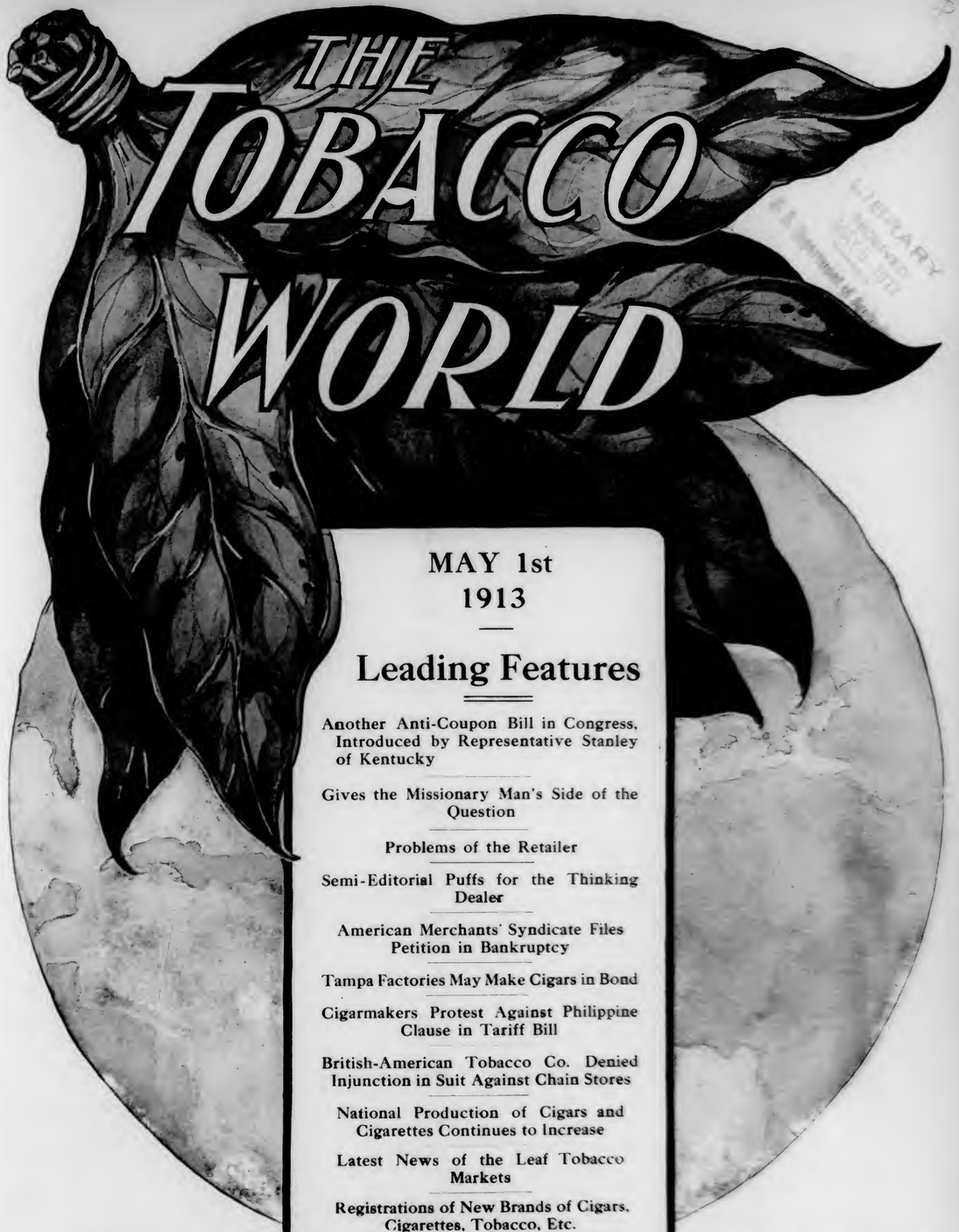

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1913

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National Production of Cigars and Cigarettes Continues to Increase

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Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

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41 Union Square, New York

F. C. LOZANO J. M. LOZANO

TRADE MARK

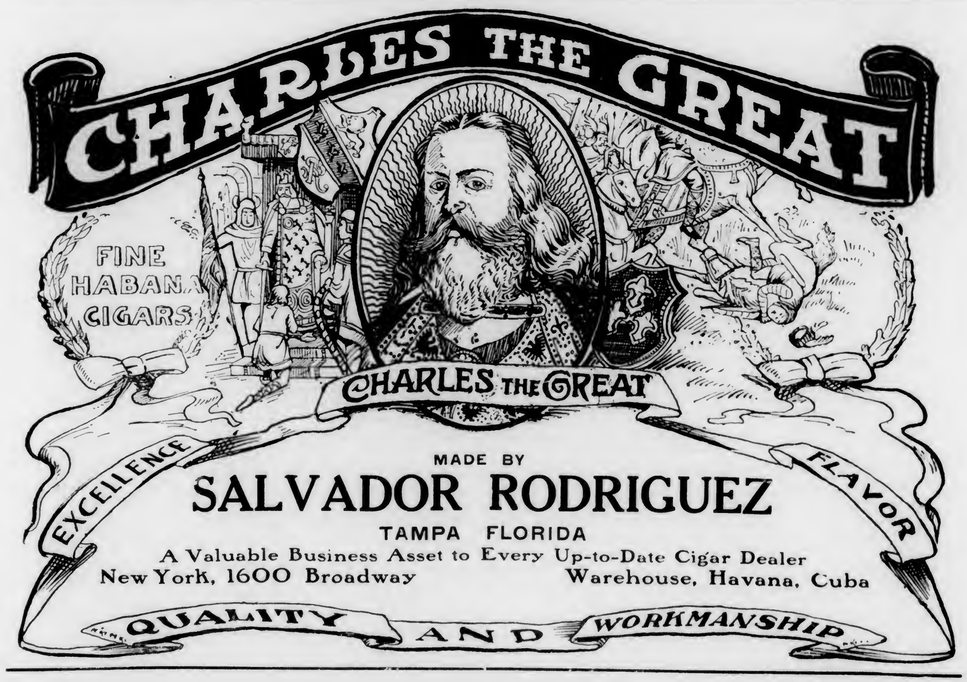
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

Makers of High-Grade "Union-made" Cigars Only

I. TEITELBAUM & CO.

CLEVELAND, OHIO

WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

Central Union

No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

TRADE MARK

F. LOZANO, SON & CO.

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Makers of the Famous "F. Lozano" Brand

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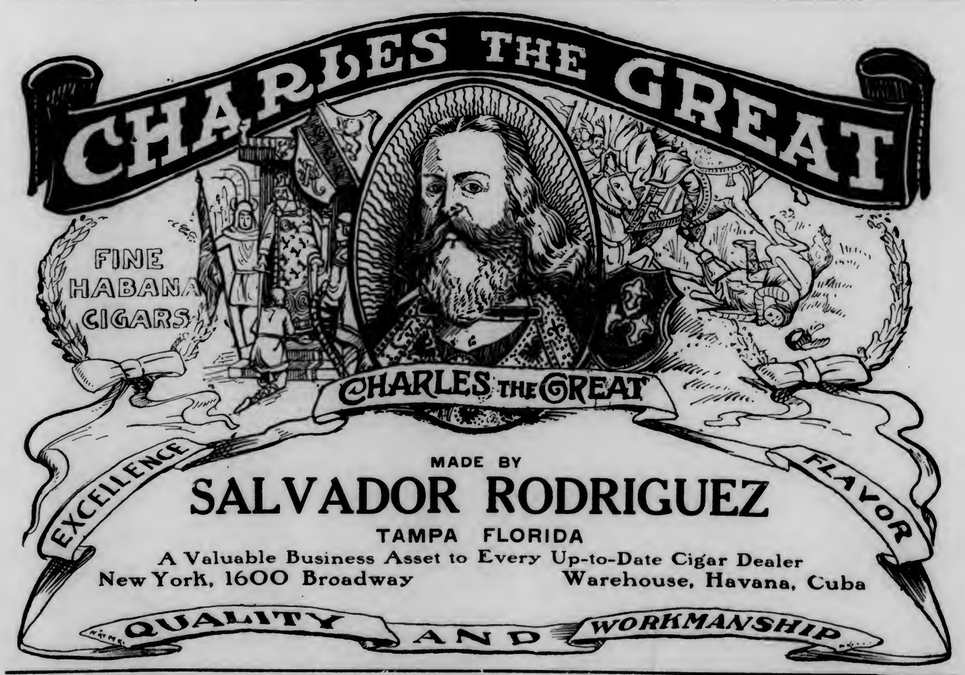

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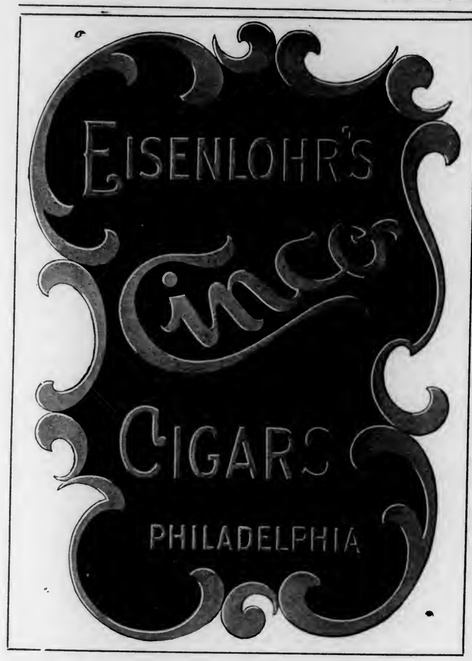
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE



Practical Change Trays

MOST fascinating change tray ever offered and the cheapest and best sign ever produced. Not one is wasted.

The steel ball on the inside cannot get lost. This article goes on the counters where the consumers must see it. Very reasonable. Write

THE BRUNHOFF MFG. CO., Cincinnati, O.
New York Office, 113 Maiden Lane

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.
LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on

REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

PARK & TILFORD
Fifth Ave. and 26th Street, New York

IMPORTANT

Philadelphia, Pa., May 1, 1913
TO THE TRADE:

Cigars packed in "CEDAR PAPER" covered cans were first manufactured and placed before the trade by us.

Our first effort was to produce cigars of incomparable high quality.

Our next step was to protect our product against imitation by a unique style of packing never used before—

"THE CEDAR PAPER COVERED CAN"

Our great success has resulted in various manufacturers offering to the trade similar styles of packings in Cedar Paper covered cans, to procure business on the popularity achieved by our cigars.

We propose to protect the reputation established on the quality of our cigars, by prompt legal action for infringement on our original style of packing in—

"CEDAR PAPER COVERED CANS"

JEITLES & BLUMENTHAL, LIMITED,
119-121-123 S. 11th St., Philadelphia.

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

Cigars of Distinction Our Motto "Quality"

QUEVEDO

Clear Havana Cigars
Not Merely All Havana But the Best
Made in 40 Different Shapes and Sizes

Tampa Co-operative Cigar Co., Makers
TAMPA, FLA.
"THE TRULY HAVANA HOUSE"

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

PITTSBURGH TRADE BUILDERS

London Trophies packed in pouches that keep them fresh, and prevent breaking. Champaigne Tips, banded, 2 for 5c. and a full line of 3 for 5c. stogies. Correspondence from jobbers and brokers solicited.

Wabash Cigar Co., Pittsburgh, Pa.
The Makers

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

Finest Workmanship — Under Sanitary Conditions

BERNADOTTE TRUE HAVANA CIGARS
A. KERN & CO., Inc., 109 W. 42d St., New York

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

HUMIDORS OF ALL KINDS

Sargent Patented Chests with the only practical moistening device in the market.

Humidors of any capacity.

Special chests for cigar manufacturers.

Write for catalogue and prices.

SARGENT HUMIDOR COMPANY
BRIDGEPORT, CONN.

Here's the **WHEELING STOGIE** that **SELLS**

POSITIVELY

MILD

Wheeling Delights

Made of the best grade of selected tobacco in a sanitary factory by the best stogie makers in the world. Exclusive territory open for live jobbers. Write today.

LITTLE PET STOGIE CO.
Factories: 1427 16th St., 1110 Market St.
Wheeling, W. Va.
Manufacturers of Wheeling's Famous Stogies

The Cigar for the Connoisseur

Stratford

Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia
Distributors Wanted. Write for Price List.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**

The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh factories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.

28th and Smallman Sts., Pittsburgh, Pa.

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

W. P. BOWERS & CO.

108 La Salle Street, Chicago, Ill.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers — **Detroit, Mich.**

British American Cigar Stores Co.

Seven per cent. Non-Cumulative Preferred Stock and Common Stock. Descriptive circular mailed on request.

L. L. WINKELMAN & CO.

Investment Securities

44 BROAD STREET, NEW YORK

The Baum-Jaffe Co.

OF PHILADELPHIA

MAKES THE FINEST 10c. CIGAR EVER PRODUCED. ITS NAME IS

"EL JAFFE"

HAVANA-GROWN HAVANA. BROADLEAF WRAPPED.

"It's a Great Seller"

BAUM-JAFFE CO.

115-117 N. THIRD STREET, PHILA., PA.

Are you open to conviction on a first-class nickel cigar?

HERE'S THE LABEL

Don't gauge the possibilities of your nickel business by what you have done with other lines, but ask the Dealer who has pushed the "LIAR". You will then see what you can do.

Write for terms and territory to

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

SIG. C. MAYER & CO.

Fac-simile Reduction of Sanitary Packing

Present

Their new "Sanitary" and "Can" packings of the

EL WADORA CIGAR

This justly famous brand is packed in the usual and popular 50 to the box and now in separate bundles and cans.

The bundle packing is wrapped in foil, thereby insuring perfect sanitation and retention of the original quality.

SOME TERRITORY OPEN TO LIVE-WIRE JOBBERS

Fac-Simile Reduction of Can Packing

NOS. 306-8 CHERRY STREET, PHILADELPHIA

Quality in Scrap Filler for Cigars

Mr. Cigar Manufacturer: If you want to make a reputation for high class scrap filler cigars, you will find it advantageous to use Horner's Select Scrap Filler, which is **ready to work.**

Ordinary scrap implies the offal of the packing room and strip shed, including sweepings and siftings, but our scrap filler is **made only from old and high grade Wrapper B** tobaccos. Hence, its high quality.

Sold in bales, 50 pounds net, 25c per pound, F.O.B. Gettysburg, Ohio. Send for sample at our expense.

Specialists in Scrap Filler Tobacco

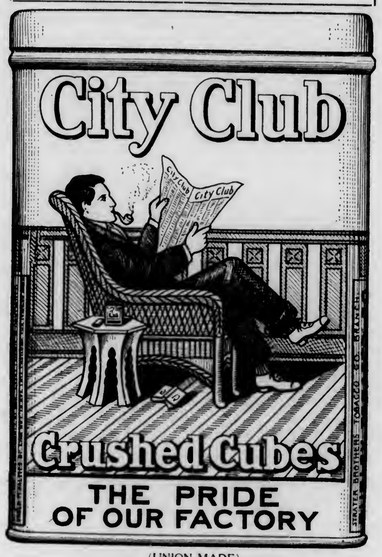
Horner Tobacco Co.

208 S. Ludlow Street, Dayton, Ohio*

Factory and Warehouses, Gettysburg, Ohio

* Our Dayton office, due to the flood, is temporarily abandoned, but we are open for business at Gettysburg, to which place all communications should be sent.

For Pipe and Cigarette



(UNION MADE)

One Can Makes You a Life Member

City Club

The 20th Century Wonder in Smoking Tobacco

It's Better

Expert judges of smoking tobacco have said that CITY CLUB is worth 20 cents a can compared to imitations.

Why?

The Answer: We own the land. We grow the tobacco. CITY CLUB is the "cream" of 200,000 acres of the finest Burley tobacco grown in the famous Bluegrass section of Kentucky. The first pipe-full will convince you.

CITY CLUB is only one hundred days old, yet it is duplicating and selling from coast to coast. Ask your jobber. Quality is doing the trick. Dealers are authorized to refund money to any customer not satisfied that CITY CLUB is better.

We Prepay Express on Trial Orders

MR. DEALER: Our national advertising campaign on CITY CLUB will start in a very short time, and you will have calls for CITY CLUB because *it's better*. Write or wire us, at our expense, and we will ship you a trial order of two dozen 10c. cans and one magnificent Crystaloid window display show card, express prepaid, for $1.92. Give name of your jobber and we will supply him.

The Largest Independent Tobacco Organization in the World
40,000 Stockholders, Growers and Manufacturers of CITY CLUB

Burley Tobacco Co., Inc., Louisville, Kentucky

(5)

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

KILLEBREW & MYRICK'S

"TOBACCO LEAF"

The Leading Authority in Book Form

All about Tobacco From the Plant to the Finished Product

500 pages, cloth bound—$2.00 by mail, prepaid

The Tobacco World Corporation

Selling Agents

102 S. 12th Street - - Philadelphia

LOS REYES DE ESPANA

Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida

Office: 257-265 Fourth Avenue, New York

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

The New Sizes

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Short talks to Dealers

A man may buy a package of cigarettes because the advertising is good, or because the package looks attractive—that is, he may buy the *first* package that way. The *second* package he buys because he likes the cigarettes.

FATIMA
TURKISH BLEND
CIGARETTES

Now, Fatima advertising is good—it has made thousands of first sales. And the Fatima package, although inexpensive, is neat and attractive. But better than either of these *first* package sellers, the cigarettes have that *holding* quality that makes men come back for the *second* package.

A cigarette like Fatima, that can make repeat sales on merit alone—that can hold smokers year after year—is a good one to use for a leader—for nothing increases business so well as satisfied customers. *More Fatima cigarettes are sold than any other brand in this country.*

The big sale of Fatimas among business and professional men is a strong endorsement for them.

Liggett & Myers Tobacco Co.

"Distinctively Individual"

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Counsellors Keep Customers Coming

Or, as one large dealer happily phrased it:

"I buy Counsellors to make customers and keep both."

This sterling nickel cigar has stood the test of time and is known where sold as the distinctive, big selling brand of its class.

Wise dealers, who require a cigar that will hold and completely satisfy their 5-cent trade, need go no further.

ALLEN R. CRESSMAN'S SONS, Mfrs.

PHILADELPHIA, PA.

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Henry the Fourth

Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office: 257-265 Fourth Ave., New York

HAVANA CIGARS

Highest Quality
Best Workmanship

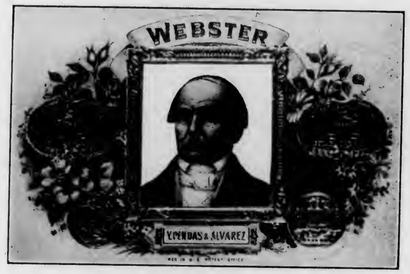
MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867 — Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX
The largest handlers of scrap tobacco in the world.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa — Calcutta, 10 Government Place / Alexandria, Rue Cheriff Pacha — CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, MAY 1, 1913. No. 9.

Another Anti-Coupon Bill in Congress, Introduced by Representative Stanley, of Kentucky

Measure Provides for a Tax of Two Cents on Each Certificate Issued—If Passed, Would Virtually Legislate the System Out of Existence

WASHINGTON, D. C., April 25.

ANOTHER anti-coupon bill has bobbed up in Congress, the sponsor of which is Representative Stanley, of Kentucky. This measure is slightly different from those introduced heretofore, insofar as it provides for a tax of two cents for every coupon used. It has been referred to the Ways and Means Committee, of which Mr. Stanley is a member, which will probably report it out favorably. The object of the measure, it is stated, is as follows: "To levy a tax upon the issuance of coupons, prize tickets and other devices and on the redemption, payment, purchase, or exchange of coupons, prize tickets, tags, bands or other devices, things or parts of articles, or things that shall have been attached to, packed in, or with, or formed a part of, or encircling or given with any manufactured tobacco, cigar or cigars, cigarette or cigarettes, or snuff, or any stamped package or receptacle thereof."

The bill further provides as follows:

That there shall be levied, collected and paid by adhesive stamps a tax of two cents for and upon every coupon, prize ticket, or other device attached to, packed in or with, or forming a part of, or encircling, or given with any manufactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes, or snuff, or any stamped package or receptacle thereof, if any such coupon, prize ticket, or other device contains any direct or indirect promise, or proposition, or offer to make redemption or payment in cash therefor, or for any number of same, or to exchange property therefor, or for any number of same, whether such redemption, payment, or exchange is made or is to be made by a manufacturer of such tobacco, cigars, cigarettes, or snuff, or any other person, firm, or corporation.

Sec. 2. That on and after the first day of January, nineteen hundren and fourteen, there shall be levied, collected, and paid, by adhesive stamps, a tax of two cents for and upon redemption, payment, purchase, or exchange of any coupon, prize ticket, tag, band, or other article, thing, or part of an article or thing, which before being offered for such redemption or purchase shall have been attached to, packed in or with, or formed a part of, or encircled, or given with any manufactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes, or snuff, or stamped package or receptacle thereof.

Sec. 3. That coupons, prize tickets, and other things mentioned in the first section of this act, stamped in accordance with the provisions thereof, notwithstanding anything contained in the section hereof, upon being offered for redemption of sale, shall not be required to pay said tax, but all coupons, prize tickets, and other things mentioned in said first and second sections hereof, not stamped when issued by the manufacturer, or other person, firm or corporation issuing same, shall, if presented for redemption on and after the said first day of January, nineteen hundred and fourteen, be stamped as provided in said section second hereof by the person, firm or corporation presenting same for redemption, purchase or exchange.

Sec. 4. That the Commissioner of Internal Revenue shall cause to be prepared for the payment of the taxes provided by this act suitable stamps denoting the said tax. Such stamps shall be furnished collectors desiring them.

Sec. 5. That in all cases where an adhesive stamp is used for denoting the tax imposed by this act, the person, firm, or corporation using or affixing same shall write or print thereon the initials of his or its name and the date on which said stamp is attached or used, so that it may not again be used. Any person, firm or corporation who fraudulently makes use of an adhesive stamp to denote any tax imposed by this act without so effectually cancelling and obliterating such stamp shall forfeit the sum of fifty dollars. The Commissioner of Internal Revenue is authorized to prescribe such method further for the cancellation of stamps as substitute for or in addition to the method prescribed in this section as he may deem expedient and effectual. And he is directed to make the application of such method imperative.

Sec. 6. That if any person shall forge or counterfeit, or cause or procure to be forged or counterfeited, any stamp, die, plate, or other instrument, which shall have been provided or may hereafter be provided, made, or used in pursuance of the provisions of this act or any previous provisions of law on the same subject, or shall forge, counterfeit, or resemble, or cause or procure to be forged, counterfeited, or resemble the impression or any part of the impression of any such stamp, die, plate, or other instrument, as aforesaid, upon any paper, or shall stamp or mark, or cause or procure to be stamped or marked, any paper with such forged or counterfeit stamp, die, plate, or other instrument, or part of any stamp, die, plate, or other instrument, as aforesaid, with intent to defraud the United States of any of the taxes hereby imposed or any part thereof, or if any person shall offer or sell or expose to sale any paper, article, or thing having thereon the impression of any such counterfeited stamp, die, plate, or other instrument, or any part of any stamp, die, plate, or other instrument, or any such forged, counterfeited, or resembled impression, or any part of any impression, as aforesaid, knowing the same to be forged, counterfeited, or resembled; or if any person shall knowingly use or permit the use of any stamp, die, plate, or other instrument which shall have

Continued on page 23

Locker & Co., Brooklyn Jobbers, Denied New Trial in Case Against A. T. Co. and Others

Brought Suit Last December, Which Was Decided Against Them by Direction of Judge Mayer, Who Says Present Volume of Business Does Not Bear Out Charges

IN a decision handed down on Saturday, April 26, in the Federal District Court in Manhattan, Judge Mayer denied the motion made by John A. Locker and his wife, retail and wholesale tobacconists, doing business in Brooklyn as Locker & Company, for a new trial of the concern against the American Tobacco Company, the United Cigar Stores Company and the Metropolitan Tobacco Company.

The suit was brought early in last December under the Sherman anti-trust law, the plaintiffs claiming that they were greatly injured in their business by the methods of the defendants. They asked for damages aggregating $300,000. The trial took three weeks to settle. During the trial James B. Duke, formerly president of the American Tobacco Company, was called upon to testify. By direction of Judge Mayer, who presided, the jury brought in a verdict for the defendants.

Counsel for Locker & Company promptly filed a motion for a new trial, with the result given above. During the course of the trial witnesses were called who stated that they had been driven out of business through the close competition in New York City, but the judge decided that there was no proof that this was through any action of the defendants.

In the recent decision Judge Mayer finds that Locker is making enough profit out of his business, and says in part:

"I incline to the view that on the evidence in this case, the transactions complained of did not constitute a violation of the so-called Anti-Trust Act.

"It is the function of the government, through appropriate suits or proceedings, to obtain equitable relief on behalf of the people at large or to institute prosecutions, but a private litigant must show the money damage he has suffered.

"On the evidence in the case, it was clear that damages awarded upon the theory of the plaintiffs, would have been a mere guess, highly speculative and not in accord with any rule or principle of ascertaining money damage where (as distinguished, for instance, from negligence cases), damages must be for actual loss."

Gives the Missionary Man's Side of the Question

Written for the Tobacco World by "One Who Knows"

AN article in the April 1 issue of THE TOBACCO WORLD headed "Is the Missionary Man an Absolute Necessity?" has caused me to give you my view of the question.

I can state, solely from my fifteen years' experience in the tobacco business, twelve of which were spent behind the retail cigar counter, that no new cigar can be introduced successfully in this market (Southern California) without having some one to go around to the trade and push no other cigar but that particular brand. After this cigar is introduced, the jobbers' salesmen will *sometimes* follow up the good work already established. As is a well-known fact, a salesman working for a jobber has so many items to sell, he cannot give up his valuable time talking the merits of the new cigar.

The manufacturers have no one to blame for the existing condition but themselves. I have seen it illustrated time and time again.

The manufacturer sends his representative to the Coast. To do business with the jobber, he offers him (the jobber) a proposition, such as missionary work, which sometimes takes from three to five months—an unlimited supply of cigars for window displays, which run into thousands and without expense to the jobber who is introducing and taking hold of the new cigar. Sometimes the representative of the manufacturer goes so far as to consign the goods to the jobber. Naturally, the latter having nothing to lose, is glad to take the chance and "let the other fellow do the work."

Therefore, the jobbers on the Pacific Coast do not consider the placing of a new line in their house unless the manufacturers furnish them with a missionary man for a specified length of time.

There are two kinds of missionary men who introduce new cigars or try to introduce them. They are: those that make good, and those that get the manufacturer "in wrong." An example of the latter sort would not be out of place right here.

Recently, an Ohio concern sent their representative to the Coast to introduce their line of cigars. By chance I met this man, and after a short conversation with him, and he was a fluent talker, he asked for my aid in helping him introduce his cigars with the various jobbers of a city. After two days work with him, I finally procured a jobber to take hold of his line.

He made the jobber the following proposition:

Provided the opening order consisted of fifty thousand ten-cent and two for twenty-five cents cigars and one hundred thousand five-cent cigars, he will cover the entire territory, the time allotted for this being four months. He (the missionary man) will pay for all window displays and advertise in all moving picture shows. The jobber will not have to pay for the goods until sold by him (the missionary man). He went so far as to give the jobber a contract to that effect.

The jobber ordered the goods, as there was nothing for him to lose, under the conditions of the contract.

The goods arrived and the representative went to work. After two months time spent in introducing his brand, he had given away a larger amount of cigars than he had sold. The jobber made him stop in his work, as it was injuring his house. He also discovered that goods sold by this representative to the retailer, was but a consignment proposition and the retailer would not pay for the goods until the goods were disposed of. To make good his showing in the eyes of the manufacturer, the representative ordered goods without the knowledge of the jobber, for the purpose of drawing expense money in salary or commission, whichever it happened to be.

The jobber disgustedly stopped selling the cigars and notified the manufacturers and explained how matters stood. The manufacturers sent another man to this territory and to his astonishment he found the conditions as described by the jobber. The jobber insisted that he take back the cigars sold him, and showed him the contract, signed by the first representative. The factory had never heard or seen one word of it. After a week of wrangling, the goods were packed and sent back to the factory, with a loss to the manufacturers of practically $4000. No other jobber has ever since considered taking hold of this cigar after having heard the manner in which the first representative introduced it to the trade. The same representative executed the same grade of "missionary work" in San Francisco and numerous other large cities of the Pacific Coast, and "killed" this cigar forever on the Coast.

I will say this now, that it is hard for any manufacturer to get a good man to do the work and put a good cigar on the market with a certain degree of quality behind it. It does not profit the manufacturer to establish a cigar firmly, with a free deal, and then to deliberately drop the free deal proposition suddenly. It is sure to kill the established trade in no length of time.

I heartily agree with the following statement made by Jas. W. Duke, formerly president of the American Tobacco Company: "You cannot do business with the jobber, and you cannot do business without him." The same statement applies to the missionary man.

INTERESTING SNAPSHOTS TAKEN IN THE OHIO VALLEY FLOOD DISTRICT.

The picture shown above was taken in Dayton at 3.30 P. M., the first day of the flood. The cross shows the Conover Building, in which were located Eisenberger Brothers. At this time the water was within three feet of flood height. The picture to the right depicts the manner in which Dreyfus Brothers, cigar dealers of Hamilton, Ohio, started in business again. "Business was good," wrote Charles Dreyfus to a friend. "I borrowed the cigar case shown in the picture."

"Take Your Proposition to a Young Man"

Written for The Tobacco World by Frank R. Dornheim, Traveling Correspondent

TAKE your proposition to a young man! I'm seventy-eight years old and I'm just about ready to die. It's too late for me to start reading a journal like that. It may contain valuable information, as you say, but I wouldn't know how to use it."

The speaker was the proprietor of a cigar store and pool room in a thriving Middle West city. The rickety sign over the door, creaking to and fro in the smart Spring breeze, called it a "billiard parlor," but there was no sign of a billiard table in the place. It was a forlorn-looking "dump."

He peeed at me near-sightedly over the lenses of a battered pair of steel-rimmed "specs." Between us was a cigar display case so ancient that I gazed at it in wonder. It was simply a glass-door cupboard lying on its side. When a customer called for anything the aged proprietor laboriously unwound about eight inches of twine from the knobs of these doors and then with much effort raised the lid and brought out one cigar from a box, as he seemed to know exactly what the man wanted. He dropped the nickel in a lidless cigar box behind him, and then turned again to me.

Seeing me looking at the age-darkened "fixture," he said: "I made that cigar case myself when I opened this here place in '67,—been usin' it ever since." And he actually was proud of it! He rambled on aimlessly, while I stood over that home-made "coffin," pondering on the possible career of this man. He had started in to retail cigars about forty-five years ago, and instead of keeping abreast of the times and the procession of his trade had slid down the scale and had sunk to this. All those years of experience which could have been improved by constant self-education in retailing all those limitless opportunities of using that ripened experience to expand his business later and widen his commercial horizon had been wasted. What an object lesson for the retailer of today, who is tempted to let up in the constant struggle!

I walked down the street a few squares and crossing the street, was delighted to see one of the brightest-looking retail stores it has been my good fortune to strike. The window display was fresh-looking and certainly had been there only a short time. There was a snappy, neatly-lettered window card pasted to the plate glass extolling the virtues of that day's "special." I stepped inside and asked for the proprietor. A smiling, fresh-faced youngster stepped forward. He did not appear to be more than twenty years old, but the shrewd look in his eye betokened the fact that he was not as young in experience as he appeared to be at first glance. After a few generalities, I launched into my talk. The remark of the old fellow I had seen but a few minutes before sprung into my mind: "Take your proposition to a young fellow!" And I proceeded with renewed fervor, finally reaching my conclusion.

He removed the cigar from his mouth and said: "Jones, my jobber gave me a copy of your journal some time ago. I had been in the business only a few months at that time, and things were going mighty slow and I felt discouraged. I was about as green as they start. He said it was the best thing in the trade and if I expected to run a real cigar stand I ought to subscribe for it and read it. Well, I looked the copy over, with very little interest—at first—until I came to the page which contained your 'Window Bulletin Suggestions.' I looked them over and then the thought struck me: 'Why can't I try a few of these and see if I can't wake the fellows up and get them coming faster?' I got the materials and got one up and posted it. It was somewhat crude, I guess, but I watched its effect. Before the forenoon was half over I counted thirty-two men who stopped and read that card and twenty-three of them came inside and made purchases. I was called away at ten and left the clerk in charge, and when I returned he reported that business had continued brisker than before.

"The next day I tried one of your retailing ideas, published in that number, to get rid of some special stuff I had on hand since Christmas. I cleaned it all out at a neat profit in less than three days. Then Jones took on a nickel cigar that you advertised and that I had heard was going fast further East. I have had it in stock for less than two weeks and it's becoming one of my best sellers. That's why I want you to enter my name as a subscriber to your journal. I only hope all my investments will bring me the dividends I know that dollar will."

The foregoing was an actual experience and was a curious coincidence meeting the "young man" directly after the experience with the old fellow and the immediate application of the remark: "Take your proposition to a young man!"

Now, Mr. Retailer, to which class do you belong? Are you an "old man" or a "young man"?

Says German Stores Are Superior to Ours

S. COLLINS, vice-president of the United Cigar Stores Company, recently returned from Europe, says Germany is far ahead of America in the retailing of tobacco.

"The cigar stores have the choicest positions in the principal streets, and they are finished and burnished with a magnificence that eclipses anything to be found on this side of the Atlantic, or anywhere else, for that matter. Instead of saloons occupying three out of four corners, at a prominent street crossing, as they do in the cities of the United States, three of the corners in the principal German cities will be occupied by cigar stores. They are gotten up regardless of expense, too. The fronts are onyx, marble or bronze, while the signs are the finest examples of the art. No one color is peculiar to the German cigar store. They use black or blue or gold or whatever may suit their fancy; but whatever the combination they make sure that the effect is rich and pleasing.

"The chain store idea is more fully developed there than here. There is no one very large combination, but a great many chains of half a dozen up to fifty or sixty stores. Some chains may include several cities, but for the most part each chain is confined to a single city. In Berlin, for example, Loser & Wolff have a chain of sixty stores, while the Ha-Ci-Fa concern (The Havana Cigar Factory) have about thirty.

"Germans seem to be great cigar smokers. They smoke all the time. They buy cigars a handful at a time, for the retail price is not based on the single cigar, but on lots of ten. The cigars that retail at ten for a mark, or twenty-four cents, are substantially the same as those that retail for a nickel apiece here. They are probably the biggest sellers. Cigars are very cheap over there. They are to be had ten for seventeen cents, and down to ten for twelve cents. Evidently the duty on tobacco is low, for all the cheap cigars are made in Germany. The duty on imported cigars is very high."

PROBLEMS of the RETAILER

Cigar Fables in Slang--"The Original Wise Guy"

ONCE Upon A Time there lived the Original Wise Guy, who thought he knew every thing from Tipping Off a First Grade Smoke to the Latest Scream in Coffin Nails to the 1914 style of Filling a Hod. Wise Willie had worked in a Cigar Emporium a short time, so when a Doting Dad left him some Loose Change, he decided to put the other cigar dealers Hep to the Right and Only Way of running a Cigar Store.

When the Rest of the World found out that he was going to give them Demonstrations on Catering to the Select, they rushed to his aid with all kinds of Advice—and incidentally—Open Order Books.

Did Willie take to these Tips? Not on your Tintype. What he didn't know about the Cigar Business wasn't worth finding out. In addition, hadn't he belonged to the Ash-making Brigade ever since Hector was a Pup?

When Someone suggested that he read trade papers, to find out Who's Who and Why, he leaned back on his counter and laughed. "Why I rarely read the Daily Sheets, so I guess I'll potter along without the tradè paper," quoth he.

Whenever a Particularly Engaging Salesman happened along (quite a few "happened" along those days), patted Willie on the back, told him what a Nifty Store he had, what a fine young business man he was and took him out to Feed, Bill blinked, shut his eyes and swallowed the bait, hook and all. Within two months he had enough Ropes on hand to supply the Burg and more than enough left over for himself.

"Study the trade papers and watch the other Guys," his friends advised, but Willie's Cranium had swelled to such Proportions by this time, that it required a Double Action Shoe Horn to put on his hat. He was as Chesty as a Poisoned Pup.

In time his Creditors became so Testy that Bill had a Fit every time a Fellow looking like a Bill Collector poked his Knob in the doorway. He knew by this time that it was a Darned Sight easier to buy cigars than to sell them.

One day Bill's Biggest Creditor became Plumb Pernicious. He called upon him and before he left had a whispered conversation with Our Hero. That afternoon Bill had a Quiet Little Party in the Back Room, where the other creditors attended by special invitation.

When they left, Willie looked around. He noticed that the sky wasn't near so blue as it had seemed several days before and that he had a hollow feeling around his Belt Line.

The Original Wise Guy still has his interest in the cigar store, but the Creditors appointed a Manager who is giving Willie Kindergarten Lessons on Operating a Cigar Stand.

Moral: The Cigar Dealer who thinks he "knows it all" will bear watching.

One of the good things about the fellows that go up in the air quickly is in that they can come down with equal facility—and it's not aviators that are meant by this, either.

If you are afraid some other fellow is about to beat you out of your job it may be time to wake up and get to earning your money—or looking for another job.

The Importance of Having a Clean Store

A SALESMAN said recently: "A few days ago I entered the store of one of your prominent retailers. He had a good corner location, but the store was dark and badly ventilated and the air was heavy with the odor of tobacco burned weeks ago. The floor had a very much unswept appearance.

"I saw his shelves were well stocked with good going stuff, but it was dingy looking and bore a thin film of dust. He had a splendid display case that ran almost the entire length of the store, but an application of cleaning cloth and a little elbow grease would have brightened it wonderfully. A merely casual observer could have seen that here was apparently a good business which by neglect was running to seed. Now, why a man like him should not see that allowing his place to get in such a condition would injure his business is more than I can see."

Surely the expense of keeping a store clean, bright and airy is small. Did you ever stop to consider how many gigantic corporations have achieved their success through the honest use of the little word "clean"? You can pick up a magazine and find a dozen of them in the advertising pages inside of a few minutes.

Let us hope that the salesman's words do not apply to many of you, but at the same time it would be well to make a mental resolution that in the future when you open for business in the morning your place shall be so spick and span that even a woman could not pick a flaw in it.

Window Bulletin Suggestions

Coloring a Meerschaum
is a real pleasure when you start on a first quality pipe. Come inside and look at our stock. We carry only the best. Ask for our Pipe Expert. He will give you valuable pointers on coloring a meerschaum and other helpful hints on pipe smoking.
You are under no obligation to Purchase.

The Best Selected Briar Root is Becoming Scarcer
more and more each year. Knowing this, we have just purchased an assortment from one of the best American factories who manufacture pipes from only the most carefully selected stock.
Come In and Look Them Over.

Cigarettes For The Fastidious Smoker
Realizing that the cigarette connoisseur is always open to conviction on a new cigarette, one just a bit out of the ordinary, we call your attention to several extra high quality imported lines which we have taken on recently.
Every one is worth a careful trial.

Always First With The Latest
If you are not exactly satisfied with the cigars you are smoking step inside and let us show you the latest and best in new lines but recently introduced. We are in the market at all times for new cigars and in that way are able to satisfy the most exacting.

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Cigars Made in Bond a Feasible Plan

The enthusiasm with which the Cigar Manufacturers' Association of Tampa indorses the rather unique scheme of petitioning the Government to enact laws permitting them to manufacture their cigars in bond, indicates that the Tampa makers appreciate the importance and necessity of maintaining the high standard of their industry. Manufacturing cigars under bond is perfectly feasible. If whiskey can be bottled in bond and thereby secure the official stamp of Government guarantee as to purity, why not cigars?

The plan as submitted to the association by Manuel Sanchez provides for special Federal laws which would place two revenue men in each factory and enable the cigar manufacturer to pay duty only on the finished cigars and not when the tobacco is landed in the bale. This scheme would enable the manufacturers to anticipate their needs for leaf and buy in large quantities when a good crop comes along without a heavy outlay for import duties until they actually used the tobacco.

Moreover, such a scheme would indisputably fix the type of tobacco that was used in the manufacture of cigars and draw the line between the legitimate clear Havana cigars and the kinds that are fakes. Such a law could not fail to help the manufacturers who are making clear Havana cigars worthy of the name.

The proposition is worthy of thorough discussion from all branches of the tobacco trade to draw out the general effect that it will have on manufacturers, not only in Tampa, but everywhere high-class cigars are made in this country.

Is Tobacco a Luxury, Mr. Underwood?

In arriving at the conclusion to allow the present high duties on cigars and tobacco to remain unchanged, the framers of the Underwood tariff based their reasons on the illogical grounds that tobacco is a luxury, and taxed it accordingly. In the same tariff, the framers classify tea and coffee as necessities and silk as a luxury.

James G. Blaine had it right when he declared that to call tobacco a luxury was nonsense. He said "it is a necessity and ought to be treated so by the Government."

Any user of tobacco could not be persuaded that it is purely a luxury. The more expensive grades of cigars and tobaccos may be luxuries, but the average popular price packages of smoking tobacco and the average nickel cigars, are every-day necessities in the lives of millions of men.

It seems that the tariff framers should begin to make a new classification of the luxuries and necessities.

A telephone is still regarded and taxed as a luxury in many countries. What a rumpus our tariff framers or the internal revenue collectors would start if they proceeded to collect taxes on telephones today!

What "The World" Thinks

¶"Rolled In Bond" will be the new advertising slogan, when cigars are made under the proposed Tampa plan.

¶If "Mecca" is the cigarette that put the "O. K." in "smoke," who is the fellow who put the "fat" in "Fatima"?

¶Cigarette "factories" are springing up so rapidly and so numerously in the East since the big merger that one is led to suggest that the "Mushroom" brand will soon be on every one's lips. Or perchance they'll go up in smoke.

¶Since the Leaf Tobacco Convention is not to be held in Dayton because of the floods, did the committee select Atlantic City because it has gone dry?

¶Retail Wrinkles—Worries of the dealer over the higher cost of cigarettes and the lower profits.

¶Some wise man has said: "If your competitor knocks you, put him on your pay roll." The world has many willing workers who have salaries awaiting them.

¶From curing drunks and "tobacco fiends" to the job of increasing the government's income by collecting revenue from whisky and tobacco is a long step. Nevertheless, Colonel Osborn, the new appointee of President Wilson for United States Internal Revenue Commissioner, seems willing to quit as head of that Keeley Institute to tackle these new duties. Those Southern Democrats are a versatile lot.

The suit of the Hemmeter Cigar Company, of Detroit, against the John McNee Cigar Company, of Windsor, Ontario, will probably recall to the old time cigar manufacturers, as well as to those of the present day, the suits they would have liked to bring against some of their competitors under the same circumstances as prompted the Detroit house to go to law.

But as there were so many manufacturers, who upon some occasion, had done the same thing, when there was a shortage of help, they preferred to grin and bear it when some one tried it on them.

Production of Cigars and Cigarettes Continues to Increase

Country's Output for March, as Compiled from Internal Revenue Receipts, Heavy—Decrease in Manufactured Tobacco

The production of cigars, cigarettes and other tobacco products of the country for the month of March, compiled from the Internal Revenue receipts, compared with the same period last year, is as follows:

	March		
	1913	1912	Increase.
Cigars	585,896,833	568,191,946	17,704,887
Little cigars	84,962,080	86,508,840	*1,546,760
Cigarettes at $3.60 ..	1,300,450	1,556,200	*255,750
Cigarettes	1,105,334,288	981,393,664	123,940,624
Snuff of all descriptions	3,015,459	2,723,620	291,839
Tobacco, mfd., of all descriptions	33,070,336	35,739,385	*2,669,049

*Decrease.

In addition to the above, the Government collected $20,400.64 in stamps affixed to cigars from the Philippines; $890.63 from cigarettes, and $196 on manufactured tobacco from the same source.

"Baron" Heine Now With Louis Ash & Co.

Bernhard L. Heine, well known in the local trade as the "Baron," recently made arrangements by which he will travel for Louis Ash & Company, cigar manufacturers. As announced recently this concern was reorganized, S. M. Frechie, formerly of the firm of Barnes-Smith Company, of Binghamton, New York, being the head of the firm. Mr. Frechie is considered an authority on leaf tobacco and cigar manufacturing and has had some valuable experience with the Binghamton house. Mr. Heine expects to shortly make a three months' journey through the West, starting by way of Albany and working through New York State. He goes with the best wishes of his many friends, who have confidence in his ability to make good.

H. Duys & Co. Sales of New Sumatra Over 1,700 Bales

It is expected by H. Duys & Company that the tobacco purchased by them at the fourth inscription will arrive in New York City this week. They are now displaying their tobaccos from the other inscriptions and state that they are doing the heaviest business of their career. Their sales so far have amounted to more than 1700 bales.

"Reynaldos" Making Good in New York

Some good accounts have been recently opened in the Metropolitan district by Luckett, Luchs & Lipscomb on their splendid "Reynaldo" cigars. Philadelphians who are fond of these goods can now find them at Wallack's Cafe, Broadway and Forty-third Street, the stands of the Hegeman's Drug Company, and on display in the big retail shop of Al Zeiling. Mr. J. Monroe Luchs, the representative for this concern, has been making rapid strides in recent weeks in distributing the "Reynaldo" throughout New York City.

Leaf Tobacco Board of Trade Trustees Elect Officers

A special meeting of the Board of Trustees of the New York Leaf Tobacco Board of Trade was held in the regular rooms on Maiden Lane, on Friday, April 18, at which time officers for the ensuing year were elected as follows:

Carl Wobbe, president; Joseph Mendelsohn, vice-president; Charles Fox, secretary, and Ferdinand Cranz, treasurer. Owing to the fact that many members of the Board of Trustees were absent from the annual meeting held on April 8, the election of officers was held at a later date. At the former meeting delegates for the leaf tobacco convention, to be held in Atlantic City, were selected.

P. Verplanck to be Preferred Havana Sales Manager

According to the lately completed plans of the Preferred Havana Tobacco Company, P. Verplanck will be the sales manager of the factories operated by the consolidation. This will not interfere in any way with the separate sales organizations of each factory. The representatives for Lopez, Hermanos & Company, are Manuel Lopez, Jr., who will cover the West; Frank Roland, the Eastern territory, and Robert H. Patterson, who will travel the South. Victor Reinach and Theodore Hene will be the Verplanck traveling men. Arthur Meyer will cover the Coast for Bustillo Brothers & Diaz; Stephen Herz, the East and South; A. H. Caro, the Middle West; while Mr. Florcheim will cover the Rocky Mountain States and the Northwest.

New Haven Cigar Manufacturers Lock Out Employees

A disagreement between the Cigar Manufacturers' Association of New Haven, Connecticut, and about five hundred cigarmakers of that city, resulted in the members of the association closing their doors to their employees last week. The trouble arose over the method used in distributing the stock of the cigarmakers. The manufacturers insist on using the individual account of stock plan, while their employees state that the general average plan is the only fair one. Among the factories affected are J. P. Kilfeather, the F. D. Grave Company, A. D. Kafka & Company, James P. Manning, Lewis Osterweis, Charles P. Wirtz and several others. Upon the arrival of the officers of the International Union it is expected that the difficulty will be adjusted.

Sig. Strauss announces that after May first his office and warerooms will be at 45 Jay Street. The telephone number has been changed to 3235 Worth.

The Connecticut delegates selected to attend the leaf convention to be held in Atlantic City, are B. L. Haas, S. Hartman, E. A. Hathaway and G. Hartman. The alternates chosen are A. Newfield, J. Conner, A. A. Olds and Geo. H. Gabb. The Connecticut delegation will be composed of these men, also M. L. Floyd, who will attend as a director of the National Association; F. B. Griffin, who is vice-president, and a number of others interested. They will leave on the Sunday previous to the convention.

New York City Items

The B. & R. Cigar Manufacturing Company, Incorporated, of 177 East Eighty-seventh Street, has made an assignment to Adolph Guttman. The company was incorporated on December 12 last with a capital stock of $1000, and Isaac Rabinowitz is president.

A. Schulte, the chain-store operator, has leased the store and basement in the building to be remodeled at the southeast corner of Fulton and Church Streets, from Samuel K. Jacobs, for twenty-one years at a total rental of about $500,000. Mr. Schulte will occupy the corner store and sublease the six remaining stores. A restaurant will be established in the basement.

An innovation in the way of educating employees was started by A. Schulte last week, who secured the services of Walt. S. Goodwin, who will deliver addresses to the Schulte clerks on "How to Develop Personal Efficiency." These will be given every two weeks at the Schulte headquarters in the "World" building.

The United States and Canadian Agency for Allones, Limited, of Havana, has been taken on by Tom Healey, the well-known cigar broker. The Havana house manufactures the "Ramon Allones" cigar.

Ben Lesser, of F. Lozano, Son & Company, left last week for an extended trip through the West. He will go as far as the Coast. Business so far this year has been extremely good for this house, the Tampa factory running to full capacity.

W. T. Posey, vice-president of the United Cigar Stores Company, sails for Europe on May 13, accompanied by Mrs. Posey and their two children. It is their intention to make a ten-weeks' tour and do nothing but have a most enjoyable time.

E. Rosenwald & Brother, who sustained a considerable loss in the submerging of their warehouses in Dayton, Ohio, during the recent flood, announce that they will not attempt to sell any of their damaged tobacco, but will throw it all out as absolute waste. They state that sooner than run the risk of many of their old-time customers securing tobacco which had become wet, they will throw away the leaf, and that only those goods which were left high and dry during the flood will be sold.

The friends of Louis Martin were not surprised to learn a short time since that he had taken over the Rector Restaurant at Broadway and Sixtieth Street. Ever since Mr. Martin left the corporation which operates Louis Martin's restaurant at Broadway and Forty-second Street, it was expected that he would shortly reopen a restaurant of his own. Mr. Martin stated that he had retired from that concern for the reason that there had been friction in the management. It is understood that he paid $60,000 for his new place of business.

Raymond W. Richards has sold the majority of his interests in the Towne-Fuller Company, of Westfield, Connecticut, to R. K. Fuller, of Springfield, Massachusetts. Mr. Richards retires owing to ill health. He owned a controlling interest in the concern. The Towne-Fuller Company came into existence in Munson about 1861, when Charles Fuller, the father of the present owner of the business, started a factory in that town. At present they employ a hundred hands and have an output of about 5,000,000 cigars a year.

British-American Tobacco Co. Loses in Suit Against Chain Stores

In Injunction Asked for Against British-American Cigar Stores Co. Court Declares Plaintiff Does Not Furnish Sufficient Proof

IN a decision handed down by Justice Davis, in the suit of the British-American Tobacco Company, against the British-American Cigar Stores Company, in an effort to compel the latter to discontinue using its corporate name, the former concern contending that the two names were so similar as to injure its business, the court sustained the Stores Company. The British-American Cigar Stores Company, the president of which is W. W. St. John, the well-known New York retail cigar dealer, asserted that this suit was brought simply to hamper them in their business, and that there would be no confliction whatever, their concern retailing cigars while the British-American Tobacco Company was a manufacturing and wholesaling firm. The British-American Cigar Stores Company is incorporated with a capital of $3,000,000. Counsel for the British-American Tobacco Company state that they will carry the case to a higher court.

The decision handed down by Justice Davis was as follows:

In this action the plaintiff prays for judgment restraining the defendant from using as its corporate name the words "British-American Cigar Stores Company," or any other name containing the words "British-American," or from using the words "British-American" in any manner whatsoever. The question now before the court for its decision is whether the plaintiff should have an injunction *pendente lite*. The plaintiff and defendant are both foreign corporations, and each is authorized under the laws of New York to do business within this state. Speaking generally, each is now engaged in the sale of tobacco, the plaintiff a wholesaler, the defendant as a retailer.

The plaintiff was organized in 1902 under the laws of Great Britain and the defendant in 1912 under the laws of New Jersey. The plaintiff claims that the defendant's acts amount to unfair business competition resulting in a confusion in the public mind of the business of the defendant with that of the plaintiff. In effect the complaint and affidavits used on this motion allege that the defendant deliberately selected the words "British-American" as a part of its corporate name with bad faith and with the intent to mislead the public and to make it believe that the defendant was connected in business with or identical with the plaintiff, with the ultimate design of selling the defendant's goods as the goods of the plaintiff.

If the plaintiff can establish by satisfactory evidence that its long use of the words "British-American" as a part of its corporate name had given to those words a secondary meaning in the mind of the public, so as peculiarly to connect the business carried on by the plaintiff with the words "British-American," I think it would give the plaintiff a right to enjoin the defendant from using those words in its corporate name, provided it was also established that the use of those words by the defendant was fraudulent and was for the purpose of misleading buyers into the belief that they were buying the goods of the plaintiff (French Republic vs. Saratoga Vichy Co., 191 U. S. 427, 435).

The pleadings in this case seem to me to be sufficient to raise these issues, but the proofs as contained in the affidavits I do not deem sufficient to justify the granting of this motion. The granting of it would substantially determine the action in favor of the plaintiff in advance of the trial. In denying this motion I do not pass upon the merits of the action itself, but simply decide that it is not a case which requires the intervention of a court of equity by its injunction *pendente lite*. The motion must be denied.

A fine new cigar stand is being opened in the Chamber of Commerce Building, New Haven, Connecticut, by Matoon, Incorporated, who are already operating a store on Chapel Street, that city.

The only private race track in America ever built and directed by a woman was opened on Thursday, April 24, at "Hinata," the Japanese country place and stud farm of Mr. and Mrs. Clarence LeBus, near Lexington, Kentucky. Mr. LeBus, as is well known, is the millionaire president of the Burley Tobacco Society, which manufactures the "City Club" smoking tobacco now being pushed heavily in all parts of the country.

PHILADELPHIA.

Gumpert Bros. Get Larger Factory

GUMPERT BROTHERS, cigar manufacturers, located at 417 Locust Street, this city, have just leased another building at 227 Church Street, into which they expect to move the latter part of May. The new building is a five-story brick structure, well lighted and well ventilated, and ideally adapted to the manufacture of cigars. They are erecting a huge humidor in the cellar, putting in new steam power and improving the elevator service, so as to bring their facilities up to date in every particular.

The securing of larger quarters has been necessitated by the rapid growth in their business, and they expect to be able to seat forty per cent. more cigarmakers in their new factory, thereby increasing their output and enabling them to keep up with their orders. Manager Duisberg states that the demand for their "Full Weight" brand of cigars is overtaxing their facilities and that larger quarters were imperative.

Stephano Bros. Raise Prices of "Rameses"

Stephano Brothers have sent a circular to the trade announcing an increase of from fifty cents to one dollar on some of their brands of cigarettes. This goes into effect on May 1. Hereafter "Rameses" cigarettes, plain tips, sell at $16 per thousand for the 10's and 20's, $15.50 for 50's and $15 per thousand for 100's. The cork tip "Rameses" will sell at $16.50 for 20's. These brands have been advertised heavily in the daily papers and caused quite a bit of comment in view of the fact that this firm had never advertised in any way before, and the manufacturers claimed it was not necessary.

Frishmuth's Now a Union Factory

It has been announced by Anthony McAndrew, who is head of the Tobacco Workers' International Union, that upon a recent trip to this city he came to an agreement with Frishmuth, Brother & Company, Seventeenth and Lehigh Avenue, by which its employees will become a branch of the International Union. All the products of the Frishmuth factory will hereafter bear the Union blue label. Attempts have been made several times to organize this factory as a union plant, but have always failed due to the opposition of the proprietors.

Showell, Fryer & Company, are beginning to remove to their new store on Chestnut Street near Sixteenth. They do a heavy business in cigars.

Notes of the Local Trade

The Speed-Goodloe Cigar Company have taken on a new high-grade Porto Rico cigar, the "El Durbro," manufactured by Durlach Brothers, of New York City.

The new Vanaman cigar and stationery store at North Thirteenth and Cuthbert Streets, was opened on last Monday. As a special they are selling all the best-known nickel Philadelphia cigars at wholesale prices, in box lots.

William Coupe, the Germantown cigar dealer, has been pushing Manila cigars in his two stores on Germantown Avenue near Chelten Avenue, the past week. Mr. Coupe stated recently that his latest store below Chelten Avenue had more than come up to expectations in the volume of business done. It was opened over a year ago.

M. Babayan, the cigarette manufacturer and retail cigar dealer, with a store and manufactory at 213 South Fifty-second Street, has made preparations to open a factory at 1028 Chestnut Street. He has ordered the machinery and as soon as it is installed will begin operations. It is understood that he will occupy the fourth floor, and will give up his retail business in West Philadelphia. He manufactures the "Deran" cigarette.

The "Counsellor" cigar, Allen Cressman's Sons, is making excellent headway on the Pacific Coast, where it has been pushed the past month with great vigor. This brand was introduced in San Francisco for the first time a short time ago and has been placed in many of the best cigar stores in the city.

J. H. Boltz, head of the Boltz, Clymer & Company's factories, who was recently seriously injured by a fall downstairs, has recovered sufficiently to go to the Philadelphia factory several days a week. He is still suffering, however, from the shock, and he plans to take work easy until he has fully recuperated.

L. M. Walters, of Bobrow Brothers, is now on a trip through the Middle West. He will cover the flood district, calling on the "Bold" jobbers there. Among these are Bentley Brothers, of Dayton, Ohio; L. W. Bosart, of Springfield, Ohio, and Vogelle-Dinning, of Toledo and Mansfield, Ohio. All these jobbers have ordered goods heavier than usual, owing to the many dealers in that section having been cleaned out.

Local Hustling Cigar Dealer

THE likeness shown herewith is that of Daniel S. Ostrow, the Seventh and Chestnut cigar dealer, figuring out just how much to the good he stands as a result of one of his special week-end sales. "Dan" specializes on these sales, and you can always tell when he is having one while you are yet a square away from his store by the way the customers are hustling in and out of the place. He doesn't have any ornate entrance to his stand, not any expensive fittings, for the simple reason that space with him is at a premium. But the men who stop in there apparently do not worry about that.

Daniel S. Ostrow

"Dan" carries more brands of cigars than you can shake a stick at. It doesn't matter what your tastes are, he can produce the goods. Among the high-grade cigars he handles are: "Sanchez y Haya," "Webster," "Y Pendas & Alvarez," "Jose Vila," Berriman Brothers; the F. Lozano line; "Hernan Cortez"; "Dakem," G. H. P. Company; "La Verdad," Simon Batt & Company, in addition to the Havana imported cigars like the "Romeo & Juliets" and "La Carolinas." The "Bolds," "Cinco," "Havana Ribbons" and "Roigs" figure in the nickel line, also a special brand made for "Dan" by a Key West firm, the "Granido."

The present store at Seventh and Chestnut Streets was taken over about a year ago and since that time things have been humming around that neighborhood. Besides his Chestnut Street stand "Dan" has been operating a store at Sixteenth and Diamond Streets, where his brother assists him.

Charles Techner, 30 South Seventh Street, will shortly discontinue selling cigars at that point and will move to one of the upper floors at 34 South Seventh Street, where he will do a box trade.

The "El Wadora" cigar of Sig C. Mayer & Company is being pushed in all parts of the country by the manufacturers and jobbers of the brand. It has taken particularly well on the Pacific Coast, where this cigar is among the biggest sellers of its class.

The Manila cigar has been the subject of more attention than usual lately in the centre of the city. A trip to the outlying points of the city also shows window displays and special sales on these goods. Dealers state that there is an increasing demand for the better class of Manilas and that it will be only a question of time when the cheap piece of goods will not sell at any price.

The Juan Portuondo Cigar Manufacturing Company is distributing some artistic transparencies to their trade on the "Portuondo." They have recently been featuring their "Londres Grandes" and their results along these lines have more than justified the efforts.

Lancaster

Slight Let-up in Cigar Manufacturing Activities—York County Tobacco Growers to Receive State Aid—Pittsburg Stogie Concern Opens Local Factory

LANCASTER, April 24.

THERE has been a lull in cigar manufacturing circles the past two weeks, but this is not as noticeable as in other years. The majority of the factories have a number of orders on hand and state that their spring trade was above normal. The same conditions seem to exist in other Ninth District points.

The leaf tobacco situation is occupying the limelight at present. It is hoped by the leaf tobacco dealers that the flood in the Ohio Valley will create a demand for Pennsylvania tobacco, and if the loss is as large as at first estimated this will probably be the case. Lancaster County has an enormous amount of filler leaf on hand and the time is at hand when the packers hope to realize on it. The 1910 is virtually cleaned up, but from all indications there is more than enough 1911 to go around. Considering how much 1912 tobacco is still to be sold, farmers are wondering what is to become of this year's crop. The major part of last year's crop is in the hands of outside interests, and it is to be hoped that when the 1913 crop is ready for the packers, they will have disposed of a greater part of their other tobacco. It is understood that quite a number of Lancaster County farmers are going to grow Havana seed tobacco this year. Some of them who accepted seed to be used were cautioned about the proper fertilizers. This is a sore point with some cigar manufacturers, who say that the Lancaster County growers are using the wrong kind of fertilizers and are not putting the proper amount of care on their crops.

At the recent meeting of the Lancaster County Tobacco Growers' Association an address by Dr. Pickel, a grower and physician of Millersville, caused a lot of comment. Mr. Pickel stated that farmers are losing out on tobacco, and said that this was because the farmers themselves did not take enough interest in their work. The fact that but 200 of the 10,000 planters in this part of the State belonged to the association was pointed to as one example of the lassitude of the growers. He advocated the buying of several warehouses, where the planters could market their tobacco. He ended his talk by saying that the tobacco industry in this county is a "down and out" proposition.

The doctor was doubtless a bit riled about something. The Lancaster County growers are not "down and out" by a great deal, and will be growing tobacco for years to come. One thing which they had better keep in mind, though, is to put more attention to the quality of their goods and not grow so much for weight. The fertilizer question can also be studied to advantage. Then the claim by some cigar manufacturers that Lancaster County tobacco will not burn properly can be laughed at.

The cigar store of the late William Sacks, at Catasauqua, was sold recently at executor's sale. It was bought by deceased's son-in-law, Alvin J. Snyder, of Allentown. The sale of the business realized $2900.

The tobacco growers of York County will receive state and government aid according to D. A. Miller, secretary of the Red Lion Farmers' Club. It is planned to have a number of tobacco growers submit a number of samples of their tobacco to the State College, where it will be examined for burn and other properties. Later a state experiment station will be established in the neighborhood of Red Lion.

Reports from York give it that the cigar manufacturing trade there is in a healthy state. The majority of the factories are doing a fair business, although there has been a noticeable decrease in production as compared with the first three months of the year.

The T. I. Lewis Cigar Company, of Trenton, New Jersey, is reported to have purchased the old Royal cigar box factory in Red Lion, and will shortly engage in the manufacture of cigars at that point. This is probably wrong, the correspondent from York evidently meaning the Lewis Cigar Company, of Newark, New Jersey.

The Dover Cigar Company recently moved into their new factory in that place, which was purchased a short time ago.

A new stogie factory has been opened on East Mifflin Street by the Penn Cigar Company, of Pittsburgh, Pennsylvania. The manager now in charge of the place is J. M. Herring. This Pittsburgh firm has a factory in that city, and also had one at Ironton, Ohio, for some time. They were troubled in their operations by lack of labor.

The "Bold" and "Discriminator" cigars, made by Bobrow Brothers, have been placed in the Empire Billiard Room, 21 South Eleventh Street, where they will be carried in a number of sizes. This place has a most up-to-date cigar stand, and has eleven tables for pool and billiards.

A local contractor will shortly begin alterations to the United Cigar Store at Eighth and Chestnut Streets.

Mahlon Shelly, who has been retailing and manufacturing cigars at 3007 North Eighth Street, has removed his establishment to 2919 North Eighth Street.

TAMPA TIPS

Hayes Lewis, New Head of Internal Revenue Department for Florida—L. Cuesta Re-elected President of Cigar Manufacturers' Association—Lay Corner Stone of Centro Asturiano

TAMPA, April 26.

AT a meeting of the Tampa Clear Habana Cigar Manufacturers' Association, L. Cuesta, of Cuesta, Rey & Company, was re-elected president; J. Lopez, of Arguelles Lopez & Brother, vice-president; Manuel Sanchez, of Berriman Brothers, treasurer, and George R. Macfarlane, secretary. The directors are: M. Bustillo, of Bustillo Brothers & Diaz; M. Alvarez, of A. Santaella & Company; Robert Morgan, of the Morgan Cigar Company, and L. Torre, of E. Regensburg & Sons.

George R. Macfarlane, elected secretary, was for a number of years deputy collector of customs at this port, and is thoroughly familiar with the industry in all its details. I believe no better selection could have been made, as Mr. Macfarlane is a fighter in all things which he thinks are right and fair for the industry he represents.

Hayes Lewis, of Marianna, Florida, succeeds Joseph E. Lee as head of the Internal Revenue Department for the State of Florida, with headquarters at Jacksonville. Joseph Lee (colored) has been at the head of the department for twenty years.

Last Sunday the Centro Asturiano, the largest Spanish organization in America, laid the corner-stone for their new club building, which when completed will be one of the handsomest in the South. The membership of this club is made up of both the cigar manufacturers as well as the cigarmakers, the president of the club being J. Lopez, of Arguelles Lopez & Brother.

A. L. Cuesta is back in town after a few days spent in Atlanta. He reports business as being good.

Sanchez & Haya Company are busy filling orders from the Far West. A. Torre, of the same firm, is on a short trip to the Middle West.

Facundo Arguelles and family are down at Sarasota taking the salt water baths. They expect to be there two or three weeks longer.

Jose Cosio, of Jose Cosio & Company, is back from Cuba after a two weeks' stay looking over the tobacco situation. He will leave shortly for Chicago.

Gus Martinez, of J. M. Martinez Company, is at Hot Springs taking the baths. He expects to be there about a month. Upon his return Mr. Webb, of the same firm, will go there to take the baths.

Corral Wodiska & Company are very busy. Their shipments for this year are still far ahead of 1912.

As yet there is no decision as to who will be the next collector of customs at the port of Tampa. Colonel Calhoun, a life-long Democrat, seems to be the favorite among the Democrats.

JAMES J. FERNANDEZ.

STATEMENT OF CIGARS SHIPPED FROM TAMPA FOR THE WEEK ENDING APRIL 26.

	Cases
New York—	
Y. Pendas & Alvarez	54
E. Regensberg Sons Co.	23
Balbin Bros.	6
Jose Lovera & Co.	6
Arquellas-Lopez Co.	5
L. Sanchez Co.	5
F. Garcia Bros.	5
Minks Rose	4
G. W. Faber	3
A. Santaella & Co.	3
S. Rodriguez	3
R. F. Hoan	3
Acker, Merrell & Condit	2
Ehrlich Mfg. Co.	2
A. Cohn & Co.	2
Andres, Diaz & Co.	2
Garcia, Pando & Co.	2
A. E. Ward & Co.	2
Bustillo Bros. & Diaz	2
F. Lozano Sons Co.	1
V. Guerra, Diaz & Co.	1
J. W. Surbrug	1
Seeberg Drug Co.	1
W. W. St. John	1
S. I. Davis	1
J. Jergensberg	1
Chicago, Ill.—	
Celestino, Vega & Co.	12
Best & Russell	10
United Cigar Stores Co.	10
Ryan & Raphael	9
Berriman Bros.	7
C. Hirschborne	5
Illinois Athletic Club	5
Jose Escalente & Co.	4
J. & B. Moos	4
F. Bolano & Co.	4
G. W. Faber	3
A. L. Curtis	1
M. Fernandez	3
Lee Perkins	3
Steuben County Wine Co.	3
J. H. Snitz Co.	2
Reed-Murdock Co.	2
S. I. Davis Co.	2
Oppenheimer Cigar Co.	2
C. Jevene & Co.	2
Leopold & Mergenheim	2
Grommes & Ullrich	2
Grand Pacific Hotel	1
W. W. Edges	1
Monroe, Renaud Co.	1
E. Hoffman Co.	1
A. M. Tobias	1
C. W. Clark	1
Perfecto Garcia	1
H. M. Hoyt	1
C. R. Joseph	1
C. N. W. R. R. Co.	1
E. Harvey	1
Kressling Cigar Co.	1
San Francisco, Cal.—	
R. J. Bowyer	3
Coffin-Reddington Co.	2
Horn & Co.	2
M. Ordenstein	2
Crystal Palace Hotel Co.	1
F. Calderon	1
The Brown News Co.	1
I. Ashe	1
Atlanta, Ga.—	
T. H. Putts Co.	2
Crinkshank Cigar Co.	3
Kelley Bros.	2
Capitol City Tobacco Co.	1
E. H. Cone	1
Sheppard Cigar & Soda Store	1
Independent Cigar Co.	1
J. N. Hirsch	1
E. L. Adams	1
Jacob Pharmacy	1
Elkins Drug Co.	1
Tumlin Bros.	1
A. H. Stepheus	1
S. Samuel	1
W. G. Govan	1
A. R. Smith	1
Augusta, Ga.—	
J. Marks	1
Augusta Drug Co.	1
Aberdeen, Wash.—	
M. V. Snyder	1
Griffin & March	1
A. G. Phillbrick	1
Boise, Idaho—	
Falk Wholesale Co.	1
Oaks & Co.	1
J. Weil & Co.	1
Baltimore, Md.—	
W. M. Deichers & Co.	3
American Bros.	2
Hopper-McGraw Co.	2
M. Nathanson	1
Buffalo, N. Y.—	
J. T. Snyder	4
N. Foster Co.	1
Bloomington, Ill.—	
Harlan Bros.	1
J. L. Barnett	1
Butte, Mont.—	
J. S. Cohn Co.	2
The Hennessey Co.	1
Birmingham, Ala.—	
R. D. Burnett Cigar Co.	2
J. Briskel	1
Boston, Mass.—	
C. B. Perkins	2
Wood-Pollard Co.	2
Easterbrook & Eaton	1
W. P. Wilder	1
D. Frank & Co.	1
Bernard Lett & Co.	1
G. W. Armstrong	1
I. Rosenbaum	1
Cleveland, Ohio—	
L. Buxbaum	2
Niles & Moser Co.	3
P. Holland	1
P. Stockton	1
D. L. Jacoway	1
Cordove Cigar Co.	1
F. P. Comstock	1
Dallas, Texas—	
Platter Tobacco Co.	5
Simon & Salzenstein	4
Metzler Bros.	3
E. Eppstein	3
Southwest Cigar Co.	1
Detroit, Mich.—	
E. M. Harris & Co.	7
J. L. Marcero & Co.	2
M. A. LaFonde & Co.	1
G. W. Sharp	1
O'Brien & Co.	1
L. W. Wanamaker	1
J. T. Snyder Co.	1
B. Johnson	1
D. Wallace & Son	1
Best & Russell Co.	1
Payette & Walch Co.	1
Des Moines, Iowa—	
C. C. Taft Co.	4
F. P. McKay	1
Fort Worth, Texas—	
Berriman Bros.	1
Kenfro Drug Co.	1
Fort Wayne, Ind.—	
Wayne Tobacco Co.	2
F. Bowyer	1
Freeport, Ill.—	
E. M. Harnish Co.	1
Guy & Calkey Co.	1
Helena, Mont.—	
Goodman & Sheehan	2
Lindsay & Co.	2
Houston, Texas—	
J. N. Loeb & Co.	2
M. L. Block	2
Schmidt & McG. Co.	1
Hotel Bender	1
J. Lowenstein Co.	1
Indianapolis, Ind.—	
A. Keifer Co.	4
J. J. Steinberg	2
H. G. Reesner Co.	1
Donehue & Eaton	1
Jacksonville, Fla.—	
Porter-Mallard Co.	7
Eli Witt	3
Thornton Bros.	2
Van Deemen & Lewis	1
E. W. Collins	1
Consolidated Grocery Co.	1
Jackson, Mich.—	
J. Hobart	1
H. Vernon	1
Minneapolis, Minn.—	
Minneapolis Drug Co.	5
Ferris & Grady	4
M. H. Gross	3
W. S. Conrad	3
F. F. McCormick	2
Watt Cigar Co.	1
C. L. Hohn	1
Milwaukee, Wis.—	
L. Abrahams	3
H. J. Weihl	1
Wright Drug Co.	1
The Silber Drug Co.	1
T. H. Crombie	1
Macon, Ga.—	
A. J. Lang Cigar Co.	2
Macon Grocery Co.	2
Lamar-Taylor-Riley Co.	1
Nashville, Tenn.—	
P. & J. Stumb	1
Matthews-Phillips Co.	1
New Orleans, La.—	
C. Meyer & Co.	5
Smith Bros.	4
Crescent City Cigar & Tob. Co.	4
Vallolt & Dreaux	2
U. Koen Co.	2
F. A. Gonzales Son	1
Crescent Hotel & News Co.	1
L. L. Jons Co.	1
Mayer Bros	1
Omaha, Neb.—	
Robertson Co.	1
O. D. Kiplinger Co.	1
Rome Hotel Co.	1
Oakland, Cal.—	
R. Kruenzel Co.	4
N. Ashe & Co.	1
Philadelphia, Pa.—	
T. H. Hart & Co.	7
Yahn & MacDonnell	6
C. T. Stackhouse	3
Boltz-Clymer Co.	2
Terry-Duncan Co.	2
M. J. Dalton Co.	2
John Wagner Sons Co.	1
I. Deitrich	1
C. C. Ortz	1
J. Catherholt	1
G. D. Gardner	1
J. Mooney	1
Portland, Ore.—	
M. A. Gunst Co.	8
Allen & Lewis	6
S. Sichel Co.	4
O. P. Lock & Co.	1
M. Grossman	1
Peoria, Ill.—	
Newman & Ullman	7
Oakford & Fahnestock	4
Midgett Cigar Co.	2
E. A. Straus Co.	1
M. Grossman	1
Seattle, Wash.—	
Schwabacher Bros. & Co.	13
Morgan Cigar Co.	13
National Grocery Co.	11
M. A. Gunst Co.	7
J. G. Cohn Cigar Co.	5
T. J. Nestor	3
Bourg & New	1
Manca Bros.	1
Salt Lake City, Utah—	
Hemensway & Moser	3
W. A. Stickney Cigar Co.	2
The Alkine-Naylor Co.	2
J. J. Greenswald	2
Lloyd Drug Co.	2
L. H. Goulet	1
Maxim Cafe	1
W. Bruggert	1
Frumpkin & Leverne	1
Springfield, Mo.—	
C. S. Mack	1
Chinn & Crist	1
South Bend, Ind.—	
J. J. Wolpert	1
Schafer & Patner	1
Sacramento, Cal.—	
McInis Drug Co.	4
Bloomer Bros.	1
St. Paul, Minn.—	
Winecke & Doerr	3
G. Kafka	3
Washington, D. C.—	
W. Deichers Son	2
Shoulett Cigar Co.	1
Washington Tobacco Co.	1
B. E. Travis	1
Christiana Drug Co.	1
Various Destinations—	
E. C. Smith, Aurora, Ill.	1
A. Beringer, Asbury Park, N. J.	1
G. H. Foler, Asheville, N. C.	1
United Cig. Stores Co., Brooklyn	24
J. M. Loeb & Co., Beaumont, Tex.	2
J. S. Pinkussohn Cig. Co., Charleston, S. C.	2
E. M. Schoenborne Cigar Co., Columbus, O.	1
Jno. Spotts, Decatur, Ill.	1
Hackney Bros., Davenport, Iowa	1
Jacob Bros., Duluth, Minn.	1
B. M. Fitzgerald, Dubuque, Iowa	1
Julien Hotel, Dubuque, Iowa	1
I. F. Primm, El Paso, Texas	1
University Club, Ely, Nevada	1
Scottish Rite Temple, East St. Louis, Mo.	1
Reinecke & McKane, Fargo, N. D.	1
L. Daniels, Fresno, Cal.	1
Halibenton Cigar Co., Fort Smith, Kan.	1
C. N. Rhode, Galveston, Texas	1
Standard Cigar Co., Galena, Ill.	2
T. G. Hall, Green Bay, Wis.	1
Groveland Pharm'y, Grovel'd, Fla.	1
J. R. King, Huntsville, Texas	1
The Brunswick, Handford, Cal.	1
L. G. Holzman, Harrisburg, Pa.	1
C. F. Herlee, Hivaco, Wash.	1
F. Racine, Iowa City, Iowa	2
B. Clerwerk Son, Kalamaz., Mich.	1
Ryan & McKenna, Lex'gton, Ky.	1
H. O. Burr, Long Island, N. Y.	2
W. W. Lynn, Lynchburg, Va.	1
O. H. Porter, Logansport, Ind.	1
O. Zeigler, Lansing, Mich.	1
W. Burkholt, La Salle, Ill.	1
Block-Lyons Co., Little Rock, Ark.	1
Kramer & Son, La Porte, Ind.	1
Lakeland Pharmacy, Lakel'd, Fla.	1
N. Felis & Co., Mobile, Ala.	2
Reed Tobacco Co., Milton, Pa.	1
A. J. Freeman, Miles City, Mont.	1
City Drug Co., Manistee, Mich.	1
Manufacturers' Hotel, Moline, Ill.	1

Another Anti-Coupon Bill in Congress

Concluded from Page 13

been so provided, made, or used as aforesaid with intent to defraud the United States; or if any person shall fraudulently cut, tear, or remove or cause or procure to be cut, torn, or removed the impression of any stamp, die, plate or other instrument which shall have been provided, made or used in pursuance of this act or of any previous provisions of law on the same subject from any paper or any instrument or writing charged or chargeable with any of the taxes imposed by law; or if any person shall fraudulently use, join, fix or place or cause to be used, joined, fixed or placed to, with or upon any paper or any instrument or writing charged or chargeable with any of the taxes hereby imposed any adhesive stamp or the impression of any stamp, die, plate or other instrument which shall have been provided, made, or used in pursuance of law, and which shall have been cut, torn or removed from any other paper or any instrument or writing charged or chargeable with any of the taxes imposed by law; or if any person shall wilfully remove or cause to be removed, alter or cause to be altered, the canceling or defacing marks on any adhesive stamp with the intent to use the stamp, or to cause the use of the same after it shall have been once used, or shall knowingly or wilfully sell or buy such washed or restored stamps, or to offer the same for sale, or to give or expose the same to any person for use, or knowingly use the same, or prepare the same with intent for the further use thereof; or if any person shall knowingly and without lawful excuse, the proof whereof shall lie on the person accused, have in his possession any washed, restored, or altered stamps which have been removed from any article, paper, instrument, or writing, then, and in every case, every person so offending and every person knowingly and wilfully aiding, abetting, or assisting in committing any such offense as aforesaid shall, on conviction thereof, forfeit the said counterfeit, washed, restored, or altered stamps and the articles upon which they are placed, and be punished by a fine not exceeding $1000 or by imprisonment and confinement to hard labor not exceeding five years, or both, at the discretion of the court. And the fact that any adhesive stamp be bought, sold, offered for sale, used, or had in possession as aforesaid has been washed or restored, by removing or altering the canceling or defacing mark thereon, shall be prima facie evidence that the stamp has been once used and removed by the possessor thereof from some paper, instrument, or writing charged or chargeable with taxes imposed by law in violation of the provisions of this section.

Sec. 7. That whenever any person, firm, or corporation violates any of the provisions of section one, section two, section three hereof by the issuance of any coupon, prize ticket, or other device, as provided for in section one, without attaching thereto any adhesive stamp denoting the tax before mentioned, or after the first day of January, nineteen hundred and fourteen, presents for redemption, sale, or exchange, or redeems, purchases, or gives property in exchange for any coupon, prize ticket, tag, band, or any other article or thing, as provided in section two hereof, without affixing thereto an adhesive stamp denoting the tax herein provided for, such person, firm, or corporation shall, upon conviction thereof, be punished by a fine of fifty dollars for every failure to affix such stamp or stamps.

Judge Mayer to Hear Jonas Arguments on May 15

Judge Mayer, in the United States District Court in New York, recently consented to hear on May 15 arguments on demurrers interposed by the American Tobacco Company and the United Cigar Stores Company to the "bill in the nature of review" filed on January 15, 1912, by Otto S. Jonas, the New York tobacco dealer, for himself and other retail tobacco dealers in that city.

In the petition accompanying the "bill of review" Mr. Jonas asked for the setting aside of the Circuit Court's decree on the ground that it was not in accordance with the mandate of the Supreme Court of the United States. Mr. Jonas states that due to trade favors extended to his competitors his business was destroyed. He therefore asks the court to award him treble damages under the Sherman Anti-Trust Law.

The United Cigar Dealers' Company was incorporated in Chicago recently with a capital stock of $25,000. The incorporators named are Frank A. Lasley, Harry C. Grossman and Louis H. Grossman.

Henry M. Prince, the Seattle and Tacoma, Washington, cigar merchant, a short time ago opened his fourth store, at Eleventh and A Streets, Tacoma.

HELPS SALES OF "BEECHWOOD" IN BOSTON

(Patents Pending)

Cigar Dispenser which McGreenery & Manning of Boston are Distributing to Their Trade in Pushing "Beechwood" Cigars Made by the Union-American Cigar Co., of Pittsburgh

Tobacco Products Corporation May Work Abroad

A late report from London states that there is a rumor in that city that the Tobacco Products Corporation is negotiating for the control of the retail cigar stores of Albert Baker & Company, Limited, of London. According to this statement this concern has fifty-three stores, the majority of which are in London. It is capitalized at $1,000,000, and last year paid six per cent. in dividends.

Persons who are in a position to know state that the Baker Company had a ten-year contract with the Imperial Tobacco Company, which contract expired recently. It has been said that no attempt has been made to renew this contract and that the Tobacco Products Corporation has begun negotiations which will end in either the actual taking over of the Baker stores or the closing of a contract by which the London concern will handle the products of the Tobacco Products Corporation.

Paul Lecurtz, a retailer of Erie, Pennsylvania, has just taken on the "Comoy," London, line of pipes, and they are already becoming very popular. He has also added the "Favorita de Cuba," of S. H. Furgatch & Company, to his stock.

The B. F. Meyer Cigar Company, Denver, Colorado, will shortly move to their new factory at Seventeenth and Blake Streets. They manufacture a seed and Havana cigar called "The West."

Harry Dalton, who is well known among the wholesale and retail cigar trade of the Pacific Coast as a representative of the Bondy & Lederer line of cigars, has severed his connection with that concern and it is said in the future will confine his efforts to the oil business.

Cleveland

Nate Weisenberg Sells Out — Oscar E. Fairbanks, New Snyder Manager — Richland Co. Opens Two Retail Stores — Weidman Co. to Distribute "San Felice"

CLEVELAND, April 27.

ALL the tobacco lines report a very brisk trade. While the weather conditions are nothing to brag about, as we are getting all the fifty-seven varieties thrown pell mell into one week, the majority of the trade is showing a very nice increase over last year and the outlook in general is more than bright for a splendid spring business.

Nate Weisenberg, owner of the Euclid Arcade cigar store, has just sold out his interest in same to Mr. Everett B. Lawston. Mr. Weisenberg has gone to Nashville, Tennessee, where he expects to locate in the very near future. His many friends here wish him the utmost success in his new ventures in the southland. His success is reasonably assured, as he has many, as well as influential, friends in the Southern States.

Everett B. Lawston, who has just acquired the Euclid Arcade cigar stand, has added this to his chain of stores, including a hat store, restaurant and furnishing store. Mr. Lawston, while he is not a cigar man himself, has surrounded himself by able assistants in Mr. Brockaw and a young lady clerk, Miss Bessie Billings, both of whom are entirely at home in the retail cigar business and are fast making acquaintances with their daily customers.

Oscar E. Fairbanks has been appointed to the management of the Joseph T. Snyder store at 523 Euclid Avenue. He is the youngest member of this organization in the city in point of years, but has had a wide experience in the retail world. He has been with the organization for the past two years, is a local boy and very popular with the trade.

Robert C. Heaney, manager of all the Snyder stores in Cleveland, has been with the concern for the past five years. He came here from Buffalo about three years ago and opened up the first Snyder store in Cleveland. The success this organization has attained in this market is due mainly to Mr. Heaney's unceasing efforts and 'genial personality.

Richland is the name of the new company that has just opened two stores here, one at 515 Euclid Avenue and the other at 17 Public Square. James F. Dunn will be manager of the Euclid stand, assisted by Charles D. Kline, and Hyman B. Makman will be manager of the Public Square stand, assisted by Dalton E. Trick. Mr. E. Bauer will be manager over both stores. They will feature the "Richland" cigars and cigarettes, "Osmondo," "Duquesnes," "Abbeys," "Robert Burns" and "General Arthur" cigars. These are two very good locations and the stores are fitted up in the most up-to-date fixtures and equipment, and a bright future is predicted for the Richland Cigar Company.

Mr. George Scrambling, of the George Scrambling Company, reports trade exceedingly good in both the wholesale and retail end. Messrs. Strauss, Doran and Keller, local salesmen for the aforementioned concern, are doing some very effective work in distributing the numerous brands of their concern. Mr. Scrambling informs the writer that he has just added "Reputation," a five-cent cigar made by the United Cigar Manufacturers' Company in their Detroit plant, and from its name it certainly ought to be a winner.

The Bond Street store and the Superior Street store of Morris Glucksman in the New Leader Building, are both doing a very nice business. These stores are rated among the most modern and up-to-date plants in the city, and his humidor system assures one of a fresh cigar at any and all seasons of the year. Mr. Glucksman is featuring "Websters," of Pendaz & Alvarez; "La Saramitas," of Shields-Wertheim Company; "Partagas," of Cifuentes, Fernandez y Ca.; and "Lozanos," of F. Lozano, Sons & Company.

Mr. Allen, of the Pyle & Allen Company, reports a shortage of "Bachelor" cigars. They can not get cigars enough of this popular brand to supply the ever-increasing demand.

Mr. J. B. Shields, of the Shields-Wertheim Company, has just left for a tour of the East, where he is putting in some good licks on "La Saramitas" and "Saramita Fives." Mr. J. C. Leverance, of the same concern, is on his way through Ohio and West Virginia. His every order for "La Saramitas" and "Saramita Fives" is accompanied by a letter bringing out some new phase of the destruction wrought by the recent terrible floods. He is having a pretty hard time making any progress through these states, as the railroads have only partially relayed their tracks. Mr. L. B. Shields, W. O. Blashke and F. P. Shields are all doing good work in the local market and are doing their utmost to keep the trade supplied with "La Saramitas" and "Saramita Fives." Their efforts have been so pronounced that the factory is away behind in filling their orders.

Among the visitors in town the past week was Mr. Wemmer, of the Deisel-Wemmer Company, who has succeeded in placing the "El Verso" and "San Felice" brands, formerly distributed by the Louis Klein Cigar Company, with the Weideman Company.

Mr. Torre, of the Sanchez & Haya factory; Mr. Higgins, of Park & Tilford; Marcus Fleishman and Fred Singer, of S. Rossin & Sons' leaf tobacco house, of New York; A. Beckman, representing B. Van Leer, leaf tobacco house, also of New York; J. L. Daniels, leaf tobacco grower, of Kealakekua, South Kona, Hawaii; John W. Merriam, of the John W. Merriam Company, New York; Ben Lesser, of H. Lozano Sons' Company, Tampa, Florida, and Joe Gans, of Gans Brothers, New York, called on the trade the past week. JERRY.

Joseph T. Snyder Opens Erie, Pa., Store

Special Pipe Offer the Feature of First Day's Business — Harry Cummings, Local Man, Manager

ERIE, PA., April 19.

A STIR in retail circles was created here today by the opening of a new store in the already large chain owned by Joseph T. Snyder, of Buffalo. Mr. Snyder and his purchasing agent, Mr. Matthias, were present at the launching of the new venture. It was featured by a special pipe offer which caused favorable comment. An expert pipe demonstrator, M. N. C. Campbell, was here during the opening week, giving pointers and advice to Erie pipe smokers.

Harry Cummings, who will manage the store, is a local man and is well known and popular.

The Snyder stores handle many cigar lines, and are at present featuring the "Rey-Oma" of Sig C. Mayer. They are also distributors of "Havana Ribbons," "Roigs" and the Juan Portuondo line.

Some consternation was felt by other retailers prior to the opening of the new branch, but one prominent man said recently: "My trade last week improved twenty-five per cent., and if it was caused by the Snyder opening I wish he had opened a place here long ago."

New York State Jottings

John C. Cohn, retailer and manufacturer, 176 Seneca Street, Buffalo, New York, has purchased exclusive control of the business of Cohn & Company, of the same address. The factory will be enlarged and new fixtures installed in the store. Mr. Cohn makes the "Sentinel," his five-cent leader, and also a ten-cent piece of goods called the "Moneyworth." These cigars have a large local distribution.

Morris & Rau, manufacturers and retailers, of 14 West Eagle Street, Buffalo, have opened a branch at 16 West Chippewa Street. They make the "Imperial" and "Diplomat," clear Havana ten-cent goods, and their five-cent leader, "Surprise," is known to smokers all over town.

The Morris & Rau concern is unique in the fact that the entire output of their plant, which employs twenty-three people, is distributed in these two stores which carry no other brands.

Frank L. Pfennig, who has carried on a retail and wholesale business at 95 Genesee Street, Buffalo, has changed his location to 399 Broadway, that city.

Aug. Peterson, wine merchant and retailer, of Jamestown, New York, reports a good demand for "Rey-Oma," of Sig C. Mayer, and "Flor de Valentine," of A. S. Valentine & Sons. "Rey-Oma" is distributed in that section by the Blakeslee-Snyder Company, of Buffalo, New York.

R. R. Mason, of the Mason News Company, which has three stores in Jamestown, New York, is doing a large business on the "Flor de Portuondo," of the Juan Portuondo Cigar Company. There is a big demand for Portuondo goods in that locality.

Pullman & Carle, wholesalers, Ashtabula, Ohio, are doing a big spring business on Lipschutz's "44" cigar and Cressman's "Counsellor." Their leading ten-cent brands are "El Verso," of Deisel & Wemmer, Lima, Ohio, and the "Flor de Girard," of Roig & Langsdorf. They have exclusive control of these brands in the North Ohio district outside of Cleveland.

Proposed Successor to Roy Cabell, Experienced Tobacco Manufacturer

William H. Osborn, Literally Raised in the Business, His Father Having Operated a Leaf and Plug Tobacco Factory

WILLIAM HENRY OSBORN, President Wilson's choice as the new United States Commissioner of Internal Revenue, was born in Oxford, North Carolina, February 21, 1856. His father was Daniel S. Osborn, one of the largest tobacco manufacturers of his day. Mr. Osborn's early education was secured in the public schools of Oxford. Later he attended college and after graduating went to work for day wages in the leaf and plug tobacco factory operated by his father. In 1876, just before reaching his majority, he determined to strike out for himself. He settled in Durham, North Carolina, where he engaged in the leaf tobacco and warehouse business, later forming a partnership with the Cooper-Blackwell Company. Thus it will be seen that Mr. Osborn was literally reared in the tobacco business, and as he is credited with having a keen insight into all of its branches, from the plant bed to the market, this experience will be an invaluable asset to him in his new position.

William Henry Osborn

Colonel Osborn is known all over the country, as president of the Keeley Institute. This is located in Greensboro and is the largest institution of its kind in the United States. Mr. Osborn became president of this institution in 1892, and his long association with it has been a factor in his making friendships with men from all parts of the country. In 1900 he was a member of the directorate of the State Prison and from 1901 to 1905 was mayor of Greensboro. He is a director of the following corporations: Oxford Buggy Company, Long-Winston Trading Company, Greensboro Home Savings Bank, Keeley Institute of North Caroline and the Cunningham Brick Company.

Mr. Osborn is also interested in philanthropic work. A charity to which he has given both time and money is the North Carolina Children's Home Society. He was one of the most enthusiastic workers during the early days of this institution. In recognition of this service, he was made the first president of the society, serving for six years. He is now a member of its board of directors. In the nine years of its existence this charity has secured homes for more than sixteen hundred homeless boys and girls.

Colonel Osborn was never an office seeker, being deeply wrapped up in his own business enterprises, yet when his name was mentioned for the office of Commissioner of Internal Revenue, all of the Supreme Court Judges of North Carolina, all of the Superior Court Judges, all the Federal Judges and many state officers, indorsed him for appointment. In addition to these, letters from citizens in every state in the Union were added to the indorsements of the public officials. Congressional delegations from all the states, except a few having candidates of their own for the office, petitioned President Wilson for the appointment.

In entering upon the duties of his new office, Mr. Osborn will do with the best wishes of thousands of his friends throughout the country. He is considered an authority on tobacco and has a deep insight into the business. In addition to this he is considered an authority on whiskey, having been appointed to act as appraiser in a number of cases which came before Judge Boyd of the Federal Circuit Court of North Carolina. With these splendid qualifications the tobacco trade is hoping for a most efficient administration under Mr. Osborn and will await the settlement of a number of arguments now before the Internal Revenue Department, the interpretation of which is rather hazy at the present time.

Universal Tobacco Machine Co. Wins Suit Against Borgfeldt's

In a decision handed down by Judge Hand, of the United States District Court for the Southern District of New York, on Tuesday, April 22, the Universal Tobacco Machine Company wins its suit for infringement against the Borgfeldt Stripping Machine Company.

The Universal Tobacco Machine Company first brought suit in August, 1912. Their tobacco stripping and booking machine has been manufactured by them for several years. About a year ago the Borgfeldt Company advertised their stripping machine, upon which the Universal Company brought suit, claiming infringement of United States Patent No. 985,984, owned by them.

Francisco Bolano Head of Chicago House

The position of Adolph M. Seckbach, formerly president of Francisco Bolano y Ca, of Chicago, cigar manufacturers, has been filled by the election of Francisco Bolano, who becomes the new president. Mr. Seckbach sold his interests in the firm a short time ago and has retired.

The J. S. Pinkussohn Cigar Company, of Jacksonville, Florida, with stores at 51 and 125 West Bay Street, and in the Duval Hotel, have opened a fourth store at 39 East Bay Street. This concern has been operating stores in Jacksonville for more than ten years. As a convenience to their customers they hold the city agency for the sale of baseball tickets.

all that's new with JOBBERS and DISTRIBUTORS

American Merchants' Syndicate Admits Bankruptcy

Voluntary Petition Filed, Showing Liabilities of $116,661, Owed to 226 Creditors—May Start up Again

(By Special Correspondent.)

LOS ANGELES, April 20.

ACKNOWLEDGING the claims of 226 unpaid creditors, and total liabilities of $116,661.14, the American Merchants' Syndicate, Tuesday of last week, filed a voluntary bankruptcy petition in the Federal Court. Judge Wellborn has appointed Lynn Helm referee in bankruptcy, and W. H. Moore, one of his assistants, has taken charge of the assets and liabilities for the government. All business has been suspended, although the offices at 236 South Los Angeles Street are open, so that the other tenants of the building will not be disturbed.

Up to last Friday it was believed that the heads of the American Merchants' Syndicate would fight the attempt of creditors to throw them into bankruptcy, but early this week it was found that too large a number of creditors demanded that the business be liquidated and, rather than fight longer, President J. F. Paulding signed a voluntary petition, asking the government to take charge. In his statement to the court Mr. Paulding says: "The American Merchants' Syndicate owes debts that it is unable to pay in full. It is willing to surrender all of its property for the benefit of its creditors (except such as is exempt by law) and desires to obtain the benefit of the Act of Congress relative to bankruptcy."

Then follows a statement of assets and liabilities, together with a list of known creditors with the amount of their claims. It is doubtful if a schedule has been filed in the local court in recent years, showing as many creditors. The total unsecured is 224 and 2 secured creditors, bring the number to 226. Claims range from $2.65 by the J. R. Newberry Company, up to $10,466.78 by the Max Roth Cigar Company. Following is a partial list of the large local creditors, together with the amounts of their claims:

Adirondack Maple Syrup Company, $1266.32; Albers Brothers, $98.52; American Merchants' Underwriters, $4649.40; American Olive Company, $944.14; Austin Biscuit Company, $1375.32; Blake, Moffit & Towne, $1413.20; Blanke Tea and Coffee Company, $306.25; Bowles Brothers, $403.23; Bryna-Garnier & Brandenburg Company, $137.80; Joseph Burnett Company, $126.31; Burr Creamery Company, $175.95; California Macaroni Company, $276.58; California Truck Company, $866.23; Lawyers (various), $3271; Coos Bay Condensed Milk Company, $1067.50; Emil Frank, $1125.60; Globe Tobacco Company, $6500; Greenwald Cigar Company, $233.34; Retail Grocers' Advocate (S. F.), $187.50; A. M. Gunst, $1957.71; Harris Hillebrand Company, $365.92; Joanes-Splane Company, $3645.28; L. A. Examiner, $403.07; McCarthy & Meyers, retail grocers, $1100; Mercantile Underwriters, $1498.11; Rose L. Paulding, $3786; Pioneer Soap Company, $511.86; Reid, Murdock & Company, $2500; Max Roth Cigar Company, $10,466.78; South California Grocers' Exchange (L. A. Market), $1232.51; St. Elmo Cigar Company, $2768.62; J. H. Stewart Company, $1449.73; Los Angeles "Times," $289.19; Los Angeles "Tribune," $212.95; Wayside "Press," $3439.01.

In addition to local creditors there are more than twenty creditors, with claims ranging from a few dollars to more than $1000.

The claims of $3271 for lawyers' fees cover work done for the American Merchants' Syndicate by two firms of local attorneys in an effort to keep the American Merchants' Syndicate out of bankruptcy. The claim of Rose L. Spaulding, wife of J. F. Spaulding, president, is for money loaned by her to the American Merchants' Syndicate.

McCarthy & Meyers, who appear as creditors to the amount of $1100, are retail grocers of 752-754 South Olive Street, Los Angeles. It is said that this firm purchased large quantities of goods for the American Merchants' Syndicate from jobbers and others who refused to sell the syndicate direct, and that at the time the business went into the hands of a receiver they had not been paid for $1100 worth of merchandise delivered.

Among the smaller creditors are several salesmen and other employes for back salary prior to November 1. Under the bankruptcy law salaries for services rendered more than three months prior to the filing of the application are not preferred claims and therefore these employes will have to take pot-luck with the others. It is doubtful if the unsecured creditors will get more than twenty to thirty cents on the dollar.

The two secured creditors are the American Savings Bank, $14,500, and R. C. Riley, $4000. The bank claim is secured by land at Perris and Rosemont, California, together with $20,000 of subscription contracts. Riley's security is all in subscription contracts.

Continued on following page

Cincinnati Jobbers Helping Out Flood Sufferers

CINCINNATI cigar wholesaling houses are doing everything possible to extend credit to retailers throughout Ohio who suffered financial loss in the recent floods. They anticipate a big business now that many dealers are compelled to completely restock their stores. Representatives of cigar firms who stated that they would give this section a wide berth for several months are cautioned to keep in touch with the Cincinnati firms, as money appears to be plenty and the trade is being built up again on a substantial basis.

The Dayton dealers will probably be the heaviest losers. M. J. Schwab lost everything. The current at Third and Main Streets, at which point his Phillips House stand is located, was so strong as to clean out the store of stock and fixtures. He lost $2500 at each of his other two stands. Eisenberger Brothers, at Third and Main Streets, Dayton, large retailers and wholesalers, sustained a loss of $10,000 in stock. Taking these matters into consideration, it would seem advisable that the best things the traveling representatives could do would be to keep in touch with the jobbing concerns in the flooded districts.

Louis Klein Cigar Co. Discontinue Wholesale Business

The Louis Klein Cigar Company, of Cleveland, a well-known retail and jobbing house, have announced that hereafter they will put all their efforts on their retail business and will discontinue the jobbing end. Mr. Klein, of this concern, emphatically denied the recent rumors that the Louis Klein Cigar Company was financially embarrassed.

The "Saboroso" cigar, manufactured by Vetterlein Brothers, of Philadelphia, has been taken on for distribution by the W. H. Harris Grocery Company, of Richmond, Virginia. This deal was carried through by Joseph S. Vetterlein, of the Philadelphia house, at which time he made arrangements for shipping 1,500,000 "Saborosos" to the Richmond house, which will have entire control of the brand for that city and contiguous territory.

George Weislow, factory representative of Rosenthal Brothers, of New York, is pushing the "R. B." cigar through the Yahr & Lange Drug Company, of Milwaukee, who are the distributors of the brand in that section.

Peckarsky Brothers, who recently took on the "44" cigar, 44 Cigar Company, of Philadelphia, lost no time in distributing their first shipment among the dealers in Milwaukee. They have already ordered a second and larger consignment of these goods.

Julian Garrene, formerly connected with the William A. Stickney Cigar Company, of St. Louis, as buyer, and well known to every traveling man in that section of the country, has accepted a position with the Chicago firm of G. W. Faber & Company, Incorporated.

Baltimore

Wertheimers to Occupy New Factory About June 1st—"United" Opens Fifth Stand in Baltimore at 310 East Baltimore St.—Lilly, Dungan & Co. Push "Reynaldos"

BALTIMORE, April 18.

THE cigar trade taken as a whole is slightly above the average for this time of the year. The majority of the Baltimore factories are working to full capacity and the output for the first three months of the year is far ahead of the same period in 1912. The retail stands are doing fairly well, although the bad weather recently had a paralyzing effect on business. The cigar dealers in the neighborhood of 300 East Baltimore Street are watching with interest the opening of the new United store at No. 310.

This was opened today in the usual manner. Free souvenirs were given away. They are reported to have done a good day's work, although this is to be expected on the opening. This store will occupy the front of the building which the McGraw cafe has been occupying for some time, the restaurant being moved to the rear of the building. This latest United stand is the fifth one in Baltimore.

Sam Wertheimer, of Wertheimer Brothers, is home after a long trip through the West. He has charge of the sales force and is kept on the jump the greater part of the time. Unfortunately he is now inconvenienced with a boil and is hoping this affliction will leave him before long. The new "El Dallo" factory will not probably be occupied until the first of June. There has been some delay in installing some of the fixtures and machinery. When the place is finished it should be ideal for cigar manufacturing, as the building is large and adapted for the purposes to which it will be put.

The Boucher store is displaying this week the "Adelina Patti" cigar, a brand made for them by a large Tampa factory. They are the sole distributors for the cigar in this territory. The cigar retails for ten cents and upwards, and is a high grade piece of goods.

Lilly, Dungan & Company are featuring the "Savarona" cigar in their front window at the "Flat Iron" store. This cigar is manufactured by the Cayey-Caguas Tobacco Company, of Porto Rico, and is a big seller in Baltimore. Lilly, Dungan & Company have just closed a heavy campaign on the "Reynaldo" cigar, made by Luckett, Luchs & Lipscomb, of Philadelphia. This brand was displayed in all of the seven windows of the store some time ago and attracted considerable attention. It is rare to see a brand pushed in this manner, the jobber using every one of his windows, and especially when he has seven of them. Lilly, Dungan & Company are the distributors of this cigar in Baltimore and vicinity, and do a fine business on it.

Kraus & Company are now pushing their "Havana University" cigar. This brand has been one of their best sellers and is well known in outside places.

Chambers & Owen, who have conducted a wholesale business in cigars and notions in Milton Junction, Wisconsin, for many years, recently incorporated its business under the state laws and will hereafter be known as the Chambers & Owen Company. J. H. Owen, due to poor health, retires from personal activity in the business, although he retains considerable stock in the new concern.

Jeitles & Blumenthal, Originators of Cedar Paper Covered Can

Jeitles & Blumenthal, the Philadelphia cigar manufacturers, in their advertisement of page 3 of the current issue of THE TOBACCO WORLD call the attention of the trade to the fact that they are putting out cigars in a cedar, paper-covered metal can, which package was originated by them.

They were the pioneers in introducing their products to cigar dealers throughout the country with this packing and built up a large trade on their goods packed in this way. Recently, they state, their success has caused a number of other manufacturers to copy their can so that it looks identically like the Jeitles & Blumenthal can.

On that account they make the announcement that they will prosecute any infringements as they feel that they are entitled to this distinctive package, and have been advised by counsel that this style of package is their trade-mark, to which they are justly entitled.

Amerian Merchant's Syndicate Admits Bankruptcy

Continued from Preceding Page

By subscription contracts is meant contracts with merchants and others who bought stock in installments and who have paid only a part down. These creditors, in order to protect themselves, no doubt will undertake to enforce collection against the several hundred small dealers who bought stock, ten per cent. down and ten per cent. a month.

As against the $116,661.14 liabilities the petition lists the following assets:

Real estate	$8,700.00
Stock of merchandise	45,000.00
Vehicles	500.00
Machinery and tools	2,500.00
Other personal property	10,000.00
Debts due on open accounts	35,000.00
Unliquidated claims	75,000.00
Deposits of money in the bank and elsewhere	16.63
Total	$176,716.63

Ten thousand dollars listed as other personal property is the estimated value placed by the president on the "Merchants' Journal," a monthly publication circulated free among the stockholders and members.

The $45,000 of merchandise covers tobacco, groceries, etc., on hand at 236 South Los Angeles Street. The debts due on open accounts are owned by merchants to the American Merchants' Syndicate, and many are disputed. The largest item in the list of unliquidated claims, $75,000, covers balances due on installment subscription contracts, as explained above.

This perhaps is the saddest feature of the American Merchants' Syndicate bankruptcy, for it is evident that the referee and the two secured creditors will be compelled to bring action against all merchants who subscribed for stock and have not paid for it in full. The only method which a merchant could follow in contesting these claims would be to prove to the court that the stock had been sold through misrepresentation or fraud. A concerted effort may be made by these stockholders to prove misrepresentation and thus have the claim cancelled. It has not been charged that malicious attempt was made to misrepresent, but it is believed that a showing could be made that highly exaggerated statements were printed as to the value of the stock and prospects for success.

Plans have already been made by a part of the membership of the American Merchants' Syndicate to start a new buying exchange. Referring to the matter President Paulding said last Thursday: "When the business went into the hands of the receiver in February we raised a trustee fund among our merchant members, and this at all times had been kept entirely separate from the American Merchants' Syndicate. We have in this fund about $5000, and with this money we will begin business anew at once. Arrangements have been made with the referee in bankruptcy to rent a space in this building for carrying on our work and we expect to start by next Monday morning."

For about two years the officers of the American Merchants' Syndicate have conducted two co-operative insurance companies under the names of the American Merchants' Underwriters and the Mercantile Underwriters, but these are separate corporations and have been kept partially separate from the American Merchants' Syndicate. However, the funds received from insurance premiums up to the date of receivership were so much a part of the American Merchants' Syndicate funds that the receiver declared them to be money in the general treasury and this money was used to meet current obligations after receivership.

Since the receivership was appointed in February all the money received for insurance has been deposited in a separate bank and will not figure at all in the bankruptcy proceedings. With this fund made up of insurance premiums since February, the two insurance companies will be continued by the new organization and the effort will be made to build up the business. Of the fire losses incurred at Ocean Park last fall, thirty per cent. has been paid, and President Paulding states that they hope to pay another ten to twenty per cent. in the next few weeks.

M. B.

A charter was recently issued to the Pure Gold Tobacco Company, of Greeneville, Tennessee, with a capital stock of $300,000. The incorporators named are M. R. Armitage, W. H. Armitage, James Armitage, J. E. Spears and Edward Babb.

The Venezuela Development Company was incorporated at Dover, Delaware, about ten days ago with a capital stock of $4,000,000. They will deal in all kinds of tropical fruits, including sugar cane and tobacco. The incorporators are Juan Paris Pijio, Joseph J. Paris, Julian A. Arroyo, all of New York City, and Norman P. Coffin, Herbert E. Latter and Oscar J. Reith, all of Wilmington, Delaware.

Cigar Manufacturers Holding Their Own in Output—Miss Pauline Wardlow, Daughter of John Wardlow, Weds—Francisco Simon & Co. Apply for License

KEY WEST, FLORIDA, April 25.

BUSINESS for the last fifteen days has been nothing to brag about. Conditions at the various factories remain practically unchanged from my last report, and while most of the manufacturers cannot say that there has been any material increase, they are glad to say that no decrease has been apparent.

In an interview at the office of E. H. Gato & Company, it is stated that business is fine and orders coming in at a good pace. Mr. Eduardo H. Gato, Jr., returned from Havana last Saturday, the nineteenth, and Mr. Thomas Gato, accompanied by Mrs. Gato, will leave for Havana tonight; there he will remain for about one month, after which he will leave for the New York headquarters.

The manager of M. Perez & Company said to your correspondent: "Business seems to be picking up a little; we are still making large shipments of our 'Pinzon' cigar on nearly every steamer leaving Key West."

Practically no change in business has been noticed at the factory of Geo. W. Nichols & Company; business is, however, quoted fair and steady.

Business with the Martinez-Havana Company also remains unchanged; they are working quite a large number of cigarmakers and orders are received from every section with occasional telegraphic calls for immediate shipment. Mr. Louis Martinez, president of this company, who is now in Havana, is expected at the Key West office next week.

Two hundred and fifty cigarmakers are being employed at present at the Cortez Cigar Company's floors. Business is quoted fair and steady, but no fluctuation on either side.

The greatest social event this week was the wedding of Miss Pauline Wardlow, daughter of Mr. John Wardlow (president and manager of the Ruy Lopez Ca.), and Mr. Samuel B. Tuell, who for a number of years resided in this city, until recently, when he went to Pawtucket, Rhode Island, to accept a prominent position. The wedding took place at the home of the bride's parents on the evening of the twenty-first instant, at 6.30 P. M., and immediately after the ceremonies a reception was held for the numerous friends of Mr. and Mrs. Tuell. After a few hours of nuptial festivities had been daintily celebrated, in which all present enjoyed a glorious time, the couple were escorted to the P. & O. Steamship Company's wharf, where they sailed on the "Mascott" for Havana, carrying with them the good wishes of all the friends. After spending a few days in the city of Havana, they will leave for the North and will visit at several points before proceeding for Pawtucket, Rhode Island, where they will make their future home.

Among the visitors in the last fifteen days were Mr. Fred James, construction architect of Cuesta, Rey & Company, who stopped in the city while on his way to Havana. Mr. W. Berriman, of Berriman Brothers, was also a visitor while on his way to Havana. Mr. Emilio Pons, of Emilio Pons & Company, of Tampa, Florida, was also on his way to Havana and stopped in the city for a short visit.

Business at the factory of Trujillo & Company is quoted good. Orders for "Polonius" are coming in a little better, and a still better business is anticipated.

Mr. F. Lederer, vice-president and secretary of the Griffin-Neuberger Tobacco Company, of New York, who had been in Havana for ten days, was in the city yesterday calling on the trade, and left for Tampa last night, where he will call on the local trade there. During his one day's visit in Key West, he made his headquarters at the office of Aurelio Torres, dealer in leaf tobacco.

Lovato & Diaz, who recently made application for a cigar manufacturer's license, were assigned No. 197.

Francisco Simon & Company, made application for a cigar manufacturer's license, factory number to be assigned.

In spite of the fact that no material increase has been apparent among the local cigar factories for the past fifteen days, it is well to note that the cigar shipments for the fifteen days ending April 24 exceed those of the previous fifteen days by fifty-four cases, or nearly nine and one-half per cent.; that is, six hundred and thirty-four cases, against five hundred and eighty cases; and, therefore, it is evident that the manufactured stock in the various factories is pretty well worked off.

Leaf importations in the past fifteen days have been rather light, with a decrease of twenty-eight per cent. from the previous fifteen days; while the withdrawals show an increase of nearly twenty-two per cent. over the previous fifteen days.

JOS. G. MARUCCI.

Key West Shipments

Shipments from Key West to New York, Per Steamers "Comal," "San Marcos," "Nueces" and "Sabine," Which Left April 11, 15, 18 and 22, Respectively, and All Other Shipments for the Fifteen Days Ending April 24, 1913.

	Cases
S. S. Benamore, Boston, Mass.	1
Geo. C. Shaw Co., Portland, Ore.	1
J. F. Navarro, New York	1
United Cigar Stores Co., Brooklyn	2
E. H. Gato, New York, N. Y.	1
T. W. Allen Cigar Co., Springfield, Ill.	1
Jos. Whitecomb & Co., Springfield, Mass.	1
E. H. Gato, New York, N. Y.	5
F. A. Davis & Son, Baltimore, Md.,	2
Park & Tilford, New York, N. Y.	15
The Ferdinand Hirsch Co., New York, N. Y.	1
Geo. W. Nicholas & Co., New York,	13
Jos. Way, Philadelphia, Pa.	1
Duncan & Moorhead, Phila., Pa.	1
Wm. A. Henderson, Wash., D. C.	1
C. P. Capwell (Sterling Hotel), Wilkes-Barre, Pa.	1
R. L. Christian & Co., Richm'd, Va.,	1
Newman & Ullman, Peoria, Ill.	1
J. F. Humphrey & Co., Bloomington, Ill.	1
F. A. Davis & Son, Baltimore, Md.,	3
M. A. Gunst & Co., New York	3
Joseph T. Snyder, Buffalo, N. Y.	1
United Cigar Stores Co., Chicago	3
United Cigar Stores Co., Brooklyn	5
Acker, Merrall & Condit, New York,	1
Jos. B. Moos Co., Cleveland, O.	2
Neudecker Tob. Co., Baltimore, Md.,	3
Dusel, Goodloe & Co., Philadelphia,	5
Lowden & Co., New York, N. Y.	7
C. S. Brackett Co., Minneapolis	1
Austin Nichols & Co., New York	3
Board of Park Comm., Minneapolis,	1
Waldorf-Astoria Co., New York	1
Acker, Merrall & Condit Co., Baltimore, Md.	1
Ruy Lopez Ca., New York	3
G. S. Mahn, New York	1
Park & Tilford, New York	4
Martinez-Havana Co., New York	5
Huey & Christ, Philadelphia	1
Gwinn, Strauss & Co., New York	2
Albright & Wood, Mobile, Ala.	1
Vallolt & Dreux Co., New Orleans,	1
Geo. W. Nichols & Co., New York	2
Tinkham Bros., Jamestown, N. J.	2
E. H. Gato Co., New York	1
Kejan Dowell Co.	1
F. A. Davis & Son, Baltimore, Md.,	1
E. Bradford Clark & Son, Phila.	1
Pyle & Allen, Cleveland, O.	1
Ruy Lopez Ca., New York	1
Martinez-Havana Co., New York	3
J. & B. Moos Co., Chicago, Ill.	1
United Cigar Stores Co., Brooklyn,	1
United Cigar Stores Co., Chicago	4
New Jersey Tob. Co., Newark, N. J.,	4
Washington Tob. Co., Washington,	1
Reid Tobacco Co., Altoona, Iowa	1
R. H. Macy & Co., New York	1
Park & Tilford, New York	2
M. A. Gunst & Co., New York	2
Moore Cigar Co., Philadelphia	1
Lowden Cigar Co., New York	5
Joseph Way, Philadelphia	3
Duncan & Moorhead, Philadelphia	2
Terry & Duncan, Philadelphia	1
Austin Nichols & Co., New York	2
Havana-Tampa Co., Chicago	1
United Cigar Stores Co., New York,	2
Geo. W. Nichols & Co., New York,	9
E. H. Gato Co., New York	7
B. F. McBride, Bradford, Pa.	1
Wilkinson Goodis Co., New York	2
Joseph Whitcomb Co.	1
George F. Murrey, Utica, N. Y.	1
United Cigar Stores Co., Chicago	4
United Cigar Stores Co., Brooklyn	12
Acker, Merrall & Condit Co., Baltimore, Md.	1
Dusel, Goodloe & Co., Philadelphia,	3
T. J. Ohara, Scranton, Pa.	2
W. A. Henderson & Co., Wash'gton,	1
Reymer & Bros., Pittsburgh, Pa.	4
J. Schenker, Brooklyn	3
Park & Tilford, New York	5
Ruy Lopez Ca., New York	1
Martinez-Havana Co., New York	14
Fred Harsey, Chicago	2
Lowden & Co., New York	1
Gwinn Strauss & Co., New York	1
Chapin & Gore, Chicago	1
G. S. Mahn, Philadelphia	1
Pyle & Allen, Cleveland, O.	1
G. S. Mahn, New York	1
Chas. M. Decker & Bros., East Orange, N. J.	1
Neudecker Tob. Co., Baltimore, Md.,	1
Acker, Merrall & Condit Co., New York	1
United Cigar Stores Co., Chicago	1
C. A. Whelan & Co., Auburn, N. Y.,	1
Dusel, Goodloe & Co., Philadelphia,	1
Geo. W. Nichols & Co., New York,	5
M. Perez Co., New York	1
All Other Shipments.	
M. A. Gunst & Co., Portland, Ore.,	2
Fred Barman & Bros. Los Angeles,	2
M. A. Gunst & Co., Los Angeles	1
Collins Dutz Morris Co., Oklahoma,	2
S. Batchman, San Francisco	28
Platter Tobacco Co., Dallas, Tex.	1
United Cigar Stores Co., San Francisco, Cal.	3
I. Lowenstein & Son, Houston, Tex.,	1
Smith Drug Co., Texarkana, Ark.	1
U. Koen & Co., New Orleans, La.	2
S. Batchman, San Francisco	32
Collins Dutz Morris Co., Oklahoma,	1
M. A. Gunst & Co., San Francisco,	6
S. Bercovich, San Francisco	4
Butler Cigar Co., Seattle, Wash.	1
Platter Tobacco Co., Dallas, Tex.	1
United Cigar Stores Co., San Francisco	2
Fred Barman & Bros., Los Angeles,	2
F. J. Herb, Houston, Tex.	2
J. M. Loeb, Houston, Tex.	1
Platter Tobacco Co., Dallas, Tex.	2
Ford & Pennington Co., Dallas	1
E. Seelig, Houston, Tex.	1
Metzler Bros., Dallas, Tex.	4
J. Lowenstein & Son, Houston, Tex.,	2
J. E. Prim, El Paso, Tex.	1
The Oriental C. Co., Houston, Tex.,	1
Henry Settler, Ft. Worth, Tex.	1
Palace Drug Co., Dallas, Tex.	1
Fred Barman & Bros., Los Angeles,	1
Ratar Grocery Co., Houston, Tex.	1
Metzler Bros., Dallas, Tex.	2
J. M. Loeb, Gamount, Tex.	1
Carter Grocery Co., Ft. Worth, Tex.,	1
W. D. Cleveland & Son, Houston	1
H. G. Swinford & Co., Houston	1
M. A. Newmont & Co., Los Angeles,	4
Max Cohn, Los Angeles	1
John Shin, Caliente, Nev.	1
J. H. Smith, Dallas, Tex.	1
Southwest Cigar Co., Dallas, Tex.,	2
Sam Freund, Waco, Tex.	2
J. M. Crook, Paris, Tex.	1
S. Goldstein, Houston, Tex.	1
Casey-Swasey Co., Ft. Worth, Tex.,	1
E. Meredith Co., Dallas, Tex.	2
Cortez Cigar Co., Savannah, Ga.	38
A. W. Bright, Washington, D. C.	1
Columbia Drug Co., Savannah, Ga.,	1
Metropolitan Cig. Co., Denver, Col.,	2
Greek-Amer. Sponge Co., Chicago	1
Miller Grocery Co., Albany, Ga.	1
Interstate News Co., Norfolk, Va.,	1
F. Bower & Co., Boston, Mass.	1
Bloomenstiel & Wolf, Hartsprings, Arkansas	1
Weiseman & Aronovich, New York	1
Wm. N. Hull, Miami, Fla.	1
Metropolitan Cig. Co., Denver, Col.,	3
Haas Cigar Co., Kansas City, Kan.,	1
U. Koen Co., New Orleans, La.	2
Weiseman & Aronovich, New York,	1
U. Koen Co., New Orleans, La.	1
Wm. N. Hull, Miami, Fla.	1
J. W. Ergle, Tellsmere, Fla.	1
J. E. Hayes, Johnstown, N. Y.	1
U. Koen Co., New Orleans, La.	3
Southern Cigar Co., New Orleans	2
Finley, Acker Co., Philadelphia	1
Page & Sims, Nashville, Tenn.	1
S. Rosenberg, Pine Bluffs, Ark.	1
Moseley Robinson Drug Co., Memphis, Tenn.	2
Capital City Tob. Co., Atlanta, Ga.,	1
John L. Parker, Birmingham, Ala.	1
Gunn Drug Co., Birmingham, Ala.,	1
Adams Drug Co., Birmingham, Ala.,	1
Alberholtz & Poinsett, Kansas City, Mo.	7
Hartz & Bohmen, Rock Island, Ill.,	1
Hemenway & Moser Co., Salt Lake City, Utah	2
The Hart Cigar Co., Portland, Ore.,	5
Imperial Liquor Co., Seattle, Wash.,	1
Durkin Liquor Co., Spokane, Wash.,	1
M. A. Gunst & Co., Portland, Ore.,	1
Rothenberg & Schloss Cig. Co., Kansas City, Mo.	1
Metropolitan Cigar Co., Denver, Col.,	4
J. S. Pinkusshon Cigar Co., Jacksonville, Fla.	1
J. S. Pinkusshon Cigar Co., Charleston, S. C.	1
The J. B. Moos Cigar Co., Cairo, O.,	2
Rothenberg & Schloss Cigar Co., Denver, Col.	1
Lewiston Mercantile Co., Lewiston, Idaho	1
Bourg & New, Seattle, Wash.	1
E. F. Beale & Son, Norfolk, Va.	2
Coates Coleman, Philadelphia	1
R. D. Burnett Cigar Co., Birmingham, Ala.	1
M. A. Gunst & Co., Portland, Ore.,	4
Jones Sarasen	1
Rothenberg & Schloss, Kansas City, Mo.	1
Cortez Cigar Co., Savannah, Ga.	13
C. D. Pantaz, Memphis, Tenn.	1
Moore & Jones, Nashville, Tenn.	2
Lilly, Dungan & Co., Baltimore	2
Louis G. Deschler Co., Indianapolis,	6
Oppenheimer Cigar Co., Chicago	1
David R. Johnson, Racene, Miss.	1
F. C. Gardner, Fargo, N. D.	1
C. T. Towenson, Baltimore, Md.	5
Hemenway & Moser Co., Salt Lake City, Utah	2
The Parrott Cigar Co., Boise, Idaho,	1
The Hart Cigar Co., Portland, Ore.,	5
Bourg & New, Seattle, Wash.	1
W. F. Franklin, St. Paul, Minn.	1
Metropolitan Cig. Co., Denver, Col.,	3
Phillips-Trawick Co., Nashville	1
Hix Graveley Cigar Co., Montgomery, Ala.	1

Continued on Page 29

Chicago

Placing "Rocky Ford" Cigar With Dealers—H. M. Schermerhorn Leases Store at South Water and Clark Streets—J. & B. Moos Introducing "Moos Guarantee", a Nickel Cigar

CHICAGO, April 26.

WHILE local dealers are complaining of a lack of opportunity and other things which tend to discourage or tend to stimulate the belief that their business is being conducted just for the love of doing it, a close observation of conditions belie these reports. There is no doubt that at the present time dealers are being offered deals and opportunities in cigars, cigarettes and tobaccos such as have never been heard of in the last twenty-five years.

R. J. Lytle has been placing "Rocky Ford" cigars on the market. These cigars are made by the Union American Cigar Company, of Pittsburgh. Mr. Lytle reports considerable success with this brand, which is duplicating wherever placed.

Harvey Vreeland, of the Surbrug Company, just returned from a trip through Missouri, Nebraska and Iowa, and outside of the immediate cyclone district. Sales in his lines have been good.

The American Tobacco Company has placed a new brand called "Ensign Perfection Cut" crushed plug. The tobacco is packed two dozen cans in a carton, and each can contains a college pennant pin.

W. F. Sander, of 212 Wabash Avenue, has been selling the "Broadwell" cigar, manufactured by A. T. Valentine, of Philadelphia. Mr. Sander reports that sales have been so big that they can hardly keep up with the demand.

H. M. Schermerhorn has leased the store on the southeast corner of South Water and Clark Street, 10 by 17½ feet, for a term of years at a total rental of $21,560.

The "Moos Guarantee" is a new cigar put out by J. & B. Moos. The new cigar has a Java wrapper, which is tougher than the Sumatra, and a combination filler, which makes it an ideal smoke for a nickel. While this cigar has not been advertised at all, sales have been big and reorders have been plentiful, even exceeding the expectations of the manufacturers.

Thorwart & Rochling are featuring the "Jeitles" and the "La Famosa." Both brands are meeting with success.

Rothschild & Company report a good business in leaf tobacco.

Bessie Kraus and Josephine Smith have bought the cigar store at 1455 Michigan Avenue from A. Holdman.

T. J. Rubey, of South Chicago, had from $5000 to $6000 worth of leaf tobacco destroyed in the Dayton, Ohio, flood.

The employees of the Havana-American Cigar Company on Washburn Avenue were forced to leave their work recently on account of a fire that occurred in a building located across the street from the company's factory. The fire caused no damage to the cigar company's plant owing to the work of the firemen in preventing the fire from spreading.

George L. Storm, vice-president of the Tobacco Products Company, was a recent visitor in Chicago, stopping off a few days on his return from the Coast. Mr. Storm reports greatly increased sales of "Milo" and "Arab" cigarettes in the Western States.

W. J. Gibbs, of the G. A. Moebs & Company forces, has been very successful in placing the "Ben Hur" cigar in and around Chicago.

Miss Olga Owens has opened a cigar and tobacco store at 1310 East Forty-seventh Street, near Kimbark Avenue, and will cater to a high class of trade.

Mike Rosenfield, the Western agent of S. Rodriguez, has been very successful in placing "Charles the Great." He recently sold a large order to A. Stein, the popular tobacconist, who operates the Bismack House at 100 Canal Street.

Key West Shipments

Concluded from page 28

	Cases
Max L. Block, Houston, Tex.	3
Sam Freund, Waco, Tex.	1
Metzler Bros., Dallas, Tex.	1
Joseph M. Loeb, Beaumont, Tex.	2
S. Salzenstein, Dallas, Tex.	3
E. Eppstein & Co., Dallas, Tex.	1
J. Lowenstein & Son, Houston, Tex.,	1
H. G. Swinford & Co., Houston	1
H. F. Mercer, Dallas, Tex.	4
J. W. Exum & Co., Ft. Worth, Tex.,	1
Platter Tobacco Co., Dallas, Tex.	1
W. S. Proctor, Houston, Tex.	1
W. J. Emery & Co., Ft. Worth, Tex.,	1
P. G. Lucas, San Antonio, Tex.	1
Casey-Swasey Co., Ft. Worth, Tex.,	2
S. Salzenstein, Dallas, Tex.	4
E. Eppstein & Co., Dallas, Tex.	5
Hurd & Friman, Sacramento, Cal.	1
M. A. Newark & Co., Los Angeles,	3
Fowers-Heilog Drug Co., Waco, Tex.,	1
E. J. Rowaine, San Francisco, Cal.,	1
Ed. F. Cohn, Los Angeles	1
C. D. H. Friedrick, San Francisco,	1
Crail & Tilton Co., Los Angeles	1
Metzler Bros., Dallas, Tex.	1
L. Philipson, Dallas, Tex.	2
Metzler Bros., Dallas, Tex.	1
J. W. Exum & Co., Ft. Worth, Tex.,	1
H. Bercovich, San Francisco	6
Geo. G. Edloff Cig. Co., Dallas, Tex.,	1
Butler Cigar Co., Seattle, Wash.	3
Valloft & Dreux, New Orleans, La.,	2
Chas. Myer Co., New Orleans, La.	1
Peregoy & Moore Co., Des Moines,	1
Aylestiny Mere. Co., Coichita	1
Fred Barman & Bros., Los Angeles,	1
M. Garfunkel, Marathon, Fla.	1
Louis Friedman, St. Louis, Mo.	2
Jefferson Hotel Co., St. Louis, Mo.,	1
Watt Cigar Co., Minneapolis, Minn.,	3
Wight & Turner Co., Jacksonville,	3
Hill Bros., Miami, Fla.	1
Hill Bros., Miami, Fla.	2
The Model Drug Co., Holland, Mich.,	1
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	1
Louis Sarayan, St. Louis, Mo.	1
Total Cases	634

Leaf Importation in the 15 Days Ending April 24, 1913

	Bales
S. & F. Fleitas	4
A. Chavez	4
Ruy Lopez Ca.	44
Moredo & Co.	10
A. Cobo	7
Geo. W. Nichols	147
Cortez Cigar Co.	64
Antonio Chavez	3
Cortez Cigar Co.	20
Moredo & Co.	14
Total Bales	317
Withdrawals, Bales	634

San Francisco

First Two Weeks of April, Busy Ones For Cigar Men—M. A. Gunst & Co. Take Over "Solace" Agency—A. C. Roads Moves to New Location—C. W. McCormick Pushing "Websters"

SAN FRANCISCO, April 19.

APRIL has been a good month so far in all lines of trade, and the cigar men are getting their full share of the improvement. There is more money being spent for building and for general improvements now than at any time for a number of years, and the man on the street has more to spend at the stores. Along with the improved city business comes a much better feeling in the country, where the late rains have caused smokers to spend much more freely. Here there is a little talk of coming vacations; but as yet nobody has seriously set any dates. Cigar men are content to attend to business for a while and take full advantage of the good business that is now at hand.

At the recent meeting of the retail trades committee of the Chamber of Commerce the matter of hostile legislation now threatened at Sacramento was taken up, and a sentiment was developed to make common action against certain bills. It now looks as though the united front which San Francisco is presenting against what has come to be known as "freak" legislation is beginning to have its effect at the Capital. One or two of these bills, including the one which was intended to make the Panama-Pacific Exposition "dry," have been beaten, and the trade is hopeful that the others will meet a like fate.

There is quite a tendency among the manufacturers' representatives located here as well as among traveling men in general to get out into the country again and take advantage of the better feeling that has come since the fear of a dry spring has dissipated. Among the well-known men in the trade who have just left on short state trips are: Mr. Frankel, of Frankel, Gerdts & Company, who is now in Southern California; Arthur Meyer, Coast man for Bustillo Brothers & Diaz, who is also in the South; J. J. Hoffman, of the Hoffman-Moore Company, who has just left for a trip up the northern coast; and Charles Kohlberg, representing H. L. Judell & Company, of this city, who is now in the San Joaquin Valley. A number of others have just returned with their order books well filled.

Several new moves indicative of spring have just been announced. One of these is the taking over of the "Solace" agency, by M. A. Gunst & Company. This line of Key West goods from the factory of George W. Nichols & Company will be actively pushed by M. A. Gunst & Company in both a retail and wholesale way. It has already been tried out for a few days at all the Gunst stores in San Francisco and has shown itself to be a good seller.

L. A. Sawyer, San Francisco manager for the Las Dos Naciones Cigar Company, and distributor for the "El Grifo" line of P. San Martin & Company, has returned from a visit to Nevada, where he found much life and a lot of business being done at the new mining camps as well as at the more settled communities. He found cigar dealers in that state well satisfied and looked forward to a good season.

A. C. Rhoads, a dealer in the "Mission" section of this city, moved a few days ago from 1176 Valencia Street to a larger and better location on the other side of the street at 1193 Valencia Street. Mr. Rhoads carries a full line of popular brands, but makes a specialty of "Rhoads Union Record," his own private label.

M. W. Lange, representative of the "La Prueba" factory at Manila, who has been visiting with the Edward Wolf Company in this city, is now on his way back to Manila.

C. W. McCormick, representative in this territory for Y. Pendas & Alvarez, has been spending the last week or two in Southern California, whither he went in company with Mr. Pendas on the latter's return to the East. Mr. Pendas also made a short stop at Los Angeles en route.

H. L. Judell & Company are having a splendid demand for the "Watt" cigar, from the factory of Bondy & Lederer. The factory has recently had some able specialty men working in this territory, and the demand has been stimulated in all the more important towns of California. Emil Judell, who looks after the northern territory for H. L. Judell & Company, is spending a few weeks in the city, but will leave for his territory again in the near future. H. L. Judell, senior member of the house, was given a mark of honor by the United Commercial Travelers' Association at their banquet this week. Mr. Judell is a Past Senior Counselor of the order, and one of the most devoted members; and in recognition of these things he was presented with a handsome jewel.

Ehrman Brothers & Company are having a good run on their cigar lines, particularly on their "Optimo" clear Havana cigar and on "Havana Ribbons." The latter has taken hold of the five-cent trade of this territory in first class shape. The recent remodeling operations at the Ehrman store have left the house with plenty of room for expansion.

Mr. Hubley, representative of Benson & Hedges, manufacturers of cigarettes, has concluded a visit with Ehrman Brothers, his local distributors.

A. V. Jockel, vice-president of the Ruy Lopez line of cigars, who spent the early part of the month in this city visiting with Bier, Saalburg & Company, is now visiting the trade in Oregon and Washington, having left for the North early in the week. P. M. Crane, of the Tobacco Company of California, left for Los Angeles a few days since. He will round up the southern trade in the interest of Durham tobacco.

How a Live Baltimore Cigar House Features a Live Brand

Display of "Reynaldo" Cigars Made by Luckett, Luchs & Lipscomb, of Philadelphia, in Baltimore and Liberty Streets Store of Lilly, Dungan & Co.—Seven Windows were used Simultaneously.

AN example of how a cigar distributor, getting behind a certain brand and pushing it aggressively, can bring quick and satisfactory results, is illustrated by the recent achievements of Lilly, Dungan & Company, one of Baltimore, Maryland's, leading cigar firms. When they first took on the "Reynaldo" cigar, made by Luckett, Luchs & Lipscomb, of Philadelphia, they were quick to discover that they had a piece of goods that would not only sell, but repeat, so they promptly began to feature it extensively in their main store at Baltimore and Liberty Streets, and also in their other two stands throughout the city.

This firm believes in not doing things by halves; so when they found that they had a brand which pleased local smokers, they laid out a campaign to bring it forcibly to the attention of every smoker in Baltimore. In the accompanying illustration will be seen seven windows of the Lilly, Dungan & Company's main store, situated at the triangular corner of Baltimore and Liberty S reets, devoted exclusively to a simultaneous display of the "Reynaldo" brand.

It is not often that any distributor will turn over seven windows to the featuring of one cigar, but this firm's decision was more than vindicated by the fact, that beginning with this display, the sales on the "Reynaldos" have doubled and the volume of business is steadily increasing.

A keen observer of the cigar field has said that distributors frequently fail, because they scatter their fire and do not concentrate enough on fewer and better brands. The success which Lilly, Dungan & Company have achieved, is ample confirmation of this statement.

The Cuban Market

From our Exclusive Havana Bureau, Neptuno 24, Altos, Havana, Cuba.

HAVANA, April 23.

WE are certainly experiencing most remarkable weather for this time of the year, one might almost call it cold, in fact it is or at least appears to be, colder now than when at Christmas time. As far as the inhabitants of Havana are concerned, the weather is most agreeable, but for those interested in the tobacco business, and of which there are a goodly part of the population, either directly or indirectly interested, it would be preferable if the thermometer were higher and rains more frequent, especially in the country. Although quite some tobacco has been bundled, there is yet a large number of "cujes" (poles) still filled with tobacco, hanging, in the drying sheds, and which is crisp, thus making it impossible to handle. What few lots that have been bought and are in the sweating piles, do not heat up as much as they should. Although a few packings are under way in Vuelta Abajo and Partidos, the selecting is being done with difficulty, for the reason, as the different grades are sized out and layed on the floor in piles, if one of the foremen is not constantly gathering them up and putting them away in the boxes (where they are kept until they are made into hands and later on into carrots) they soon lose the moisture and are very easily broken.

It is pretty generally conceded that the present crop of tobacco is a large one and notwithstanding this the outlook, as far as prices are concerned, will probably be about the same as last year. With a large crop in view they should be less, but as the farmers are asking good figures and up to now buyers seem to be paying them, the outlook for low figures later on may not be realized. It is quite probable that the farmers will, a little later on, sell at lower prices as the buyers are going slowly, which they must do in a year like this, if they want to be able to offer their merchandise in the market at prices where buyers from the States can secure what they need within a limit of making afterwards a profit on what they acquire.

Only a few sample lots have been packed in the Remedios section, just to see how the tobacco would cure in the bales, mostly of light tobacco, which has, in some instances, been sold for export to Europe. The tobacco seems to heat up well in the bales and if any opinion can be formed from the few lots which have arrived in Havana, the yield of first and second capaduras should be a great deal better than last year; not of overgrown size, but just the proper length and of good body. The tobacco also seems to be of fairly sound leaf, not much torn.

In Partido, several packings are under way at Artemisa, San Antonio de los Baños, Guira de Melena, Bejucal, Alquizar and possibly one or two other towns. However, if the weather changes, quite a number of packings of importance will be opened up the first week in May. It might be well for the buyers of wrappers not to look for the "burn on the leaf," as this is not so easily found this year; the tobacco burns good and freely, when wrapped around a cigar, but the very easy combustion of the past crop is not general in this one. There are leaves which will burn when a match is touched to them, but the majority won't. This opinion is formed from quite some lots of new tobacco, mostly seen in bundles right out in the country. It is possible that after the tobacco has fermented in the bales, and not so much sap is to be found among the leaves, that the combustion may be freer. There is no need to worry about the burn; it is good when wrapped around the cigar, but not of the same freeness of burn "on the leaf" as was to be found in the past crop.

In Vuelta Abajo, the weather is partially the cause of the delaying of more packings being started, but the price is also delaying some of the buyers from purchasing. The Vuelta crop is an A No. 1 crop, good style, sound leaf, and of aroma, but the farmers are too high at the moment to tempt buyers to close contracts. This state of affairs, however, will not, at least is not likely to, last long, it naturally being the start, and each grower asks whatever price comes into his head, naturally wanting to try and get the most possible.

That there will be no change in the tariff in the United States, as far as duty on Cuban leaf is concerned, has been a great relief to all interested in that business here. The one exception of the reduction on "scraps" will not materially benefit us, for the reason that up to now the quantity exported has been but a small item; this, however, may now be changed.

Lack of buyers from the States, together with small arrivals of new tobacco, and upon which every one is centering attention, has kept the market rather quiet. This does not mean complete inactivity, as always some transactions of more or less importance are daily carried on. Several lots of new Vueltas and Remedios have been bought for export to Europe, local factories have acquired a few lots and for the United States market several sales of old Vueltas have been put through. While our market is pretty well cleaned out, there are always a few suitable lots here and there to be picked up.

Manuel Lopez, owner of the "Punch" factory, has purchased all of the shares of the "Belinda" factory (it was a stock company) and same will now be run under his direct management; it will, however, retain its identity as an independent factory and have no connection whatsoever with the "Punch" factory, with the one exception that it is owned by the same party. To increase its holdings of last year's crop a lowland vega of Vuelta Abajo, from the San Luis section, was secured this past week for "Belinda."

August Kuttnauer, of Rothschild Sons & Company, of Chicago, arrived last week to look over market conditions and also see something of the new crop, with which he was very well pleased. He secured some of the last crop and took some options on new packings. In connection with his regular business he has accepted the western representation of the "Punch" and "Belinda" cigars, and will also be the general agent for Canada for the above well-known brands. An Eastern representative will also be appointed shortly to represent these two brands.

Ernest Ellinger & Company have received the first shipment from their Artemisa packing, consisting of some 150 bales, and which is entering very nicely in the fermented state.

Aixala & Company have received some 250 bales from their Artemisa packing and next week open up at San Antonio de los Baños.

Sobrinos de Antero Gonzalez are packing Partido tobacco in the town of Bejucal, where they are accustomed to make every year their fancy and high-grade factory packing. In Vuelta Abajo their buyers are active securing choice vegas, as is their custom. Antero Prieto, who recently returned from Spain, expects that this year they will have a very fine selection to offer their many friends and customers.

Jorge & P. Castañeda are busy at their large packing house in San Antonio de los Baños, where they have already packed quite a number of bales. This firm packs almost exclusively tobaccos grown or controlled under their direct supervision.

Leslie Pantin left on the nineteenth for a short trip to New York, accompanied by Mrs. Pantin. However, his stay will be but a short one, as he is expected back here the end of next week.

Mr. Rafael Marquez, president of the Cigar and Cigarette Manufacturers' Union, has presented a petition to Señor Manuel Sanguily, Secretary of State, asking that the Cuban government do all possible to celebrate a commercial treaty with the nations, so that the word "HAVANA" be reserved as an exclusive right for the use of Cuban made cigars and cigarettes, by manufacturers of Cuba.

Receipts From the Country of Leaf Tobacco:

Last Week		Since January 1.
Bales.		Bales.
2118	Vuelta Abajo	9609
212	Semi-Vuelta	1101
329	Partido	756
2	Matanzas	70
288	Remedios	1153
160	Santiago de Cuba	751
3109		13,440

From Partido over 1000 bales additional have been received, as a good deal arrives by wagon loads, and the above quantities are those brought in by railroad.

The ten largest shippers during the past fortnight were: Leslie Pantin, 733 bales; Garcia & Company, 687 bales; Sidney Rothschild, 471 bales; Ernest Ellinger & Company, 330 bales; Diego Montero, 261 bales; Miguel Perez, 255 bales; French Minister, 218 bales; J. F. Bernades & Company, 192 bales; Mark A. Pollack, 172 bales; Manuel Suarez, 171 bales.

Business in general continues fairly active with our large cigar manufacturers.

ORETANIV.

Tampa Factories May Make Cigars in Bond

Plan of M. Sanchez, of Berriman Bros., Receives Favorable Reception

AT a meeting of the Tampa Clear Havana Cigar Manufacturers' Association, held several weeks ago, a proposition was put before the members for the manufacturing of cigars in bond. This is the plan of M. Sanchez, manager of the factory of Berriman Brothers. Mr. Sanchez says that his plan apparently is being taken up with favor by the manufacturers and that it is well thought of. Under this scheme, the cigars would be manufactured under the supervision of the government, who would place upon every box a certificate stating the kind of leaf tobacco used. This might to a certain extent do away with the exploiting of so-called Havana cigars, which are in many cases a mixture of Havana and domestic tobaccos.

E. P. Berriman, of Berriman Brothers, is taking up the matter in Washington, where he will explain the plan to the Florida representatives, looking towards the passing of legislation which will allow the Tampa manufacturers to follow out this idea.

At a recent meeting of the Tampa Association, A. L. Cuesta was re-elected president of the body; J. Lopez, vice-president; M. Sanchez, treasurer, and M. Bustillo, M. Alvarez, Robert Morgan and L. Torres as directors. The only change in the list of officers is that the position of secretary in the future will be filled by George R. MacFarlane.

Simon L. Goldberg, Veteran Leaf Dealer

Simon L. Goldberg, who died in New York several weeks ago, was at one time one of the best-known figures in the leaf tobacco trade. Mr. Goldberg came to this country from Germany when a youth and until several years ago had been in the cigar business or either selling leaf tobacco. He was at one time interested in the Esberg-Bachman Leaf Tobacco Company, being manager of the New York branch, and in 1898 went into business with his two sons at 126 Maiden Lane, as S. L. Goldberg & Sons, leaf tobacco importers. Mr. Goldberg had the reputation of being an authority on tobacco and of being square in his business dealings, and the firm prospered.

Mr. Goldberg retired in 1907. He is survived by a widow, two sons and a daughter. One son, Sydney, is president of Simon Batt & Company. David L., another son, is also with the same concern.

Richard B. Arrington, secretary to B. N. Duke, the tobacco man, died recently at his home, 36 Ridgeview Avenue, White Plains, New York. He was thirty-nine years of age and was at one time connected with the American Tobacco Company, at Durham, North Carolina. He is survived by a widow, two sons and two daughters.

John Foerster, a cigar manufacturer of Columbus, Ohio, who was removed from his sick bed during the recent flood in that section, died at the home of relatives in that city as a result of the shock and weakness due to his illness. Mr. Foerster was sixty years of age.

James McBride, a retired tobacco merchant of Louisville, Kentucky, died at his residence in that city recently. Mr. McBride had been connected with the firm of Bockee, Garth & Schroeder, in Louisville, for twenty years, later going into business for himself. He is survived by a widow, two sons, John S. and Henry B. McBride, and three daughters.

William Franks, for many years identified with the cigar manufacturing business of Boston, Massachusetts, died in that city on April 21 after a prolonged illness. Mr. Frank was born in Baltimore and went to Boston about thirty years ago to enter the employ of his brother's concern, Daniel Frank & Company. He was connected with this firm until he was obliged to retire several years ago. Mr. Frank was an enthusiastic baseball fan and was a member of several charitable organizations and clubs of Boston.

John Dehmer, a well-known wholesale and retail cigar dealer of Tiffin, Ohio, died at his home in that city recently. He had been in business in that city for the past twenty-five years. Mr. Dehmer was born in Germany and came to this country while quite young. He was fifty-nine years of age, and is survived by one son, Louis Dehmer.

James J. Woods, of the firm of Weeks & Woods, cigar and tobacco dealers, died recently, at his home in Hartford, Connecticut, following a long illness due to a complication of diseases. He is survived by a widow.

Cigarmakers Protest Against Clause in Tariff Bill

Delegation Visits Washington and Contends That Change Relating to Philippine Imports Will Injure Domestic Manufacturers

WASHINGTON, April 21.

A DELEGATION of cigarmakers representing the International Cigarmakers' Union came here today to protest against the provision of the Underwood tariff bill that removes the limitation upon the free importation of tobacco and cigars from the Philippines. The delegation was headed by George W. Perkins, from Chicago, president of the union; Thomas F. Tracy, of Boston, vice-president, and Adolph Strasser, of Buffalo, New York. "If the provision of the Underwood bill is not amended so as to maintain the present limit of free imports," said Mr. Perkins, "this market will be flooded with Manila tobacco products to the detriment of our home industry. The largest cigar manufacturing interests will establish huge factories in the Philippines and turn out enormous quantities of cigars with the help of Oriental labor, to whom forty-two cents per day is a fair wage, and capture the home market and the American cigar manufacturers."

This clause of the new tariff bill has been the subject of much discussion in leaf tobacco and cigar manufacturing circles of the country and will be subjected to a heavy attack.

In the case of the American Tobacco Company and others, plaintiffs in error, versus the Peoples Tobacco Company, of New Orleans, the United States Circuit Court of Appeals in that city affirmed a decision of a lower court awarding the Peoples Tobacco Company $24,184.18 damages and $5000 attorneys' fees in its suit against the American Tobacco Company. The suit was brought under the Sherman Anti-Trust Act.

Reading

Walter Steppacher Dies at Residence—J. B. Staber, Warren, Pa., Cigar Manufacturer, to Move Plant to This City by June 15th—E. M. Hartman With Brownmiller's Cafe

READING, April 28.

THERE has been slight change in cigar manufacturing circles the past two weeks. The flood in the Middle West has affected some of the factories to a certain extent, some of them curtailing orders, but others have been rushing shipments the past week or so and say that cigars will be needed badly out there. There is no question that almost all the stocks of some dealers are gone in some sections and that this will mean more business for the cigar factories. Some of the manufacturing firms will probably help out some of the dealers, for they were hit hard financially.

Walter Steppacher, proprietor of the M. Steppacher Cigar Company, died at his residence, 243 Clymer Street, last week. He is said to have been melancholy since the death of his wife last June, and is survived by two children. Mr. Steppacher inherited the M. Steppacher business from his father, who died abroad several years ago. It is located at 645 Cherry Street.

J. B. Staber, a cigar manufacturer of Warren, Pennsylvania, is making arrangements to move his factory from that point to Reading by June 15. An entire story is being added to the Riegal Building at Front and Washington Streets. Other alterations are also being made so as to have an up-to-date plant. The factory when completed will accommodate 250 hands. Mr. Staber has been manufacturing cigars at Warren for a number of years. Since hands are scarce in this city, many are wondering whether he expects to bring some of his old employees along to work for him there.

E. M. Hartman, who has been manager for the past four years of the United Cigar Store at 612 Penn Street, has resigned and will take charge of the cigar department of Brownmiller's Cafe at 611-615 Penn Street. A full line of cigars, cigarettes and other smokers' supplies will be carried in stock. A display window will be put in and Mr. Hartman assures his friends it will be worked right. He is a great believer in modern business methods and is well versed in the cigar trade, having manufactured cigars for a number of years in this city.

The American House is still undergoing renovations. The cigar stand is not being forgotten in the improvements. A large plate glass window and the new humidor, which will be placed, will make this stand one of the best in the city.

The different cigar factories are working to a fair file of orders and look forward to a good year's business.

Detroit

Some Detroit Factories Dull; Retailers Busy—New Stores Opening and Many Changes Throughout the State of Michigan—Hemmeter Cigar Co., Sues John McNee Cigar Co.

DETROIT, April 25.

IT seems to be the general opinion that cigar manufacturers throughout the country are experiencing a slump in business at the present time, and this applies somewhat to Detroit as well. The tobacco salesmen who have been calling on the local manufacturers are surprised at the many reports of business being dull here. This does not apply to all, however. John P. Hemmeter says he has not noticed any falling off in trade and is just as busy as he ever was. Herbert Weil, secretary of the San Telmo Cigar Manufacturing Company, makes a similar report, and as a matter of fact is behind in orders. "Sandy" Stuart, of the Superia Cigar Company, says he has no complaint to make, as he does not look for an enormous business, but is keeping the entire factory busy and showing an increase every month. Jacob Mazer, of the Mazer Cigar Company, is well pleased with business conditions as applied to his factory.

The Lillies Cigar Company have been closed for ten days and expect to reopen April 28. "We are not surprised at the slump in business," said Isaac Goldberg, a member of the firm. "We have been enjoying a phenomenal business during January, February and March, and even April, up to the time we closed, is equally as good as April of last year, so really we have no fault to find. Of course, in comparison with the three preceding months the showing looks bad, but on the whole is very satisfactory. The falling off at present is undoubtedly due to the Ohio floods, the various hurricanes in the past six weeks and the tariff agitation. We believe that it will all come back inside of the next sixty days. I should say that 'over-production' is the reason for the present slack period."

On the other hand, retailers are not complaining, but say that trade for spring has opened up splendidly and increasing every day. The weather has been ideal and the opening of the baseball season has had a lot to do in making business good.

The cigar manufacturers are very much interested in what the outcome will be with regard to the suit started last week in the Wayne County Circuit Court by the Hemmeter Cigar Company against the John McNee Cigar Company, of Windsor, Ontario. The Hemmeter Company alleges that the McNee Company has been using underhanded methods in inducing their (Hemmeter Company) cigar workers to leave them and take positions with them (McNee Company). The McNee Company has been offering the girls on an average of four and five dollars a week more, and a number of them have been accepting. The suit involves $50,000. Mr. McNee states that his company did not try to injure the Hemmeter Company by taking away their help. The interesting point in this case is whether an American company has any redress against a Canadian company using such methods, granting even that they did do as is alleged.

Joseph T. Snyder, who operates a chain of stores in Buffalo and through New York State, and who recently opened one in Toledo, has taken a lease on the front of the Churchill saloon at 158 Woodward Avenue, and has already started to remodel same. He expects to occupy it May 1 with an up-to-date cigar store. About the same time he hopes to open up his other Detroit store, which will be at 115 Woodward Avenue.

Abe Hirsch, representing Joseph Hirsch & Sons, tobacco importers, has taken temporary quarters with his family at the Hotel Ponchartrain, pending his decision as to whether or not he will return to Dayton, his former home, which was completely destroyed in the Ohio floods.

The George White cigar store at North Jefferson Street, Battle Creek, has been redecorated and remodeled. Mr. White reports a very good trade.

Charles Fields, the most popular fellow in Sault Ste. Marie, city comptroller, and proprietor of the leading cigar store and billiard room, has just opened up another cigar store and billiard room and bowling alley.

J. F. Hoonan, cigar and tobacco dealer in Hastings, Michigan, has purchased the leading restaurant of the town and will continue the business.

In front of the billiard parlors of Harry Paul, 1019 Ludington Street, Escanaba, a hugh electric sign has been erected. The new sign is a flash electric "Cigars and Billiards" and is one of the most attractive places in town.

One of the largest electrical signs in the state is being erected in front of the Old Mission billiard parlor on North Jefferson Avenue, Battle Creek. It is nine feet long and stands four feet high. The arrangement of lighting depicts a billiard table with two players in action. Alexander & Whalen, proprietors, say their cigar department is doing the best business in its history.

The work of remodeling and redecorating the cigar store and billiard parlors owned by James McLarty on East Avenue, Kalamazoo, has just been completed.

The Amboss cigar store at the corner of Shelby and Lafayette Streets will vacate the first of July. A new building will be erected there. Mr. Amboss is asking a bonus for his lease to vacate sooner and if amicable adjustments can be made he will leave at once. He has not decided on any future location as yet.

The anti-cigarette bill which has been pending in the Senate was voted down. The legislature closes about the first of May, which means that there can be no anti-cigarette legislation for at least two years more. When a leading dealer was asked whether he was alarmed over the bill, he replied "The legislature brings the anti-cigarette bill to life every time it wants a little money or want something to do. It's reached the stage where we don't even pay attention to it any more."

One of the leading cigar emporiums in Monroe, Michigan, is that of William Gessell, 49 East Front Street, where a complete line of popular brands is carried.

V. V. Brady has purchased the cigar store in the lobby of the McGraw Building, formerly owned by Mrs. Frank M. Smith.

Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, has been confined to his home for the past four weeks by sickness.

The Beuhler Tobacco Company on Jefferson Avenue, who recently purchased the leaf tobacco business of Rothschild Brothers, is doing very nicely according to the report of Mr. Beuhler.

R. N. Loomis, manager in this district for the cigarette department of Butler & Butler, has left after working the city with a large crew.

Albert Worch, of the Wayne Cigar Company, has left for a trip South. Charles J. Spietz, his partner, was one of the pallbearers at the funeral of Father Mueller, prominent Polish priest, who during his life time had done many things to help adjust difficulties between the Polish cigar workers and the factory owners. All of the cigar factories in the city were practically closed down on the day of his funeral, which was attended by nearly 60,000 people.

The Harry W. Watson Cigar Company, of Detroit and Flint, is being managed by Eugene Watson, son of the late Harry W. Watson. There has been a report that several cigar jobbers have been making offers to purchase the business.

Robert Anderson, of Tompsonville, has opened a cigar store in connection with a lunch room.

John T. Walsh, who conducts a cigar store on West Main Street, Owosso, has leased a store building on South Washington Street, which he will occupy with a stock of tobacco and cigars and conduct a wholesale and retail establishment in connection with his branch store.

The Cass Cigar Company, of Charlotte, has been incorporated with an authorized capitalization of $6000, of which $3000 has been subscribed and $1500 paid in in property.

An up-to-date cigar department is one of the features of the new drug store of Gongwear & Stealy on Genesee Avenue, which recently opened for business in Saginaw.

Edward Lichtig, of the Philip Morris Company, has returned from a trip to the Upper Peninsula of Michigan.

A new five-cent cigar has been put on the market by the Grossen & Hicks drug store in the Marjorie block, Battle Creek. It is called "The Enquirer" and the box contains a replica of the front page of the Battle Creek "Enquirer."

It is expected that negotiations will be closed within the next few days between the G. J. Johnson Cigar Company and the Pantlind Hotel Company, both of Grand Rapids, Michigan, whereby the former will accept a bonus and give up its lease on its store in order that the proposed new twelve-story Pantland Hotel can be built without interruption. Mr. Johnson's lease runs for some months yet, and he has demanded a bonus that if paid would prove very lucrative for him.

There have been many leaf tobacco salesmen in town lately: Howard Kinney, of H. Duys & Company; Fred Singer and Marco Fleischman, of F. Rossin & Sons; Henry Levey, of Teodoro Perez & Company; Harry Nathan, of Spingarn & Company; Robert Jaskulek, of Marcus Jaskulek, of Dayton; Joseph Hirschberg, of Benjamin Labe & Sons, of Philadelphia. Other visitors: Albert Hautzenroeder, of the Hautzenroeder Cigar Company, of Mansfield, Ohio; Julius Marqusee, Jesse Powell with the "First Consul" cigar and Val Keough boosting "Baron de Kalb."

MICHIGAN.

In order to provide for the growing demands of their business, Gans Brothers, the well known cigar manufacturers of New Brunswick, New Jersey, have just completed negotiations for the erection of a cigar factory in that city, to be located on Bethany Street. Present plans call for a factory 100 by 40 feet in size on a lot 66 by 125 feet. The new structure, into which it is expected Gans Brothers will move next summer, will consist of two stories and basement of brick construction.

Swisher Brothers, cigar manufacturers, have started work on the erection of a reinforced concrete cigar factory at Newark, Ohio. The building will be 50 by 200 feet.

The tobacco business of Polk Brothers, Taylorsville, Kentucky, which came into existence about twenty-five years ago for the purpose of manufacturing different brands of smoking tobacco, has been purchased by Charles P. Polk & Brother, in addition to a number of other business men of Springfield, Kentucky, among whom may be mentioned James H. Marcus, Morry T. Wakefield and M. F. Rothchild. The old name will be retained by the new owners, who plan to incorporate for $10,000. It is possible that the plant, which is to be enlarged and have salesmen out on the road, may be removed to Springfield, where the greater portion of the stock is held.

Los Angeles

Klauber-Wangenheim Co. Takes on for Distribution "Luxello" Cigar, Made by Luckett, Luchs & Lipscomb, of Phila.,—A. B. Greenwald Cigar Co. to Distribute "Barrister" Cigar

Los Angeles, April 20.

THE business situation among the retail cigar stores has presented little change in the past two or three weeks. The jobbers have been busy constantly, filling orders for the city and the country, these orders being unusually large. Collections have been keeping up, and no complaints are noticeable from the jobbers.

Morris Burke after an absence of seven weeks from this city, has spent most of his time since reaching home, telling his many friends the news garnered from his trip East. Since his return he has succeeded in selling to the Klauber-Wangenheim Company, of this city, one million and a half cigars. He has placed with them the "Luxello" cigar, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, and also the "Picadura Import," manufactured by L. Newburger & Brothers, of Cincinnati. Mr. Burke has engaged the services of two well-known and reliable salesmen to introduce these brands with him in this territory, and by the time the campaign ends (it will start May 1), Mr. Burke, and all, will no doubt have the satisfaction of seeing these brands with the biggest sellers in this territory.

J. B. Bonhaus, of Klauber-Wangenheim Company, Los Angeles, has just returned from a trip to Chino with some nice orders for that firm. He has made a record for one day's business, having sold 27,000 cigars. It shows pretty good work on Joe's part.

George L. Storm, of the Surbrug Company, was in the city recently and called on his distributors, the Klingenstein Company. It is interesting to learn that the Klingenstein Company again has control of the "Surbrug" line, and the results shown by them in the past two years has exceeded all expectations.

Mr. C. McCormick, representing Pendas & Alvarez, is calling on the trade in the interest of the "Webster" cigars, which are distributed by the Klingenstein Company.

George Yocum is also in the city, boosting the "Y-B" cigars.

As regards the leading brands of the Klingenstein Company, much can be said of the way in which their "Cincos," E. Regensburg & Sons' "American" cigars, and "La Preferencia" cigars, are selling. Increases are very noticeable in these lines daily.

Mr. Harry Rinaldo, of San Francisco, is expected in Los Angeles this week to commence to push and boost the "Mi Rey" cigar through the A. B. Greenwald Cigar Company's interests. This well-known brand is from the factory of Rey Straus & Company, Tampa, and this brand is doing fine.

"The Barrister" cigars, manufactured by Celestine, Costello & Company, have been placed on this market by the A. B. Greenwald Cigar Company, assisted by the well-known cigar broker, Gus Hoefer. Results already shown of this brand depict how "Gus" has been on the job. No loafing for this bird.

Some very attractive window displays can be seen this week of "Milo" cigarettes in all the Hookstratton Cigar Company's stores.

J. J. Gans, after fourteen years' deliberation has finally decided to leave today for a four weeks' vacation trip. Business has kept him from attempting such a thing, and his failing health demanded it. Robert Gans, a member of the firm, will take charge of the business end of the firm.

M. B.

Seattle

Washington Cigar Dealers Report Good Trade For Past Two Weeks—Burley Tobacco Co. Introducing "City Club"—"Fatima" the Biggest Selling Cigarette

Seattle, Wash., April 22.

BUSINESS is much better than it had been for the past three months, the cigar and cigarette trade especially being very active.

Mr. H. Lee, who has for several years been connected with the National Grocery Company in the pipe department, has resigned his position. Mr. Gus Gillis succeeds Mr. H. Lee. Mr. Gillis is a thoroughly experienced pipe salesman, being formerly connected with the S. G. Russell Company. The National Grocery Company has the largest pipe trade on the Coast. Mr. Gillis expects to show a big increase over the present business.

I. I. Hess, the "Optimo" man, has been in the city for a week, making the "Optimo" more popular than ever.

I. M. Cohn, manager of the cigar department of the National Grocery Company reports the "Optimo" showing a big increase. He also reports a big increase on their other brands, which are the "Chancellor," "San Felice," "El Wadora," "Pippin" and "Alejandria."

E. C. Hemphill, of the Burley Tobacco Company, is doing some very effective work on their new brand, "City Club," which is repeating in fine shape.

Mrs. Helen Bullis, formerly in the hotel business in Bellingham, has purchased the Diller Hotel cigar stand.

J. P. Clark, the popular Pine Street dealer, says he will have to establish an information bureau in his store. Every stranger that comes to Seattle, seems to drop in on J. P. for information.

Henry Prince, the leading Tacoma cigar dealer, spent a day here recently coming over in his auto. On his arrival in Seattle he displayed a pocket full of spikes that were picked up by his tires, which was the cause of Mr. Prince arriving in Seattle somewhat late.

Fred Riese, "the cigarette man," is busy with his big crew increasing the sale on his various brands. Fred says he is going to fatten the sale on "Fatima" some more. The "Fatima" is one of the most popular cigarettes on the Coast.

J. H. Nightingale, of Tobacco Company of California, was a recent visitor here among jobbers.

Joe Dizard, the busy Yeslerway dealer, is selling cigars in big quantities again. Most of the fans stop at Joe's and load up for the ball game. The fans claim they get quick service at Joe's, he knows just how many and what brands they want, so there is no time lost in catching a car.

Ben Grimes says his customers have all fallen in love with "Sweet Loma" fine cut. Ben sells more "Sweet Loma" than all other tobaccos combined.

Bun.

Cigar merchants of Chattanooga, Tennessee, are much interested in negotiations now under way between a number of concerns for securing the corner of Eighth and Market Streets, in that city. The United Cigar Store agents have announced that they have an option on the lease. Other interests claim that this option is not binding.

Country's February Imports Unusually Heavy

THE month of February was a very active one for the importers of leaf tobacco and its manufactured products. Natural leaf, both wrapper and filler grades, was brought into the United States in much larger quantities than compared with the corresponding period last year. The importations of cigars, cigarettes and cheroots free of duty from the Philippine Islands, was also greatly increased. The figures for the month are almost double those of February, 1912.

Cigars, cigarettes and cheroots, entering free of duty from the Philippine Islands, included 191,767 pounds by weight and 14,990,000 by number, an increase of 118,858 pounds or 163 per cent., and 10,031,000 or 20 per cent., respectively. The figures for the month are as follows:

FEBRUARY IMPORTS.

	1913.	1912.
Leaf, suitable for cigar wrappers, lbs.	252,519	218,618
All others, lbs.	7,235,112	2,765,620
Cigars, &c., from Philippines, duty free, lbs.	191,767	72,909
Cigars, &c., from Philippines, duty free, No.	14,990,000	4,959,000
All other cigars and cheroots, lbs.	43,946	41,499
Cigarettes, duty paid, lbs.	1840	1851

EIGHT MONTHS OF FISCAL YEAR.

	1913.	1912.
Leaf, suitable for cigar wrappers, lbs.	3,226,841	3,410,708
All other leaf, lbs.	38,806,137	28,356,723
Cigars, &c., from Philippines, duty free, lbs.	1,142,982	510,256
Cigars, &c., from Philippines, duty free, No.	83,718,000	36,621,000
All other cigars and cheroots, lbs.	469,558	463,451
Cigarettes, duty paid, lbs.	38,660	12,545

The report of the United States Department of Commerce and Labor for the month of February indicates a normal business in the exportation of leaf tobacco and its manufactured products. In comparison with the same month last year a slight improvement is noted in the volume of leaf tobacco and of stems shipped to foreign countries. Cigarettes and smoking tobacco both show increases, but large cigars and plug tobacco show decreases.

The figures are as follows:

FEBRUARY EXPORTS.

	1913.	1912.
Unmanufactured leaf, lbs.	23,746,233	22,870,553
Stems and trimmings, lbs.	200,676	97,131
Cigars, number	52,000	201,000
Cigarettes, number	228,686,000	167,924,000
Plug, lbs.	348,740	726,728
Smoking, lbs.	119,720	116,976

Philadelphia Box Makers Charter Schooner to Transport Cedar Logs

THE smoker who picks up his luxurious cigar probably rarely thinks that in order to make that cigar, ships have hurried all over the world to find and bring the very best to please the fastidious taste. Caviare has nothing on tobacco in that respect. From Havana, of course, comes a large part of the raw material, but that is a short voyage. Sumatra wrappers are sent to Amsterdam and then brought to America. Gum tragacanth is found in Arabia. Many bands and labels come from Leipzig. And Spanish cedar grows only in Cuba and Mexico.

It is the delicate aroma of Spanish cedar that makes it the only wood that will preserve the flavor of a good cigar. All sorts of substitutes have been tried in an effort to get a cheaper packing, but all have been rejected. The Havana manufacturer would not think of packing his cigars in anything but solid cedar. Tampa knows nothing but solid cedar. The veneered box, which you can discover by cutting into it, is much used on the cheaper grade of cigars in this country, but the glue usually kills the faint odor from the thin slice of cedar.

Spanish cedar is getting scarce in Cuba and that island can supply only thin, scrubby trees and a poor grade of wood as its forests are cut low. But Mexico is rich in the finest cedar the world has ever known. There are hundreds of thousands of acres of primeval forests in the interior where a saw has never been heard. This has been due almost entirely to the lack of stability in the Mexican government, but there are bright prospects for the future, as capital is made more welcome. It is into this country that the Henry H. Sheip Manufacturing Company, of Philadelphia, have recently entered, almost as pioneers. The cedar they are cutting is in a province never before lumbered, and the trees growing about one to an acre are a hundred years or more old and sometimes as much as six feet in diameter. One can imagine what that means, judging from the size of the trunk of an American oak. It was unsatisfactory and sometimes almost impossible to transport these huge cedar logs to Philadelphia on the regular lines of steamers. This company has therefore chartered its own schooner, which has just delivered its first cargo of logs at the Port Richmond Piers, in Philadelphia. A picture of the schooner is shown herewith.

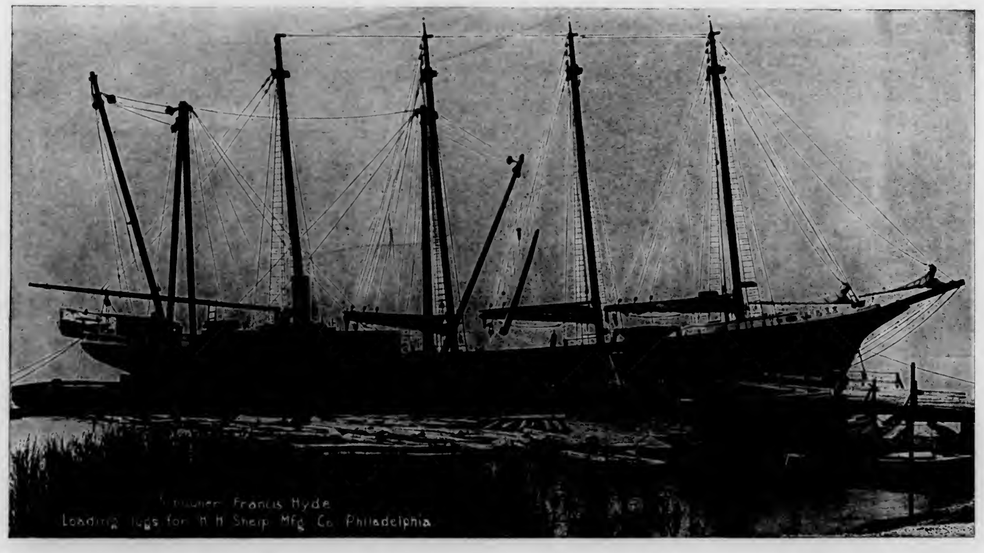
Smokers Take to "City Club"

The Burley Tobacco Company, of Louisville, Kentucky, are rapidly introducing their new tobacco, "City Club," which they claim gives the smoker a great deal of value for the money, in that the leaf for the tobacco is grown by the manufacturers themselves.

This concern owns the land on which the tobacco is grown, selects the leaf and manufactures it, so that every process from beginning to end is under the company's direct supervision. This is the first time that tobacco has been produced in smoking form in exactly this manner. The cream of tobacco from thousands of farms is available and it is said that the quality of "City Club" is therefore of a very high order.

The success with which this brand has met indicates that the plan is rich in results. "City Club" is prepared for the pipe and cigarette and is sold in the usual two-ounce, ten-cent tin. The advertising campaign now being carried out on "City Club" should shortly make the brand one of the big national sellers.

Loading Cedar Logs in Mexico to be Used For Cigar Boxes



LEAF TOBACCO MARKET

Dealers to Protest Philippine Clause in Tariff Bill at Atlantic City Convention—Growers in all Parts of Country Have Plant Beds Well Under Way—Frost Kills Plants in Connecticut

NEW YORK.

NEW YORK CITY, April 23.

ALL types of cigar leaf are enjoying a fair demand at present, although the market has been quiet. Wrapper leaf is selling better than it had been and the new Sumatra is being sold heavily. This is more than coming up to expectations, and though prices are high, very little complaint is heard on that score. A large proportion of the new importations of Sumatra is already in the hands of the manufacturers.

The Florida and Georgia leaf are also selling well. This leaf is selling on a greater scale than ever before. It is the opinion of many that it is improving in quality each year and many manufacturers are beginning to purchase this tobacco who never would use it before. Last year's crops are said to be the best in the history of tobacco growing in those sections.

Leaf dealers seem to be taking a waiting attitude regarding Havana. The old crop is pretty well cleaned up and it will be several weeks before the bulk of the new Havana is in our market. Although none but favorable reports have been heard on this tobacco, dealers are not quite satisfied as to its quality until they can test it thoroughly. The dry season has delayed packing in the Remedios sections of the Island and quite a bit of this tobacco is still lying in the sheds.

Dealers are wondering just what will come up in the National Cigar Tobacco Leaf Convention this year. Owing to the unsettled condition of trade generally in Dayton and vicinity the convention will be held in Atlantic City. It is probable that the new tariff bill, pertaining to the amount of Manila leaf tobacco allowed in this country free of duty will come up for discussion. Some tobacco interests seem to think that this is a bad thing.

PENNSYLVANIA.

PHILADELPHIA, April 24.

THE leaf tobacco market is beginning to show a slight improvement over the past two weeks. With the settling of conditions in the Middle West it is thought that it will have a favorable effect on this market. Connecticut is selling well, as is Wisconsin. The binder situation is somewhat relieved, but the demand is still strong for this kind of leaf.

The local Leaf Tobacco Board of Trade had a meeting recently, at which time delegates were appointed for the Cigar Leaf Convention to be held in Atlantic City. This meeting will take up nothing of vital importance as in other years. The tariff bill suits almost everyone concerned, except the section relating to the amount of Manila tobacco allowed in this country duty free. Some dealers seem to take exception to this, but as the limit of importations from the Philippines, both as regarding raw leaf and cigars, has never been reached, it is not likely there is any danger now of increased importations. The Sumatra question is a closed issue and nothing is contemplated on this score.

LANCASTER.

Dealers who are interested in the raising of Havana seed tobacco in Lancaster County, in place of the Pennsylvania broadleaf, for which there is little demand, though the warehouses of Lancaster are filled with it, are authority for the statement that sufficient Havana seed was distributed by them for a thousand acres, and it was only given to growers who contracted to plant it, using on the land only the best commercial fertilizer or fertilizer from the barnyard. Tobacco beds of all varieties of seeds are now showing green, and the plants will be ready at the usual time, late May or early June, as the weather allows.

It is estimated that all but about ten per cent. of the 1912 crop has now been sold, and during the past week prices have stiffened a little, recent sales being reported at seven and eight cents a pound. The 1912 goods in the warehouses are going through the sweat satisfactorily so far, heating up nicely. Local packers report trade as very dull the past week in old goods.

WISCONSIN.

EDGERTON, April 18.

WITH the indications that spring has finally arrived, growers have commenced the work of laying plant beds for another crop. The chances are that sprouted seed can safely be sown, for warm days are now due.

A straggling business is yet being done in taking over the very last remnants of the unsold tobacco, but the country districts are swept as bare as ever was known. A few belated crops have been received during the week, but practically this work is over for the season.

Spring fever is getting quite a strong hold on the warehouse help and packers are pleased to see the end of a long season in view. A few concerns, however, have stock in sight for a week or so yet, as the scattering of the help prolongs the work.

A few carloads of Pennsylvania have been brought in by local packers who were attracted to that state by the low prices at which the Pennsylvania is selling.

Nothing of importance has developed in the market for old leaf.

Carl W. Wobbe, New York leaf dealer, was in town for a short stay during the week, coming here direct from Dayton, Ohio, where his firm suffered quite extensively in the recent flood, having about 1500 cases of old goods stored there. A portion of the tobacco, however, belonged to their customers to be delivered as needed. Mr. Wobbe is of the opinion that most of the tobacco in the flooded districts at Dayton will prove an almost total loss, as there is no way in which it can be handled immediately. Transportation facilities have not yet been restored, neither could help be secured to handle the wet tobacco, for the city is under martial law and every available man is put to work helping clean up the city. If the tobacco could have been rescued a few days after the flood and conveniences secured for rehandling and drying it, a good deal of salvage might have been obtained. Now with warm weather at hand the tobacco is very liable to rot before anything can be done with it. As every case represents a cost of about $50 or $60, the loss to himself and other Miami Valley packers can easily be figured to exceed more than a million dollars. The conditions at Dayton, however, were the worst of any of the packing points in Ohio. Mr. Wobbe returned to Dayton Saturday evening.—*Edgerton Reporter.*

CONNECTICUT.

SUFFIELD, April 22.

THE heavy frosts of last week gave the tobacco farmers a slight setback. During the recent spell of springlike weather many tobacco beds were sown several weeks earlier than usual. When the cold weather arrived the plants were nipped by the frost and many of them killed. It will not mean serious loss or any lengthy delays.

The warehouse season is closed in this section. Recent festivities at a number of points marked the closing of the season.

It is estimated that there will be an increase in acreage in the Connecticut Valley this year of about two hundred acres. There seems to be a tendency to get away from raising primed Havana this year. Farmers say that the extra trouble that primed tobacco takes does not pay them for the difference in price. This is the case with the smaller grower more so than the large one. The small fellow seems to have more difficulty in securing help when the harvesting season with its priming is at hand.

Growers do not look kindly on the new tariff bill, especially the clause relating to the importations of Manila tobacco in this country. Some of them seem to think that it will have an effect on the tobacco grower in this section. Others laugh at these croakers and point to the fact that the importations in other years have never come near to the limit allowed.

KENTUCKY.

HOPKINSVILLE, April 18.

THE dominant feature of last week's trading on this tobacco market was the strength of prices generally. It was to be expected that the enormous deliveries of loose tobacco that have been made here during the past weeks culminating in last week's record breaking receipts of approximately 900,000 pounds, would glut the market and cause lower quotations on this class at least. But last week's activity seems to be a denial of this, for while the season's high water mark was not exceeded it was reached and all grades showed a steadiness and firmness that was remarkable.

Deliveries of loose tobacco slacked up considerably as compared with the great rushes of other weeks, but even then the various houses had about all they could conveniently do in caring for it. Loose floor sales alone were approximately a half million pounds and prizing house receipts direct from the farmers were equally as much and probably more. This tobacco continues to come from eight or ten counties contiguous to this market. This season's record price of $12.25 per hundred was reached. The schedule of prices prevailing on the loose floor was as follows: Trash, $3 to $4; lugs, $4 to 7; leaf, $6.50 to $12.25.

PRINCETON.

Tobacco plant beds of a number of Caldwell County tobacco growers were sown with grass seed at night and ruined. In each instance the canvas covering of the bed was removed and the soil raked over as a preliminary to sowing the seed. Among the beds sowed by the vandals were those of Senator J. H. McConnell, H. C. McConnell, T. G. Smiley, George Smiley and C. A. Smiley.

There is no clew to the person or persons guilty of the vandalism. There has been some feeling, however, over the fact that growers who are not members of any association have sold their crops for the most part, while but little of the tobacco grown by the organization planters has been disposed of. Most of those whose beds were sowed live in the southern part of Caldwell County.

Newsy Paragraphs From Leading Leaf Tobacco Centres

It has been estimated by the Dayton Citizens' Committee that the flood damage in that section to the tobacco interests will amount to $1,350,000. This does not take in consideration the losses in points outside of that immediate section of Ohio.

The leaf tobacco packing and importing firm of Juskowitz & Bogner, of 413-415 Houston Street, New York City, has moved to 402 East Houston.

In a recent address to the Lancaster County Tobacco Growers' Association, Dr. J. Harry Pickel, a physician and tobacco planter as well, stated that the situation in that county could be attributed to the methods used by the buying interests. He also rapped the growers for not taking a greater interest in the association. It has been estimated that there are eight thousand tobacco growers in the county and of this number but two hundred belong to the association. "To tell the truth," said Mr. Pickel, "we are licked to a frazzle. We are dead and done for and either do not know or do not care." He counselled organization. A selling plan as used by York County growers was suggested, but no action was taken on the matter.

The Kentucky division of the Farmers' Union has called a meeting of all tobacco organizations in that state, to be held in Louisville May 7. It is intended to get all the farmers' organizations together and effect a national selling system. It is urged that the tobacco growing interests can secure better prices by combining under one selling system. There are now a number of pools and equity societies in Kentucky, composed of tobacco planters, and it is hoped to amalgamate all these bodies.

The German tobacco importing firm of H. N. Oettinger & Company, of Hamburg, in a recent report have the following to say about tobacco stocks in that market:

Havana—Stocks in this market are gradually going at full prices. According to reports on the new crop received here, the Vuelta Abajo crop has turned especially large, while the Partido crop is of the same size as last year. Both crops are reported to be of good quality.

Brazil—Consequent on the high prices ruling at the source of supply an increased interest was shown in local stocks of old crop. Seventeen thousand bales were sold at the increased prices asked by sellers. Interest in the remaining 8700 bales of the 1911 crop remains keen. The so much looked forward to first arrivals of the new crop came in at the end of March in the shape of 60,000 bales, and it is undeniable that the quality of the new crop must be characterized as most satisfactory. The new crop, which does not total more than 300,000 bales, is said to be already wholly disposed of to the exporters in Brazil.

Sumatra—Prices were extremely high, but this was compensated by the splendid quality and light colors of the superior parcels.

Java—The Vorstenlanden crop, while being satisfactory in the color and texture of the leaf, burns badly. The Bezoeki after-crop, which is estimated at 40,000 bales more than last year, has the same fault.

Turkish—Owing to the increased consumption and to the scarcity of importation in consequence of the war, prices continue their upward movement. In Smyrna tobacco there are practically no stocks and hardly any arrivals are to be expected as the whole crop has already been sold.

The Virginia, Kentucky and Tennessee tobacco growers will be given a chance to present their case before the Congressional Commission to investigate purchases of American tobacco by foreign countries on April 29, 30 and May 1. The foreign governments purchase largely of the grade of leaf grown in these sections, and the investigation is being done on their account. Growers claim that there is an understanding on prices by foreign interests and that they are not getting the prices they should for their crops.

The tobacco situation which faces the Lancaster County growers at the present time has been likened to that which the planters in the Big Flats District in New York State had to face several years ago. The growers had been increasing their acreages in that section each year, but paid too little attention to quality. They had been growing for quantity and had lost sight of the quality. Several years ago prices had dropped to four and five cents. Prices as low as this were received on the 1911 crop. Many farmers cut their acreages of tobacco in 1912 and more attention was paid to improving the quality of the tobacco. A comparatively small crop was raised in 1912, about fifteen thousand cases, but the quality was so good that in many cases twelve and fifteen cents were paid for it—a high quotation for tobacco in that section. This leaf is said to be of good burn and suitable for wrappers. In many respects it is like Connecticut tobacco. The history of tobacco growing in that section dates back to the time when the soldiers were returning from the Civil War. The Big Flats tobacco is used by cigar manufacturers in every section of the country and is often used as a substitute for Connecticut.

Flood Bill Provides for Bureau of Tobacco Industry

A bill has been re-introduced into the House by Representative H. G. Flood, of Virginia, which provides for the establishment in this country of a "Bureau of Tobacco Industry," from which agents of foreign tobacco monopolies may secure their tobacco. Mr. Flood states that the present method is a poor one and leads to disorder and general dissatisfaction among the domestic growers. He further states that it is "desirable that the business in American tobacco done by Austria, Italy, France, Spain and Japan for their tobacco monopolies could be so conducted so as to promote the general interests of all parties concerned." The Secretary of State is requested in this measure to get in touch with the above-named governments and see if some satisfactory plan for the establishment of such a bureau cannot be provided for.

Examinations For Assistants in Bureau of Plant Industry

An examination by the United States Civil Service Commission will be held on May 7 to secure assistants in tobacco investigations under the Bureau of Plant Industry, Department of Agriculture. One position, which pays $1200 a year, will require a thorough knowledge of the methods used in the dark fire-cured tobacco section of Kentucky and Tennessee. This assistant will go on duty at Clarksville, Tennessee. The second position, which pays $900 a year, requires that the applicant be familiar with practical methods of tobacco growing as applied in North and South Carolina and Virginia.

A cigar factory has been started at 988 East Locust Street, North Side, Springfield, Missouri, by C. O. Brandt, who was formerly employed in a local cigar factory.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

THE MAN FROM HOME:—25,803. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. Max Kistler, Dubuque, Ia.

COMMON PLEAS:—25,804. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. Mahlon Shelly, Philadelphia.

LADY AMY:—25,805. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. Charles Wortman.

OXNARD LEADER:—25,806. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. W. J. Kelley, Oxnard, Cal.

CYANELLA:—25,807. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. C. B. Henschel Manufacturing Company, Milwaukee, Wis.

WALDO:—25,808. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. George W. DeWald Cigar Company, Waterloo, Ia.

UNFINISHED:—25,809. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. Philip G. Martinez & Sons, Germantown, Pa.

BELLE ATHY:—25,810. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. E. A. Moffat.

FISKO:—25,811. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1913. C. Ver Berkmoes.

BILL FOLD:—25,812. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913. H. E. Heffelfinger, Reading, Pa.

DIME WINNERS:—25,813. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913. Windsor Cigar Company, Windsor, Pa.

ROOS ROOSTER:—25,814. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913. S. R. Moss Cigar Company, Lancaster, Pa.

STICTUIT:—25,815. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913. Kaufman, Pasbach & Voice, New York.

TERRA RICA:—25,816. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913. Kaufman, Pasbach & Voice, New York.

303:—25,817. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913. Charles H. Warner, Reading, Pa.

220:—25,818. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913. Charles M. Gudknecht, Philadelphia, Pa.

LYNTELLE:—25,819. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 9, 1913. Andy Marx.

BRIARDALE:—25,820. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 9, 1913. The G. Johnson Cigar Company, Grand Rapids, Mich.

RICHARD McALLISTER:—25,821. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 11, 1913. The J. A. Poist Company, McSherrystown, Pa.

CUBAN REPEATER:—25,822. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 11, 1913. Charles W. Armstrong, Newark, O.

WOARENA:—25,824. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1913. National Lithographic Company, New York.

EL TRITON:—25,825. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1913. National Lithographic Company, New York.

MELLO TONA:—25,826. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1913. National Lithographic Company, New York.

LA KURBA:—25,827. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1913. The Moehle Lithographic Company, Brooklyn.

WASHINGTON PARK PLACE CIGAR:—25,828. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1913. J. Goldberg, Newark, N. J.

MONOGRAM L. B. (Red and Green):—25,829. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1913. Ludwig Brothers, Chicago, Ill.

LITTLE DUDLEY:—25,830. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1913. Star Cigar Company, Oklahoma City, Okla.

UNIFORM:—25,831. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 14, 1913. Greenwood & Company, Savannah, Ga.

HITCHY KOO:—25,832. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 14, 1913. F. E. Minnich, Dallastown, Pa.

PAW WANA:—25,833. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 15, 1913. Wm. Steiner, Sons & Company, New York.

STUNNED:—25,834. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 15, 1913. Gwynn, Martin & Strauss, Key West, Fla.

DIGESTO:—25,835. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 16, 1913. Kaufman, Pasbach & Voice, New York.

LA JERONA:—25,836. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 16, 1913. Heywood, Strasser & Voigt, New York.

FLOR DE BARRA:—25,837. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 16, 1913. Heywood, Strasser & Voigt, New York.

BEL VOR:—25,838. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 16, 1913. A. C. Henschel & Company, Chicago, Ill.

CREDO:—25,839. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 16, 1913. Royal Havana Cigar Manufacturing Company, Baltimore, Md.

ARGUELLAMA:—25,840. For cigars and cigarettes. April 16, 1913. Arguelles Tobacco Company, New York.

BLANCO DE NIEVE:—25,841. For cigars and cigarettes. April 16, 1913. Arguelles Tobacco Company, New York.

RICA ASTURIAS:—25,842. For cigars and cigarettes. April 16, 1913. Arguelles Tobacco Company, New York.

TIERRA HABANERA:—25,843. For cigars and cigarettes. April 16, 1913. Arguelles Tobacco Company, New York.

TABACA Y AMBAR:—25,844. For cigars and cigarettes. April 16, 1913. Arguelles Tobacco Company, New York.

EFENDI (F. N. D.):—25,845. For cigarettes. April 17, 1913. Arax Grocery Company, Boston.

O-HAL-O:—25,846. For cigars. April 17, 1913. George H. Getz, Reading, Pa.

ARMIN:—25,847. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 17, 1913. Moeller & Kolb, Chicago, Ill.

ARMINIUS:—25,848. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 17, 1913. Moeller & Kolb, Chicago, Ill.

CHICK EVANS:—25,849. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. Coraza Cigar Company, Milwaukee, Wis.

FEDERAL CIGAR COMPANY:—25,850. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. Sahl & Lovitz, Philadelphia.

PROPER CHOICE:—25,851. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

HAVEMEYER:—25,852. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. H. C. Nolan Company, Philadelphia.

LOGANA:—25,853. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. H. C. Nolan Company, Philadelphia.

MI LORI:—25,854. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. Hausfeld & Huennekens Cigar Company, Milwaukee, Wis.

SPANISH TRIUMPH:—25,855. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. Heywood, Strasser & Voigt, New York.

THE QUALIFIER:—25,856. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. Frank J. Steinmetz, Buffalo, N. Y.

WHITE WINGS:—25,857. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 19, 1913. H. Frankel, Philadelphia.

HARMAN:—25,858. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 19, 1913. Harry Manekin, Philadelphia.

LUXURO:—25,859. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

LA LOLA:—25,860. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

GRAND RECORD:—25,861. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

BARBAROSSA:—25,862. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

EL ESPADA:—25,863. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

CORSO:—25,864. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

COMMUTER:—25,865. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

AMOROSA:—25,866. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. H. C. Nolan Company, Philadelphia.

FOREST KING:—25,867. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

SEPTEMBER MORN:—25,868. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. M. W. Fitts, Waukegan, Ill.

WINDSOR:—25,869. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. B. L. Speck Company, Pittsburgh, Pa.

OUR DIVIDEND:—25,870. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1913. Kaufman, Pasbach & Voice, New York.

LITTLE RULE:—25,871. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1913. Henry Quitman, Chicago, Ill.

PEHO:—25,872. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1913. Noah-Foster Company, Buffalo, N. Y.

EMINENTE:—25,877. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1913. H. C. Nolan Company, Philadelphia.

TRANSFER OF TITLE.

FRANCISCO DE QUEVEDO:—18,285. Was transferred by William Steiner & Sons to the Tampa Co-operative Cigar Company, Tampa, Fla., March 22, 1912.

CLARENA:—25,790. Has been transferred by Womer & Bock, Pottsville, Pa., to C. Alexander Seitzinger, Fountain Springs, Pa.

HONEST DEAL:—25,791. Has been transferred by Womer & Bock, Pottsville, Pa., to C. Alexander Seitzinger, Fountain Springs, Pa.

RE-REGISTRATIONS.

BIG CAST:—25,823. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 11, 1913. William Steiner, Sons & Company, New York.

CLARENA:—25,790. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. C. Alex. Seitzinger, Fountain Springs, Pa.

HONEST DEAL:—25,791. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1913. C. Alex. Seitzinger, Fountain Springs, Pa.

PACIFIC CENTER:—25,783. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1913. San Francisco Cigar Manufacturing Company, San Francisco, Cal.

CANCELLATIONS.

THE BEST TEN:—Cancelled by the Quaker Five Cigar Manufacturing Company, Philadelphia, April 8, 1913.

OVERLAND:—25,651. Has been cancelled by Max Sorkin, New York, April 9, 1913.

FANCY FIVES:—25,593. Has been cancelled by H. B. Lockwood, Philadelphia, Pa.

EMBASSADOR HENRY WHITE:—25,578. Has been cancelled by Messrs. Moeller & Kolb, Chicago, Ill., April 11, 1913.

EL MORELLO:—25,667. Has been cancelled by Dearstyne Brothers, Albany, N. Y., April 12, 1913.

RICHARD MARCH HOE:—25,645. Has been cancelled by Kaufman, Pasbach & Voice, April 16, 1913.

LA ADA:—25,560. Has been cancelled by Royal Havana Cigar Manufacturing Company, April 16, 1913.

COMPROMISE:—25,640. Has been cancelled by Petre, Schmidt & Bergmann, April 18, 1913.

TRADE NOTICE.

The brand "Roped Havanas" has been registered by us. The feature of banding each individual cigar with a cord or rope band, is our original idea, for which a patent is pending in the United States Patent Office.

Imitators or infringers will be promptly prosecuted to the full extent of the law.

THE LOUIS HEITMANN COMPANY, Dayton, O. 4-1-r

Finances of "United" in Good Condition

At Annual Meeting, Held in Jersey City, Dividend of 1¼% is Declared—Assets Amount to $29,995,341

THE annual meeting of the United Cigar Stores Company of America was held in Jersey City on Tuesday, April 15, and the report for the year ended December 31, 1912, was read. The company was organized July 24, 1912, in New Jersey, to acquire the securities of the Corporation of the United Cigar Stores, which latter company was dissolved December 31, 1912.

A dividend of one and one-quarter per cent. was declared on the common stock as compared with a disbursement of one and one-quarter per cent., and an extra dividend of one-half of one per cent. three months ago. This is in line with a statement made by George J. Whelan in which he declared that the present policy of the company called for an extensive expansion programme.

In the reorganization of the old Corporation of the United Cigar Stores, the former holding concern, three shares of the United Cigar Stores Company of America stock were distributed to the holder of a single share of the old corporation. The old company's stock was on an eight per cent. per annum basis.

The assets of the United Cigar Stores Company of America, as shown on the general balance sheet, consists of stocks and bonds in other companies amounting to $29,995,341; cash amounting to $219,980; demand loans amounting to $850,000; bills receivable amounting to $1,718,000; and accounts receivable amounting to $19,507, making a total of $32,802,834.

There is outstanding against this, preferred stock amounting to $4,527,000; common stock amounting to $27,162, and accounts payable amounting to $26,282, making a surplus of $1,087,552.

Cincinnati Tobacco Machinery Co. Wins Suit

In a suit recently brought in Cincinnati by the Cincinnati Tobacco Machinery Company, against Walter J. Friedlander, a former scrap tobacco man, the first-named concern secured a verdict for $24,500. The machinery company claimed that this money was due them on two hundred and forty-five shares of stock purchased by Friedlander in the company in 1911.

Friedlander claimed that the tobacco machines were not as represented and he refused to finance the concerns as first agreed upon. As the result the suit was brought. The machines were brought to court and actual demonstrations of their practicability given for the jury. The inventor of the machine claims that it will revolutionize methods now in use for the stripping of tobacco.

To Supervise Manila Cigar Manufacturing More Closely

Plans looking toward the raising of the standard in quality of Manila cigars are being taken by the Philippine government. This cigar has been the subject of numerous attacks by dealers in this country and in many cases they have been justifiable, as the quality of the cigar is often much inferior to that of the domestic product. The Philippine government will hereafter supervise the manufacture of cigars from the growing tobacco in the field to the finished cigar as it is packed in boxes. This will entitle it to bear in the form of a seal a government stamp guaranteeing the contents of each package, this seal to be broken only by the retailer in the United States.

Whether this plan will ultimately increase the importations of these cigars to the United States is problematical. Even now, after three years of free trade, only 75,000 Manila cigars have been shipped to the United States in the fiscal year 1912. The low grade Philippine tobacco is made into cigarettes of which many millions are consumed in the Islands, while comparatively few cigarettes find their way into the markets of the world.

In order to supply the ever increasing demand for GOOD NICKEL TOBACCO, we have purchased large quantities of SECOND SIZES ranging in price from $1.25 to $1.70, and we offer to the trade

1,200 Bales of this Class of Sumatra Tobacco

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New York

OUR PURCHASES OF THE 1912 CROP UP TO DATE ARE 3,500 BALES.

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Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
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UNEXCELLED OPPORTUNITY for a live jobber to handle the output of a cigar factory. Samples and prices on request. Address Box 500, "Tobacco World," Philadelphia, Pa.

Wanted.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 253 E. 78th St., New York. 9-1_tf

FOR SALE—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whiff Cigar Company, Cleveland, Ohio. 4-1-a

FOR SALE—Grading and separating machine in perfect condition. Address Box 111, care of The Tobacco World, Philadelphia, Pa.

Help Wanted.

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

LEAF TOBACCO SALESMAN for Philadelphia and vicinity. By an old established house. Splendid opportunity for the right man. Address Box 222, care of "The Tobacco World."

Late Trade Jottings

Fred Deckard, a practical cigarmaker, has purchased the interest of H. K. Hobbs in the cigar factory of Hobbs & Fagan, Watseka, Illinois.

The Henry County tobacco factory, Martinsville, Virginia, used for the manufacturing of plug and smoking tobacco, was totally destroyed by fire a short time ago, the loss, which is estimated at about $30,000, being practically covered by insurance.

A cigar factory was recently opened at Minonk, Illinois, by John O'Rourke, with Thomas Patterson as his assistant.

A regular two per cent. quarterly dividend, together with an extra dividend of eight per cent., was lately declared by the directors of the Scotten-Dillon Company, Detroit, Michigan. It is stated that the stockholders will receive about $100,000.

The cigar stand formerly controlled by Anderson & Lindquist, 421 East State Street, Rockford, Illinois, has been purchased by Jack Drager, who intends to remodel the store and make it up-to-date in every respect.

The Trenton Cigar Manufacturing Company, located on North Main Street, one of the recent acquisitions of Wichita, Kansas, plan to manufacture staple brands of five-cent and ten-cent cigars. The facilities of the new company should make for success.

E. Schurman, a cigar manufacturer of Holyrood, Kansas, is now located at McPherson, Kansas.

"Moose Special" is being featured as a leader by Reinheimer & Ziegler, cigar manufacturers, who recently opened for business at 117 Jefferson Street, Sandusky, Ohio.

John Gelin and George H. Saunders are now open for business in their new cigar store at Fort Lauderdale, Florida.

A cigar store was recently opened at State and Mill Streets, Marion, Ohio, by Robert and James Walton.

Joe Roemer, a well known cigar man of Visalia, California, is remodeling his cigar store at that place. A new front is to be installed, as are also new counters, etc.

Arrangements are being perfected by G. F. Smith, a cigarmaker in the employ of Henry Heyn, Marshall, Texas, for the opening of his own cigar factory in that place.

PATENTS OF INTEREST TO TOBACCONISTS.

1,030,655, Cigar cell or pocket, Edwin H. Ellis, Cincinnati, O.
1,030,745, Container for plug tobacco, Harry J. Penn, Madison, N. C.
1,030,746, Forming caddies of plug tobacco, Harry J. Penn, Madison, N. C.
1,030,790, Match-making machine, Samuel E. Rahe, New York, N. Y.
1,031,625, Match-box, Lou C. Dashner, Point Pleasant, W. Va.
1,031,466, Cigar-box, Jacob J. Planco, New York, N. Y.
1,032,192, Tobacco-stemming machine, George F. Eckart, Chicago, Ill.
1,032,053, Cigar-box, Alice W. Fallon, Cincinnati, O.
42,777, Design, cigar band, Emil Steffens, Jr., and H. A. Jones, Rutherford, N. J.
42,788, Design, cigar band, Emil Steffens, Jr., and H. A. Jones, Rutherford, N. J.
1,032,506, Cigar-binder-cutting and bunchmaker's table, Louis I. Rosenfeld, C. Rosenfeld and F. Fleischman, New York, N. Y.
103,251, Moistener, Delbert H. Sloss, Meade, Kan.

LABELS.

16,424, "George L." For cigars, John J. Pepper, Addison, N. Y.
16,430, "King Philip." For cigars, Zimmerman Cigar Company, Chicago, Ill.
16,449, "Mi Lectura." For cigars, Jacob I. Edelstein, New York, N. Y.
16,450, "Flor de Ecco." For cigars, Elgin Cigar Company, Hopkinsville, Ky.

Copies of above patents may be obtained for fifteen cents each by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

Tobacco Market of Belfast, Ireland

IN 1912 the Belfast tobacco factories were fully employed, and the total amount of duty paid on tobacco leaf cleared from bond shows an increase over the figures for the previous twelve months. It is claimed that a duty of 3s. 8d. ($0.89) per pound has to be paid on some classes of leaf, the market value of which is under 5d. (10 cents) per pound. In addition to this the trade has to contend with the abnormally high cost of the raw material, consequent upon a succession of short and poor crops, the result being that some classes of tobacco leaf advance as much as 5d. (10 cents) per pound during the year.

Notwithstanding a liberal grant made by the government, the growing of tobacco in Ireland has not advanced much beyond the experimental stage.

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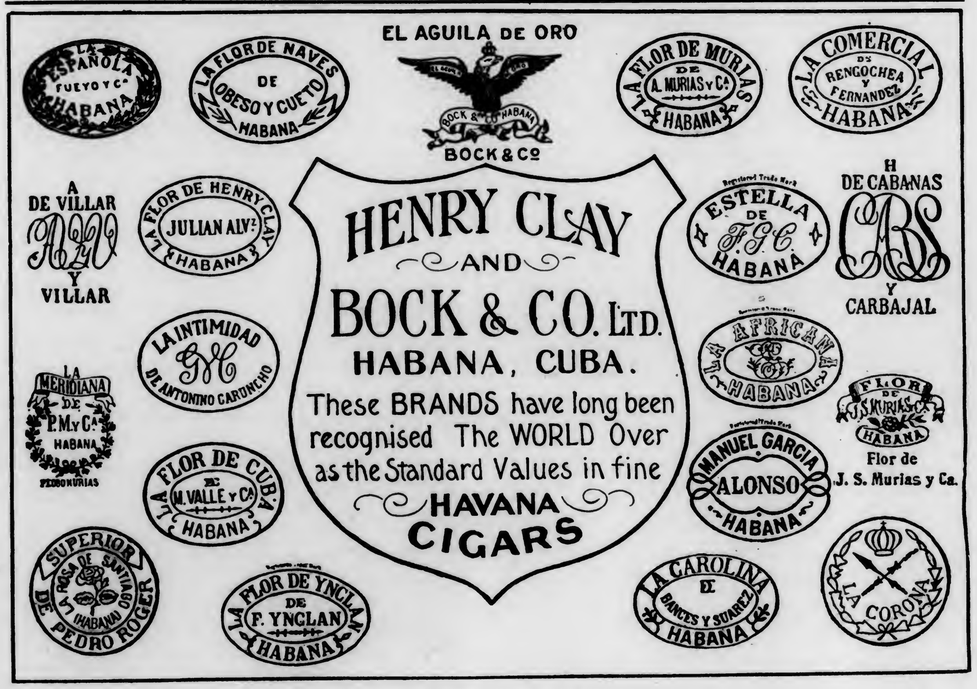

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Factory and Office, WALNUT & SECOND STREETS

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We Make Only One Grade and Have No Second Grade at Lower Price. *We Solicit Your Orders*

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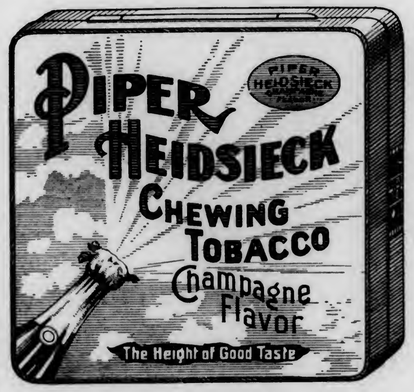

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PIPER HEIDSIECK

Chewing Tobacco

In a 10c Metal Box

The Package is sanitary, convenient and very attractive

THE AMERICAN TOBACCO COMPANY
NEW YORK

To Cigar Manufacturers and Leaf Dealers:

The Sale of the 1912 Crop

Florida and Georgia

thus far has proven that those who know recognize the merit of this wrapper.

IF YOU ARE a cigar manufacturer try this wrapper strictly on its merit.

IF YOU ARE a leaf dealer, have your trade try it, both as to its merit as a wrapper in comparison with imported Sumatra, and in the interest of economy.

American Sumatra Tobacco Company

144 Water Street, New York

BELIEVERS IN PUBLICITY

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H. UPMANN HABANA

Strictly Independent Manufacturers

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"Made so well this generation it will remain the next generations favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb

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Makers Reynaldo and San Souci—mild Havana Cigars

Luxello, Vandalia and Copyright, hand made 5¢ cigars

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Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

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115 BROADWAY, NEW YORK

THE TOBACCO WORLD

LIBRARY RECEIVED MAY 22 1913 U.S. Department of Agriculture.

Leaf Convention Number

MAY 15th 1913

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F. C. LOZANO J. M. LOZANO

TRADE MARK

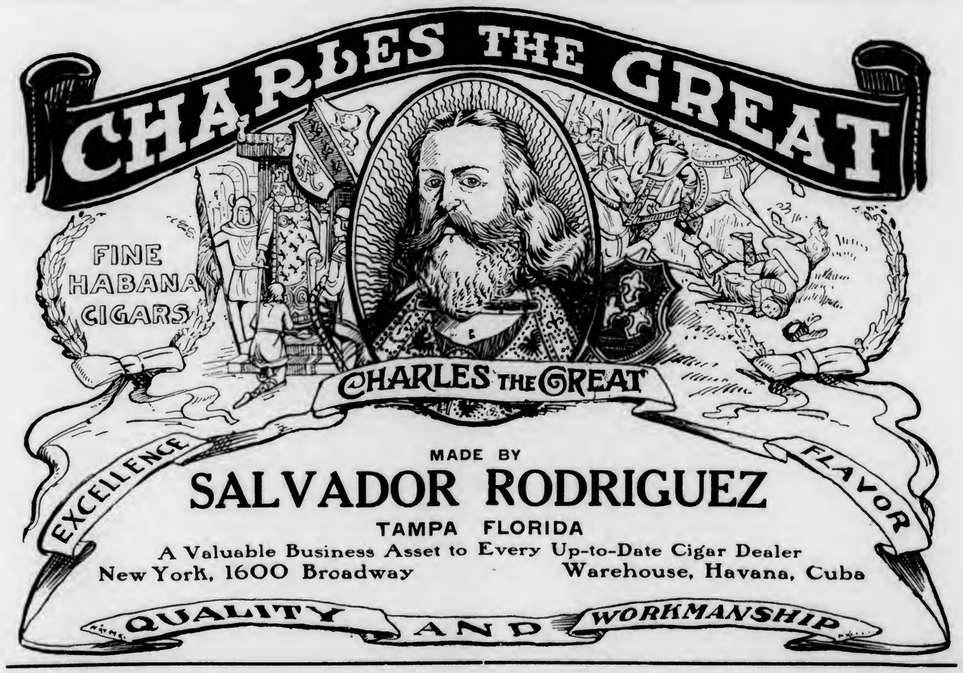
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

If You HANDLE ONLY the BEST CIGARS

you cannot afford to be without the Sen Auben, a cigar with 22 years of the utmost satisfaction behind it. It is a high-grade, 5-cent piece of goods, hand made in three sizes, Londres, Blunts and Conchas. The jobber who recognizes a first-class article, can't fail but be interested. Write today for details to

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For Gentlemen of Good Taste

SAN FELICE 5 FOR GENTLEMEN OF GOOD TASTE

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco

in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

F. C. LOZANO J. M. LOZANO

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F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

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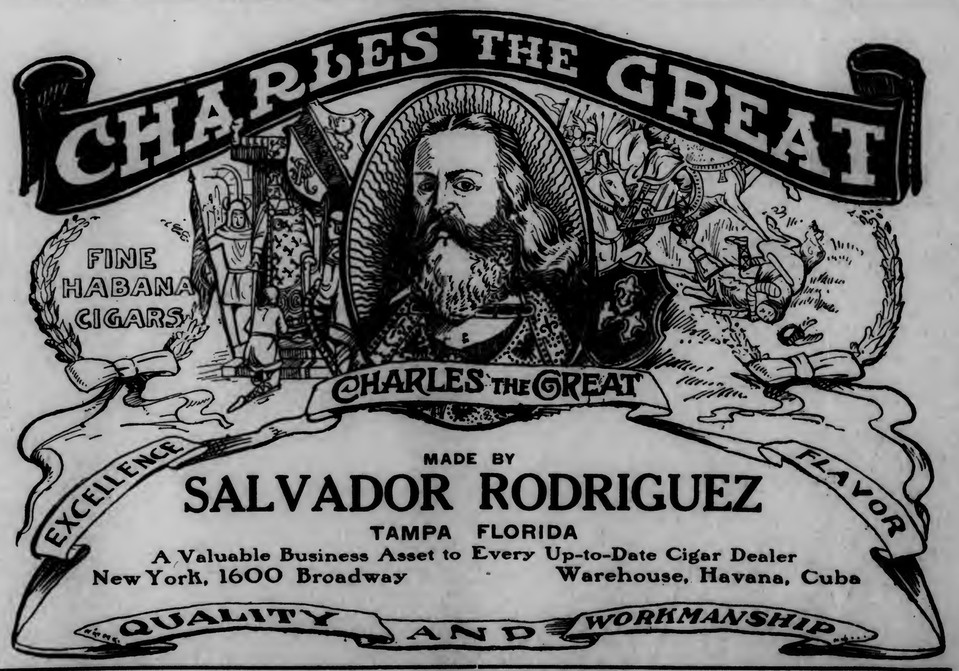

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1½ ounces—5 cents

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EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

This cigar case and a bright salesman will get the business

This Cigar Case No. 40 is All-Glass, and frameless. Equipped with moisteners. It's a great big display humidor.

Get a live man behind to push your best brands, and you've a combination that can't be beaten.

Tear this ad out, pin it to your business card—send it to us and we'll shoot a catalog right back.

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Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana—Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

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TAMPA, FLA.

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¶ They make trade for you—they make money for you—also some for the makers.

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his Connoisseurs' Edition de Luxe
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was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of
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FIVE CENT CIGAR
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KEY WEST CIGARS

That's All!

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MAKERS OF
Only Clear Havana Cigars
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Take Uncle Sam's Advice

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"IS THE BEST TOBACCO VALUE"

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Made in 40 Different Shapes and Sizes

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They Lead the Leaders

26 SIZES

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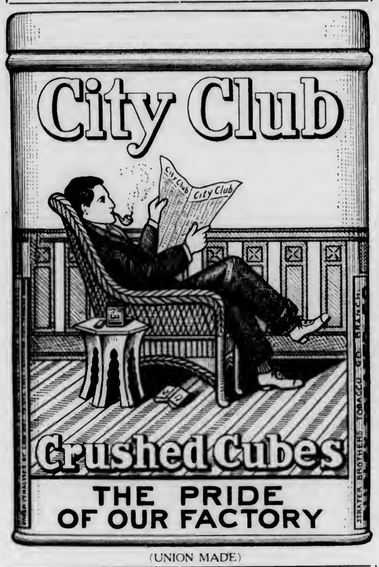

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You owe this trial Mr. Dealer both to yourself and to your business

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Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

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Sell the *Consistent Counsellor Cigar.* It pays.

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CRESSMAN'S COUNSELLOR 5¢ CIGAR

"The Best You Ever Saw" That's What They All Say.

Peerless Cigar Box Lid Holder and Price Mark.

One single piece of steel. Blue back-ground, white lines, letters and figures. ¶ It will sell your cigars and more of them than you ever sold before. ¶ Made in 15 denominations. Special designs made to order. Retail price 60c. per dozen. Liberal discount to jobbers.

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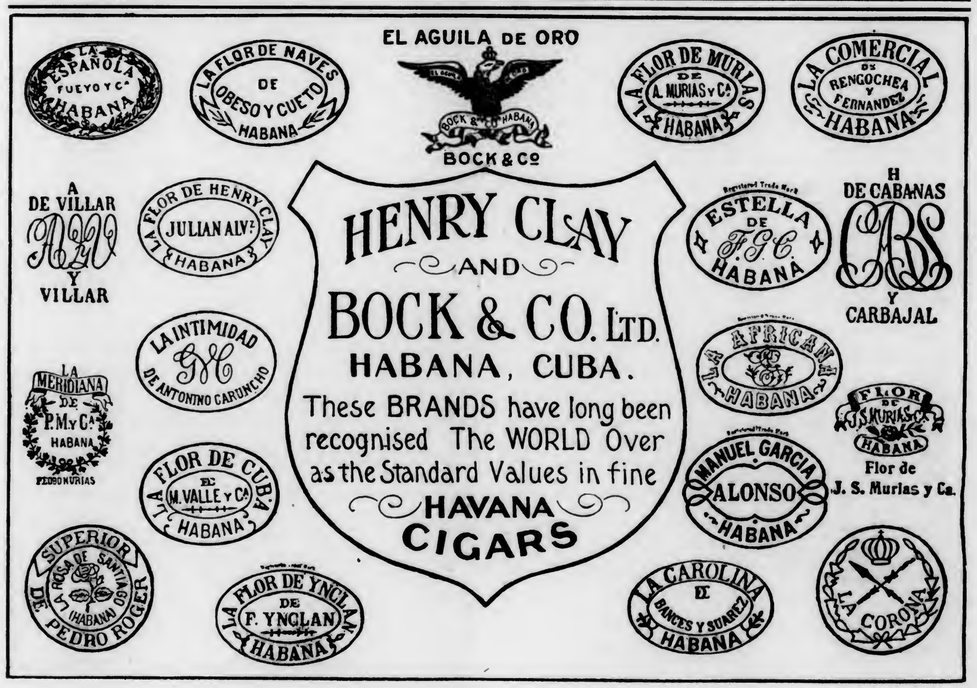

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More Fatima Cigarettes are sold than any other brand in this country.

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For success in the cigar market, lies in the two words **Uniform Quality.**

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Established 1867 — Our Motto "Quality"

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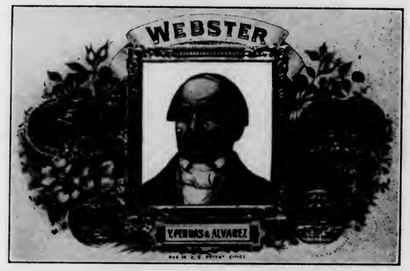

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T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

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THE NICKEL SIZE OF A GREAT 10c. CIGAR
5c. STRAIGHT
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
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¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
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The largest handlers of scrap tobacco in the world.

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AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, MAY 15, 1913. No. 10.

Leaf Convention Plans Credit Bureau and New Trade Customs

Committee Appointed by Atlantic City Meeting to Improve Conditions—Movement to Educate Growers as to Proper Fertilizers—Officers Re-elected for Ensuing Year

(From a Staff Correspondent.)

ATLANTIC CITY, N. J., May 13.

PLANS for the establishment of a Trade Credit Bureau; the appointment of a committee to draft plans to settle claims between buyers and sellers of leaf tobacco; the adoption of measures to maintain the quality of domestic leaf tobacco, by educating the growers to use the right kind of fertilizers; a decided stand against the present dock-weight law governing the importations of tobacco; an attack on the unrestricted importation of cigars from the Philippines were the mountain peaks of interest in the business transacted by the Fifteenth Annual Convention of the National Cigar Leaf Tobacco Association, which came to a close tonight. The convention was one of the most enthusiastic ever held by the association and the delegates were so pleased with Atlantic City that they voted to hold all conventions here in the future, unless especially invited to other cities. All the officers were re-elected for the ensuing year.

Stricken Dayton was unable to open its doors to the delegates and visitors to the Fifteenth Annual Convention of the National Cigar Leaf Tobacco Association, which they invited last year, so the executive committee decided to call the convention in Atlantic City, New Jersey, and their choice met with universal approval. The Hotel Shelburne was selected as headquarters and Mein Host Jacob Weikel made splendid arrangements to take care of his guests.

The convention was called together on Monday morning, May 12, at 10.45 with the president, Aaron B. Hess, presiding. Some eighty or more delegates and visitors were present.

The usual address of welcome was omitted for obvious reasons, and President Hess's annual report was offered and read.

The report of the credentials committee showed the following accredited delegates and alternates as among those present:

Officers—Aaron B. Hess, Fred B. Griffin, Ferdinand Cranz, Charles Emory Long.

Directors—Charles Fox, S. M. Newburgh, William Faussig, I. M. Strusser, W. J. Lukaswitz, A. W. Kaffenburgh, Benno Neuberger, M. L. Floyd, A. W. Geiske, George M. Berger, J. Goldberg, J. Vetterlein.

Delegates.

New York, N. Y.—J. F. Cullman, Jr., Milton Samuels, Henry Fisher, Moritz Neuberger, Carl Wobbe, F. M. Dolbeer, A. Schmidt, Sig. Spingarn, J. Mendelsohn, Benno Rosenwald, John H. Duys.

Lancaster, Pa.—I. H. Weaver, S. Siesel, B. F. Good, M. Rosenthal, J. H. Hoober.

Hartford, Conn.—S. Hartman, E. A. Hatheway, M. Haas, Gustave Hartman.

Philadelphia, Pa.—John R. Young, Sr., S. Weinberg, H. W. Bremer.

Baltimore, Md.—John Dellevie, Henry Kraus.

Cincinnati, O.—H. Meyer, F. W. Miller.

Boston, Mass.—J. Joel Coleman.

Elmira, N. Y.—J. Herbert Brand.

Warehouse Point, Conn.—Leonard L. Grotto.

Dayton, O.—S. Jaskulek, W. J. Lukaswitz.

Hamilton, O.—L. Newburgh, I. M. Newburgh.

Cleveland, O.—P. Semon.

The treasurer, Ferdinand Cranz, reported receipts of approximately one thousand dollars during the past fiscal year, and expenses amounting to about the same sum, leaving a tidy balance of over four thousand dollars on hand.

The president then announced the appointment of a Resolutions Committee, headed by the veteran J. R. Young, as chairman, and including also Messrs. Fisher, Lichtenstein, M. Neuberger, Jos. Mendelsohn, I. Weaver and W. Haas, and then called for the reports of standing committees.

The chairmen of the various standing committees, including the Conference, Arbitration and Legislation, had little of interest to report.

Adjournment for luncheon was taken at 12 o'clock.

Monday Afternoon, May 12.

The convention went into session promptly at 2.30 in the afternoon and the first business before them was the consideration of the reports of special committees.

John R. Young, chairman on behalf of the Resolutions Committee, showed at once that his committee had not been idle, and upon being called upon by the chair, reported that his committee had drafted seven resolutions of vital importance for the consideration of the delegates assembled.

Continued on page 14

American Tobacco Co. Buyer Killed; Director Walker Hurt in Auto Smash

Car Bearing Well Known Tobacco Men, Overturns at Richmond, Va., With Serious Results—Andrew B. Willingham Dead

(Special Dispatch to "The Tobacco World.")

RICHMOND, May 13.

A SERIOUS automobile accident, resulting in the death of one prominent American Tobacco Company official and the serious, if not fatal, injury of several others, occurred here tonight.

Andrew B. Willingham, chief tobacco buyer of the American Tobacco Company, received injuries of which he died; Thomas J. Walker, a director of the American Tobacco Company and in charge of that company's tobacco warehouses, was perhaps fatally hurt.

With a party of friends these men were in a touring car owned by Mr. Walker when it overturned as it was leaving the Country Club of Virginia.

Mr. Willingham died a few minutes after reaching St. Luke's Hospital.

The chauffeur took the inside turn on a steep down grade at a sharp turn on the turtleback driveway from the clubhouse instead of going to the outside. Mr. Willingham was caught under the car.

J. E. Lipscomb, of the leaf department of the tobacco company, was injured about the knees, and Frank P. Smith, district manager of the Federal Cigar Company, was slightly injured. The only man unhurt was Oscar C. Gregory, Mr. Walker's assistant.

Officers of the National Cigar Leaf Tobacco Association

This photograph, taken in front of the Hotel Shelburne, Atlantic City, New Jersey, during the convention this week shows a quartette of prominent leaf tobacco men who have been guiding the destinies of the association during the past year. That their efforts have been appreciated is evident in their unanimous re-election. Reading from left to right, those in the picture are: Aaron B. Hess, president; Charles Emory Long, secretary; Fred B. Griffin, vice-president, and Ferdinand Cranz, treasurer.

The first resolution offered provided that in future all the annual conventions of the National Cigar Leaf Tobacco Association should be held in Atlantic City, and that the expenses for the convention should be borne by the treasury of the association. When I. Weaver, of Lancaster, brought to the attention of the convention that he had an invitation for them to convene next year as guests in another city, Jos. F. Cullman, Jr., of New York, offered an amendment to the resolution to the effect that if the association did not receive any invitation to convene at any other point, Atlantic City should be the convention place, and the resolution as amended was quickly adopted.

The next resolution offered provided for the appointment immediately of a committee of five to formulate, if possible, a plan to create a credit board, and to present the place at this convention for further consideration. This resolution met with instant approval, and in accordance with the resolution the chair named Messrs. Jos. Cullman, Jr., Moritz Neuberger, Jos. Mendelsohn, Julius Lichtenstein and I. H. Weaver as the committee to carry out the purport of the resolution.

The next resolution proposed the nomination of a committee of five to formulate a plan to regulate all differences between buyers and sellers of leaf tobacco. This plan to be binding upon all members of the association, and to be urged for adoption by all interested, whether members or not. Julius Lichtenstein spoke strongly in favor of this resolution, stating that interest in the association seemed to his mind to be flagging owing to a lack of progress shown in definite directions.

John R. Young forcibly replied to Mr. Lichtenstein, calling attention to the valuable and marked work which the association had accomplished in years past, but favoring the resolution nevertheless. Jos. F. Cullman, Jr., spoke against the resolution as a needless one, and stated that the Arbitration Committee was a moribund one owing to the fact that its decisions could not be binding.

The resolution went through, however, and the following gentlemen were named for the committee with instructions to report Tuesday morning as a special order of business: Messrs. Lichtenstein, Vetterlein, Gieske, Brill and Olds.

The next resolution called attention to the desirability of increasing the membership of the association, and provided for this by instructing the secretary to send a copy of the by-laws and constitution of the association to every leaf dealer in the United States with an invitation to join, this to apply specially to localities where there was no local association. This was adopted without discussion.

The next resolution called attention to section 4, paragraph C, of the Underwood tariff bill, in so far as it concerned Philippine cigars and their importation into the United States, and protested strongly against the adoption of the proposed bill by Congress.

This resolution aroused considerable comment, the discussion being participated in by Messrs. Young, Cullman, Mendelsohn, Ranck, Vetterlein and others, but was finally amended and adopted.

The resolution concerning the proposed dock weight law was considered eminently just, proposing as it did that all honorable means should be used to defeat the measure, and this was quickly passed.

The next business before the convention was a resolution of the deepest sympathy to the afflicted members of the association and the trade at large who suffered by the recent floods in Dayton and vicinity. This resolution was adopted by a rising vote and the secretary was instructed to wire the resolution to the association in Dayton.

The resignation of W. L. Crounse, who has represented the association for years in Washington, but who is now ill in a sanitarium, was received and accepted with regrets and thanks for the able work he has done in the years past.

Convention adjourned for the day at 4.15 P. M.

Credits and Differences Between Buyers and Sellers Discussed

Second Day's Session.

The convention reconvened on Tuesday morning at 10.45, with President Hess in the chair.

In accord with the resolution of the day preceding, that the reports of the two committees appointed on Monday to report to the convention on the subjects of establishing a credit bureau and also to establish a plan to regulate differences between buyers and sellers which were made the special order of business, Joseph Cullman, Jr., as chairman of his committee, stated that they had held a meeting the day previous and that after careful consideration desired to present to the convention the following resolution for adoption:

Resolved, That whereas we believe it would be of great benefit to the tobacco trade to have more accurate and definite information regarding credits,

We recommend that a committee of five be appointed to formulate plans for a Trade Credit Bureau and be allowed an expenditure not to exceed $250 for preliminary work.

Said committee to submit their plan to the tobacco trade generally to ascertain whether such a bureau is of sufficient interest to the trade to warrant its establishment.

This resolution brought forth some wide difference of opinion. J. Mendelsohn was a hearty advocate of the measure and called attention to the excellent work which has been done by the Western Leaf Tobacco Association along the lines suggested. This association, which has its headquarters in Milwaukee, provides for an interchange between members of all vital data affecting buyers between members, and such data is conscientiously and seriously provided.

George M. Berger, as a Western representative, voiced the opinion that his constituents would not be interested in such a board, as their needs were fully covered by local organizations, and this view was also concurred in by Delegate F. W. Miller, of Cincinnati, Ohio.

After a prolonged discussion, during which Chairman Cullman defended his resolution with logic and effect, President Hess spoke strongly in its favor, urging unity and national work along these lines in its broadest sense as against sectional work or the work of local boards, and the resolution was adopted with but slight objection.

Following this came the report from Julius Lichtenstein, as chairman of the Committee on Trade Customs, which report was read by J. R. Young:

Your committee appointed to formulate plans by which claims and controversies between buyers and sellers of leaf tobacco can be regulated and adjusted beg to present the following: That the chair be requested to appoint a committee of seven to carefully investigate the entire subject, ascertain the rules binding in other associations and formulate such rules and trade customs for this association as may, in their opinion, be wise, and the report of said committee to be printed and mailed to everey local board for their action, said action to be reported on or before October 1 to the secretary of this association, and if by such referendum vote the rules shall be adopted, the same shall have the sanction and indorsement of this association and published in the trade papers as its official action. The legitimate expenses of the committee to be paid by this association.

A. W. Geiske spoke of their local methods in Baltimore in support of this resolution and George W. Berger spoke favorably for the Western members.

It was then adopted with enthusiasm.

John R. Young next called the convention's attention to a carefully prepared printed article on the subject of the abuse of the present system of storing tobacco for purchasers, and invited the convention to take this matter under consideration. It was finally referred to the new Committee on Trade Customs and thus had the honor of being the first subject for that committee to consider.

Mr. Joel, of Boston, then urged the convention to place itself more squarely on record concerning the pending legislation on the dock weight question and called attention to the absolute injustice of the United States Government in collecting duties on moisture in tobacco, as is the case under the present unfair system.

Ferdinand Cranz, the reliable watch dog of the treasury, agreed with Mr. Joel in his views up to the point of expending any large sums of money in this work, which he believed to be futile, and J. R. Young closed the discussion by recalling the fact that the matter was now in the hands of the legislative committee, and that they were watching it most carefully.

On motion the convention adjourned at 12.10 till 2.30 in the afternoon.

The convention met promptly at 2.30 on Tuesday afternoon for its last session of this year and the first business was the announcement by President Hess of the personnel of the Committee on the Establishment of a Credit Bureau and the Committee on Trade Customs in accordance with resolutions previously adopted.

The chair named the following gentlemen as the Committee on the Establishment of a Credit Bureau: Jos. Cullman, Jr., chairman; J. Mendelsohn, Moritz Neuberger, G. M. Berger and H. W. Bremer.

The following were named as members of the Committee on Trade Customs: Julius Lichtenstein, chairman; M. Haas, A. W. Geiske, Julius Vetterlein, G. Brill, I. H. Weaver and J. R. Young.

Carl W. Wobbe at this time offered a resolution endorsing the proposed legislation now before Congress to tax coupons given away with purchases of tobacco, cigars, cigarettes and kindred merchandise. This met with universal approval and was adopted with unanimity.

John R. Young then presented the next resolution, which was a most important one for many branches of the industry. It read as follows:

WHEREAS, It is of the utmost importance to the seed leaf industry that special attention should be given by the growers to the quality and burn of their tobacco and that more care should be exercised by them in the selection of such fertilizers as will produce the desired result, it being a well-known scientific fact that the wrong fertilizers will not only affect the quality, but prove harmful to the ground; therefore, be it

Resolved, That the secretary be instructed to prepare a circular drafted by experienced growers and packers, expressing therein the views of this association, which shall be mailed to every growers' association; also,

Resolved, That the secretary be instructed to send a copy of said circular to all of the farm and agricultural journals, as well as to the newspapers published in the growing sections, and to continue this as long as it may seem to be necessary.

According to the prescribed routine the election of officers for the ensuing year next engaged attention.

Ferdinand Cranz, in a eulogistic speech, named Aaron B. Hess to succeed himself as president. Jos. Mendelsohn seconded this, and the nominations were then closed on motion, and Mr. Hess' election was made unanimous.

The president accepted the office again in a ringing speech, asking for co-operation to the utmost in the work which the association was doing.

J. R. Young named F. B. Griffin for re-election as vice-president. This nomination and election was also made unanimous, as were those of Charles Emory Long for secretary and Ferdinand Cranz for treasurer.

Concluded on page 24

PROBLEMS of the RETAILER

An Advertising Fable

A BAKER was moved with the advertising spirit.

He had a swinging sign in the shape of a loaf of bread painted with his legend: "Fresh Bread for Sale Here."

His wife looked at it and said: "That's a fool sign, everyone knows you sell bread HERE. I'd have that word painted out."

He did so.

An advising friend (we all have a few) came along and said: "That's a dippy sign. No sane person thinks you give your bread away. Better have the words 'FOR SALE' painted out."

They were.

A drummer chanced along later, looked at the sign and said: "That sign's a joke, ain't it? People will get to think you are stuck on yourself—that you think you're the only baker that made that kind of bread before. I'd paint out that word 'FRESH.'"

It was painted out.

A customer came in and said: "What's the idea of that sign? Any one can see it's a loaf of bread. Why don't you cut out the word 'BREAD'?"

And he actually did.

The next day the policeman on the beat said: "Gee, that's a bum sign. A drunk I was taking in last night saw that tin shingle and swore this was a cigar store."

So the baker took down the sign and patched up some rat holes in the cellar with it.

Moral: If you have an idea and you think it's good, stick to it.

Consider the weathervane and be wise. No matter how the wind blows it points into the middle of the rush.

Ideas are the yeast of success, but a good idea must be thoroughly worked in to raise the dough.

Folks are plentiful with their opinions, but it's business you are after.

Some criticism is like a fly in the frosting—it makes a lot of buzz, but the sooner it is cut out, the better the cake will look.—*Retail Equipment.*

Pertinent Pointers for the Clerk

Try to put yourself in the position of the man on the other side of the counter when you are waiting upon him. Anticipate his needs, as far as possible. That's real salesmanship. Any one can get cigars and pass them to the man asking for them, but the fellow that can make suggestions, and knows the difference between the many brands is the salesman worth having.

When a man comes in the store to buy a cigar, don't ask him whether he "likes them light or dark." You know, or ought to know, that the wrapper has nothing to do with the strength of the cigar, and by asking that question you open a train of thought which often gives the smoker that idea. After a while you will find out that you won't be able to get rid of a certain color of cigars because your smokers have that prejudice.

Does Your Store Have a Sheriff's Deputy?

IN nine stores out of ten the sheriff has a "deputy." He is the lack of knowledge which would allow the retailer to know which things to do first—the lack of knowledge which keeps him so busy doing the wrong things that he never has time to do the profitable things—to work out plans that mean more business and less expense.

He is the dead stock which lies on the shelves, eating the profits the live lines earn—the idle dollars which earn no profits and cause the failure to grow.

He is the hidden leaks that do not come to the manager's eye but exist just the same—the dangerous leaks that could not exist in the face of accurate, search light accounting any more than darkness could exist under a glaring, high power street lamp.

He is the confusion caused by mixing methods of figuring profits, which more than half the 2,000,000 retailers in business today are doing—the dangerous mixing of methods which is the reason for the large number of failures among retailers every year.

And it all sums up to this: it costs more not to keep and analyze accurate records than it does to keep them. Leaks and neglected opportunities are more expensive than bookkeeping. Every leak points an accusing finger at the accounting system in use—it must be wrong or the leak could not exist.

Success depends not half so much upon ability, as upon analytical reports which will enable the manager to do the right thing at the right time. The successful retailer is the one whose eye can always see the things it ought to see—whose accounting system gives him facts on which to base his management—who isn't "making friends" with the sheriff.—*By F. M. Paull, of the Burroughs Adding Machine Company.*

Window Bulletin Suggestions

Decoration Day Smokers

can find everything inside in the way of tobacco, cigars, cigarettes, etc., which go to complete several days' enjoyment. Come in and be convinced.

Quality, First, Last, and All the Time

is what we emphasize in our goods. Our regular customers are among the most discriminating smokers in the city. They are our best advertisement.

Ball Game Results

are uncertain always. Not so with our ——— cigar. It's a winner every time. Take some along the next time you take in a game. You'll enjoy it all the more. 5 Cents and up.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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OTTO EISENLOHR, 932 Market St., Philadelphia ..... Vice-President
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BEN. PEARSON, Byfield, Mass. ..... Vice-President
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Not to be outdone by her sister states, who recently enacted anti-cigarette legislation, the Pennsylvania Legislature has just passed the Thompson bill. The Pennsylvania bill seems to put the matter up very strongly to the retail dealer and passes over the alleged offenses of the smoker lightly.

Pennsylvania's Cigarette Law Up to the Dealer

The bill prohibits the sale or gift of cigarettes or cigarette paper to any one less than twenty-one years of age. Any one convicted of making said sales is to be subjected to a fine of from $100 to $300. A minor found in the possession of cigarettes is required to tell where they were obtained and upon refusal to do so, may be punished for a misdemeanor.

This clause of the law puts an unfair burden on the dealer. Where the person found with cigarettes or papers refuses to divulge the name of the dealer, and such person is over sixteen years of age, he is subject to a fine of $5 or imprisonment. Purchasers under sixteen years of age are to be committed to the Juvenile Court, who will deal with them in a special way.

It will be noticed that the new law, unlike Minnesota's latest statute, does not prohibit the smoking of cigarettes by minors, but simply prohibits the sale of cigarettes or cigarette papers to minors, thereby leaving a loophole which is likely to result in nullifying the measure to a great extent.

A step forward, keeping pace with the rapidly changing methods of doing big business, has been made by the American Tobacco Company, in their announcement that hereafter special concessions, rebates and confidential prices to jobbers will be abolished, and that every jobber, big and little, may buy on equal terms.

Special Rebates A Thing of the Past

This change of policy, which is, indeed, revolutionary, may work temporary hardships upon the firms which heretofore have enjoyed special discounts, but in the long run it will be beneficial both to the American Tobacco Company and its customers, by raising their business methods and opening their markets to freer and fairer competition.

President Hill, in promulgating the order, says he believes that it is in harmony with the "current intelligent thought in business propriety," and that while the American Tobacco Company has no right to control the prices at which they will sell to retailers, they do know that the discounts allowed jobbers represent legitimate jobbers' profits.

The wiping out of special favors will disarm many of the most hostile critics of the American Tobacco Company, and cannot fail to strengthen the position of this company before the trade.

There are several features in the Underwood tariff bill, just passed by the House and now before the Senate, which have aroused loud protests from the domestic cigar and tobacco interests. The chief point of attack in the House was on the free trade clause admitting Philippine cigars and tobacco without restriction.

Why They Object to Underwood Bill

The fight on this point was made strenuously by a number of Congressmen representing tobacco growing and cigar manufacturing states. On behalf of the Pennsylvania interests, Representatives Moore and Griest made particularly emphatic protests, but without avail.

When it is considered that under the Payne-Aldrich law 150,000,000 cigars were permitted to be imported yearly, duty free, from the Philippines, and that in no year since have the importations been much more than half of this limit, we can see no reason why this limit has been changed, unless the Democrats, just out of pure cussedness, want to assert their free trade opinions in this direction.

The cigarmakers' unions throughout the country view with considerable apprehension the letting down of the bars to the unrestricted importation of cigars made by the underpaid Filipinos, but Mr. Underwood's merry band of revenue smashers have been as deaf to their protests as they have been to the protests of the leaf and cigar interests.

Another phase of the Underwood bill which is causing some apprehension is the administrative feature of the measure which permits of wide latitude of interpretation in computing the duties on imported wrapper and filler tobacco. Under the new provisions tobacco interests, either in Havana or this country, must submit their books to examination by government inspectors whenever there is any dispute as to the ratio of wrapper and filler tobacco in any importation.

If the National Cigar Leaf Tobacco Association accomplishes just one-half what they endorsed and planned for at the convention in Atlantic City, they will have remedied some of the worst evils in the leaf tobacco trade. A credit bureau and the plan for settling differences between buyers and sellers of tobacco is especially needed at this time, as well as an educational campaign for domestic tobacco growers.

James B. Duke Buys Interest in Liggett Drug Co.

Predictions Made That Stores Will be Used as Competitors for "United" Chain and American Tobacco Co.

THE announcement that James B. Duke, president of the British-American Tobacco Company, and formerly president of the American Tobacco Company, has bought a large interest in the Liggett Drug Company has just been made. While newspaper reports have stated that Mr. Duke has made this move to get inside control of the five thousand five hundred drug stores affiliated with the United Drug Company, and to use them as an entering wedge for competition with the American Tobacco Company and the United Cigar Stores Company, it is not believed that such is his motive.

The Liggett Company is controlled by the United Drug Company, which not only operates the retail end but also is a big factor in the manufacture of drugs, and it is more than likely that Mr. Duke has seen the profit making possibilities of the chain drug stores and has invested his money primarily because of the prospects of a good financial return. However, acquiring close affiliation with five thousand five hundred drug stores places in Mr. Duke's hands a much larger chain of stores than is today operated by the United Cigar Stores, and has put him into position to build up a strong competing outlet for cigars and tobacco should circumstances in the future warrant such a move. It is known that Mr. Duke still has large holdings in the former various subsidiaries of the American Tobacco Company, despite the fact that he is no longer president of the parent concern.

Fifth Amsterdam Inscription

At the fifth Sumatra inscription, held in Amsterdam on May 9, about 3000 bales were purchased by American importing and cigar manufacturing concerns. Prices ruled steady and the quality of the tobacco remained good. Among the American firms which took tobacco were the following: A. Cohn & Company, 150 bales; H. Duys & Company, 380 bales; Deisel-Wemmer Company, 400 bales; American Cigar Company, 400 bales; Otto Eisenlohr & Brothers, 300 bales; E. Rosenwald & Brothers, 100 bales; F. and E. Cranz, 214 bales; M. Rosenberg & Company, 150 bales, and L. Schmid & Company, 117 bales.

Sugarman-Crandall Co., New Cigarette Firm

The Sugarman-Crandall Company, Incorporated, is the title of a new cigarette firm organized in this city the past two weeks. They will have their headquarters, both office and factory, at 17 East Forty-fifth Street, and will manufacture the "Ess-en-Cee" cigarette. They also expect to handle imported brands of cigars, which will be carried in connection with the cigarettes. Mr. Sugarman, one of the members of the firm, is an experienced cigarette man, and states that their goods will be of a good quality and will satisfy the most exacting trade.

Output of Tobacco Products for April in New York

Figures for Cigars and Cigarettes for Month Show That Industries as a Whole Are in Prosperous Condition

EVERY line of the tobacco industry in the First, Second and Third districts of Greater New York showed an increase for the month of April over the same period last year with the exception of snuff. Cigars almost reached the 73,000,000 mark and testified to the prosperity of that branch of the trade at present. The surprising feature of the figures is the increase in small cigars. This is more than twice the output of April, 1912.

The figures, as compiled from the Internal Revenue receipts, are as follows:

	1913.	April, 1912.	Increase.
Cigars,	72,899,700	65,660,851	7,238,849
Little cigars,	6,332,400	2,822,453	3,509,947
Cigarettes,	598,125,240	587,792,256	10,332,984
Cigarettes at $3.60,	1,295,650	1,174,450	121,200
Snuff, lbs.,	8,416	22,270	*13,854
M'f'g'd tobacco, lbs.,	664,967	557,960	107,007

*Decrease.

The output for the first four months of the year, as compared with the same period last year, is as follows:

	1913.	1912.	Increase.
Cigars,	269,120,770	243,746,679	25,374,091
Little cigars,	17,853,586	29,822,813	*11,969,227
Cigarettes.	2,185,049,824	2,182,098,742	2,951,082
Cigarettes at $3.60,	4,820,977	5,032,750	*211,773
Snuff, lbs.,	27,664	46,599	*18,935
M'f'g'd tobacco, lbs.,	2,686,420	2,529,416	157,004

*Decrease.

R. M. Haan, who has stands in the St. Regis, 507 Fifth Avenue, and the Park Row Building, is retiring from the retail business on May 15.

On Saturday, May 3, the cigar stand was opened in the new Woolworth Building, with one exception, the tallest building in the world. The stand is in the Rathskellar and is of mission oak. The whole thing is gotten up in a most artistic manner. W. K. Redmond, formerly located at the Hotel McAlpin, is manager of the Woolworth stand.

According to the will of the late Louis Ash, cigar manufacturer, one-half of the residue of his estate, valued at more than $100,000, is left to his two daughters, Mrs. May and Mrs. Chase. Samuel M. Chase, son of Mrs. Chase, receives all of his grandfather's interest in Louis Ash & Company, in addition to $35,000. By a provision in a codicil to the will, Mrs. May also receives $35,000 additional.

An appeal has been filed by the Borgfeldt Stripping Machine Company from the ruling recently decided against it in its case with the Universal Tobacco Stripping Machine Company. Until this matter has been settled, the Borgfeld concern has been restrained by injunction from selling any of their product. However, they are allowed to lease them.

S. Loewenthal & Sons, Add to Sales Force

ANOTHER factor in the selling organization of S. Loewenthal & Sons has been added in the person of B. C. Keit, who was formerly connected with the old Baltimore leaf house of M. Kemper & Sons. The Baltimore concern has gone out of business since the death of a member of the firm a short time ago, and Mr. Keit will now travel exclusively for Loewenthal's, covering part of Ohio, Indiana, Nebraska, Iowa and part of Illinois. He has had a varied experience in selling leaf tobacco and is expected to add materially to the increased sales and efficiency of the selling organization.

The other representatives of the firm report conditions favorable in their respective territories. Bert Loewenthal is now in Florida; Henry Freund, covering New York State; Joseph Haas, Ohio; I. Newman, New Jersey; Henry Gossman, Maine; E. B. Hauenstein, Pennsylvania, and E. Hemple, West Virginia.

S. Loewenthal & Sons are much gratified with the headway they are making in introducing their Clover Farms shadegrown to the trade throughout the country. Sales have steadily been rising in quantity and the idea of marketing a distinctive, high-grade product, backed up by the packers, has borne good fruit.

Schatz Importing Co. to Open Other Stands

The progress of the Schatz Importing Company, which was recently incorporated under the laws of Indiana, will be watched with interest by the many friends of the organizers of this concern, all of whom are well known in New York City. They are Max Schatz, representative for Behrens & Company, and F. Rodriguez; Herman Stearn, Theodore Sewell and M. J. Ross. Mr. Stearn, who is president of the concern, is well known as the proprietor of the cigar store at 35 Wall Street.

It is intended to open up stores wherever suitable locations can be procured. The first of them will be in the Hotel Severin in Indianapolis, one of the finest hostelries in the Middle West. This new venture will not interfere with Mr. Schatz's connection with the Havana factories which he represents. He recently moved into his new offices at 80 Maiden Lane. These will also be the offices of the Schatz Importing Company.

Late Purchases of H. Duys & Co.

H. Duys & Company announce that Henry M. Duys purchased for them eight hundred bales of tobacco at the May 3 Rotterdam inscription. These are all light tobaccos, of good yield and this firm assures prospective purchasers that the prices will be right. They expect to have them ready for the market by the end of the month. This concern has been one of the heaviest buyers at Amsterdam and Rotterdam this year. They have already disposed of two thousand bales of Sumatra and assure customers of the house that they will be able to satisfy all tastes.

Newark Tobacconists Elect Officers

At a meeting of the Newark Retail Tobacconists' Association a short time ago the following officers were elected: Harry M. Konwiser, president; Harry Lewis, vice-president; Jacob H. Fine, treasurer, and George A. Lacey, secretary. Plans were taken up for increasing the membership of the organization.

At the regular meeting of the Brooklyn branch of the Independent Retailers' Association, held on Thursday, May 8, a protest against the unlimited importation of Manila cigars, was voted upon and passed. A committee was appointed to present the matter to Congress.

Havana Selectors on Strike

Warehouses in Havana and Nearby Points Crippled in Work on 1913 Crop

HAVANA, CUBA, May 13.
(Special Cable to The Tobacco World.)

TOBACCO packing interests were surprised today by a strike of one thousand five hundred selectors and warehousemen, who demanded higher wages. The walk-out was so complete as to tie up the tobacco selecting business both in this city and in surrounding towns where the selecting of the 1913 crop was just beginning. It is predicted that the strike will not last more than four or five days, as a committee of tobacco dealers has been appointed to confer with the strikers in an effort to compromise their differences.

Milwaukee Men in Pure Gold Tobacco Co.

Tennessee Firm Reorganized With Clifford R. Daily, President, and Harry Lewis, Vice-President

THE organization meeting of the Pure Gold Tobacco Company, recently chartered for $300,000 capital, was held in Greeneville, Tennessee, last Saturday and the following officers were elected: Clifford R. Daily, president; Harry W. Lewis, of Milwaukee, vice-president; Roy Armitage, of Greeneville, treasurer and secretary, and Edgar C. Hoe, of Milwaukee, assistant secretary.

The following compose the board of directors: C. R. Daily, Harry W. Lewis, Milwaukee; M. R. Armitage, Greeneville; E. C. Hoe, Milwaukee; William H. Armitage, Greeneville; Joseph P. Nolan, New York.

C. R. Daily, who founded the business and developed it with such marked success, has been appointed general manager.

Mr. Lewis is also the vice-president and active head of Fay Lewis & Brothers Company, of Milwaukee, and Mr. Hoe is the secretary and treasurer of the same concern. William H. Armitage is the president of the Greene County Bank, of Greeneville, and Mr. Nolan is the New York attorney of the French steamship line, the Compagnie Transatlantique, of Paris.

For the time being the company has no public announcements to make, but expects to shortly publicly define its policies and other matters of general interest.

New York City Items

The Strauss Cigar Company has taken over the Edwin Cigar Company, at 64 East Fourteenth Street. Max Singer, of the Broadway Central Hotel, will manage the place.

Alexander Herbert, of Philip Morris & Company, is expected back in the city on May 17, after a short vacation in Europe.

Carlos Fernandez & Company are now occupying their new quarters at 21-23 East Twenty-fourth Street. The new location is more convenient and allows them better facilities for storing their goods.

Jonas M. Rosenthal & Company have removed to 166 Front Street.

On June 14, the Philip Morris Mutual Aid Association will hold its annual festival at Midland Park, Grant City, S. I.

William C. Wagner, who conducted a cigar stand in the Hotel Kingsborough, Gloversville, New York, last week opened his new cigar stand at the corner of Main and Fulton Streets.

PHILADELPHIA.

Drastic New Cigarette Law in Pennsylvania

Dealers Selling Cigarettes or Cigarette Papers to Minors, Subject to Heavy Fine

HARRISBURG, PA., May 12.

THE Thompson Bill prohibiting the sale or gift of cigarettes or cigarette papers to persons less than twenty-one years of age, has been signed by Governor Tener and is now a law.

The provisions of the law are particularly drastic, affecting any dealer convicted of making an illegal sale and punishing by a fine from $100 to $300.

The new law also provides that any minor found in the possession of cigarettes, must tell where he obtained them, and upon failure to do so, is subject to trial for misdemeanor. If the offender is over sixteen years of age, the penalty is a fine of $5 or imprisonment for five days. If under sixteen years, the offender is referred to the Juvenile Court.

The New Law Is, in Part, as Follows:

AN ACT

Prohibiting the furnishing by gift, sale or otherwise of cigarettes or cigarette paper to minors, requiring minors to divulge where and from whom cigarettes or cigarette paper have been obtained and providing penalties for violation of this act.

Section 1. *Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in General Assembly met and it is hereby enacted by the authority of the same,* That any person who shall furnish to any minor by gift, sale or otherwise any cigarette or cigarette paper shall be guilty of a misdemeanor and upon conviction thereof shall be sentenced to pay a fine of not less than one hundred dollars ($100), nor more than three hundred dollars ($300).

Section 2. Any minor being in possession of a cigarette or of cigarette paper and being by any police officer, constable, juvenile court officer, truent officer or teacher in any school asked where and from whom such cigarette or cigarette paper was obtained, who shall refuse to furnish such information, shall be guilty of a misdemeanor and upon conviction thereof before any alderman, magistrate or justice of the peace, such minor being of the age of sixteen years or upwards, shall be sentenced to pay a fine not exceeding five dollars or to undergo an imprisonment in the jail of the proper county not exceeding five days or both. If such minor shall be under the age of sixteen years he or she shall be certified by such alderman, magistrate or justice to the juvenile court of the county for such action as to said court shall seem proper.

Section 3 of the act repeals all other acts and parts of acts inconsistent with the provisions of the present law.

Albert R. Clayton, who formerly represented the Cuba Cigar Company in Philadelphia, is now doing missionary work for E. M. Schwarz & Company on their "Mozart" and "Charter" cigars on behalf of the Siller-Narten & Barnes Company, of Pittsburgh, Pennsylvania.

Quaker City Trade Outlook

ALTHOUGH there was evidence several weeks ago of a let up in cigar manufacturing circles, the lately received revenue figures for the month of April would appear to show that this lull was but temporary. Local manufacturers need have no fear of this year being a poor one, for every indication points to it being a record breaker. The output of large cigars for the first four months is almost 25,000,000 ahead of the same period last year. How much the flood in the Middle West had to do with the activity in April cannot be ascertained to a certainty, but it undoubtedly had an appreciable effect. The majority of the factories are now running to full capacity and expect to do a good trade in May.

The retailers report an improvement, due probably to the fine spring weather we have been enjoying. There has been a fair demand for all lines of goods. Manila cigars have been featured by some of the dealers, but few of them care to push them heavily as the majority are too heavy for the Philadelphia smoker, who is used to a mild cigar. The better grade of Manilas find a fair sale.

The leaf market has shown no particular activity, yet all the local firms state that they have no complaint to make. Pennsylvania has been selling slightly better than formerly. Connecticut and Wisconsin are also having calls.

Labor and Minimum Wage Bills Interest Manufacturers

The Philadelphia cigar manufacturers are much interested in three bills now before the Legislature of Pennsylvania. They are the Women's Employment bill, the Child Labor bill and the Minimum Wage bill. A public hearing was held in the Capitol building, Harrisburg, on Wednesday, May 14, at which time many local manufacturers availed themselves of the opportunity of presenting their side of the case. While the bills are said to have many good features, both for the employer and employee, it is claimed by the manufacturers that several amendments would be of decided advantage to both. If these bills were passed, it would mean an adjustment in hours and wages in many cigar factories throughout the state. These measures were before the Minor Judiciary Committee of the Senate on Wednesday.

The "Coiner" cigar, made by the Baum-Jaffe Company, is being made one of the leaders by many of the dealers throughout town. The campaign on this brand must surely have brought fine results, for it can be seen in almost every worthwhile store about town. The brand has been well-placed in the northeastern part of the city.

HOW WEST PHILADELPHIA FEATURES THE "BOLD"

Display of "Bold Cigars in Window of Frederick Horn Store, 5205 Market Street. There were 3000 Cigars Used for this Trim. and Kept There During "Bold Week" recently, at Which Time Mr. Horn Sold 5000 Cigars of this Brand

Pocket Proof Package for New Cut "Central Union"

Jack Fowler, the energetic local representative of the United States Tobacco Company, is now introducing the well-known cut plug tobacco, "Central Union" in a new packing, which he claims will revolutionize the sale of such tobacco in this country.

The new package is made of tough paper, and is lined with tin foil and waxed paper. The original idea embodied in this new wrinkle is the arrangement for holding the bottom and top of the package in place. A strip is run around the box and fastened so securely that the smoker need never fear that the bottom of the package will fall out and drop the tobacco in the pocket. In addition to this the tobacco is cut finer than the original "Central Union," which will be sold the same as heretofore. The finer cutting allows the tobacco to be used either for pipes or cigarettes.

The introduction of "Central Union" in the "pocket-proof" package will be done through a deal whereby the dealer taking it on will receive two ten-cent packages of "Epicure" tobacco with each four dozen packages of the new "Central Union."

Placing "City Club" in Quaker City Stores

A crew of expert salesmen under the direction of C. S. Buck, division sales manager, has just started a campaign throughout Eastern Pennsylvania on the "City Club" brand of smoking tobacco. "City Club" was first introduced to the trade in Louisville, Kentucky, the home of the Burley factory, from whence its fame has spread into nearly every state of the Union. The Burley Tobacco Company is making an aggressive campaign of salesmanship and publicity on this brand, and having an article of exceptional quality, they are destined to make a big success of it. S. A. Mickey, general sales manager, is expected in Philadelphia this week to look over the situation and give whatever assistance is needed in putting the "City Club" into the hands of every live dealer in Pennsylvania and adjacent territory.

First District Manufacturers Hang Up April Record

Production for Last Month 66,797,600, More Than 7,000,000 Increase Over Any April in Local Cigar Annals

ACCORDING to the statistics compiled from the Internal Revenue tax receipts in the First Pennsylvania District for the month of April, large cigars again show a heavy increase. Since the first of the year the production has gradually been gaining over 1912, and with the April figures taken into consideration, this has now mounted up to an increase of 24,830,320 cigars over the first four months of 1912. The number of large cigars manufactured in April was far ahead of any April output heretofore, the closest to this having been last year when 59,742,900 were turned out.

Other lines also appear to be in a most flourishing condition, every one of them having an increase over April, 1912. Cigarettes and manufactured tobacco make the best showing.

The complete figures for the month, compared with the same period last year, are as follows:

	April, 1913.	1912.	Increase.
Cigars	66,797,600	59,742,900	7,054,700
Little cigars	20,239,520	14,540,000	5,699,520
Cigarettes	8,804,000	8,623,600	180,400
Cigarettes at $3.60	25,000	20,700	4,300
Manufactured tobacco, lbs.,	98,970	87,223	11,747

The production of cigars for the first four months of the year, as compared with the same period in 1912, is as follows:

Production of Cigars for First Four Months of the Year.

	1913.	1912.	Increase.
January	62,643,440	51,712,480	10,930,960
February	61,735,340	57,352,080	4,383,260
March	63,279,900	59,818,500	2,461,400
April	66,797,600	59,742,900	7,054,700
Total increase over same period last year			24,830,320

New Co-operative Cigar Scheme

A new scheme of co-operative cigar manufacturing and selling is being launched by the Co-operative Cigar Company, a corporation organized under the laws of South Dakota and having its main offices at 1208 Arch Street, this city. Joseph Brown is the president. The prospectus states that it is their purpose to sell stock at one dollar per share and in blocks of not less than ten to retail dealers, who will be granted a special price in purchasing cigars made by the company. Rosy promises are held out to the prospective investors by pointing out the profits which have been made in the cigar business in the last ten years.

John T. Dee, of the Theobald & Oppenheimer Company, has left for a trip of three weeks to points in the Middle West. The usual activity around the Theobald & Oppenheimer plant continues. This factory has been running behind their orders for a number of months and are running to full capacity.

The "El Vendura" cigar, manufactured by the Emze Cigar Company, is making good headway about town. The O'Keefe stores on Fourth and Fifth Streets, below Market, have been featuring them with excellent results. They have been added to the lines of a number of the central section dealers the past two weeks.

The "Cortez" cigar, one of the big sellers at the Bingham House, has been pushed by means of window displays the past week.

The Cuban Market

From our Exclusive Havana Bureau, Neptuno 24, Altos, Havana, Cuba.

HAVANA, May 9.

CONDITIONS in this market are little changed. Dullness reigns on account of the absence of American buyers, and the few who have arrived here have come principally to look over the new crop. It is hard to say what the future course of our market is going to be, as the opinions differ considerably among the interested parties.

By rights a large crop all over our island ought to assure us correspondingly lower prices for the raw material. However, when the majority of experienced buyers of Remedios tobacco last year expected to see a lower range of figures, later on in the summer, just the opposite took place, notwithstanding that the crop was the largest ever produced in Cuba. Vuelta Abajo, of course, was a small quantity only, and as the light quality pleased the clear Havana cigar manufacturers, the demand was very keen and prices ruled high.

As this year the prevailing opinion is that the growth will give us even a finer quality, some parties are expecting to see a big demand likewise this coming summer. This argument would be plausible if the American manufacturers should share this opinion, and stock up for a two years' supply, after the tariff revision should have been finally settled, and after business in general in the United States should have become normal again.

Although prices for Vuelta Abajo may perhaps show only a moderate lowering this year, as compared with last year, we cannot understand why Remedios leaf with a large yield of first and second capaduras, and the same large quantity in the number of bales of all classes, should not be purchased by our packers at considerably lower figures.

If there were only 40,000 bales of first and second capaduras in the 1912 crop, and this year the yield should turn out to be as large as 120,000 bales, then in order to increase the consumption, prices ought to rule very much lower, or otherwise there would remain a large surplus in our dealers' hands to carry over during the year 1914.

If the crop is of a heavier quality the American manufacturers could get along with a smaller amount of Remedios, as they could use a larger quantity of domestic leaf for mixing purposes. This argument appears a common sense one, which doubtless our leaf dealers and packers will bear in mind when making their country purchases. If the vegueros should refuse to accept the offers that they could obtain, it would be preferable to let them do the packing again, as many of them did last year. However, if through the rise in prices in 1912 they did well enough, they might taste a different fare this coming fall.

Good, clean and well burning wrappers of Partido will undoubtedly fetch full prices, as the demand might exceed the supply, and there are no longer any surplus stocks to fall back upon. Partido fillers, on the other hand, ought to rule low in order to attract buyers.

From reports gathered we estimate the sales for the past fortnight to have been about 1500 bales, principally of new Vueltas, and perhaps half of which were exported to Europe and South America.

Owing to the continued dry weather in the country the escogidas have not started up generally in the Vuelta Abajo, or in the Partidos. Remedios may not be packed upon a larger scale until June at the earliest, or perhaps even as late as July.

Exports of leaf tobacco from Havana during the two weeks ending May 3 were: To all ports of the United States, 7709; to South America, 606; to Europe, 558; to Mexico, 50, and to Oran, Africa, 6 bales; making a total of 8929 bales.

Receipts of Leaf Tobacco From the Country.

	For two weeks ending May 2, 1913.	Since January 1, 1913.
Vuelta Abajo,	7,604 bales	17,213 bales
Semi Vuelta,	822 "	1,923 "
Partido,	509 "	1,265 "
Remedios,	553 "	1,776 "
Oriente,	112 "	863 "
Total,	9,600 "	Total, 23,040 "

Leaf Buyers That Come and Go.

Arrivals—From New York: Ernst Ellinger, of Ernst Ellinger & Company, and José C. Perez, of Marcelino Perez & Company. From Chicago: Walter C. Sutter, of Jacob Sutter & Sons. From Philadelphia: Felix Eckerson, of Felix Eckerson & Company.

Returned—H. H. Strater, of H. H. Strater; José Suarez, of José Suarez & Company, and Leslie Pantin.

Departures—For New York: Maximilian Stern and Fritz Lederer. For Chicago: August Kuttnauer. For Antwerp: Hugo Scheltema.

Big Increase in Cigar Exports.

As it might be interesting to the readers of THE TOBACCO WORLD, we submit herewith the figures of the exports of cigars from the port of Havana for the month of April, 1913, in detail and as per our official customhouse returns, as well as a comparison of the total with the month of April, 1912, and the grand total of the first four months of this and last year. It will be seen that we have gained in April over five and one-half million cigars, while the exports for the four months show an increase of over seven and one-half million. This would be a very pleasing record for our manufacturers if they had not been handicapped by the extremely high prices for their raw material last year. England overtops all other countries in the importations of our cigars, and therefore remains our best customer. We are looking, however, for a further material increase in our exports to the United States, as soon as the tariff question should be finally have passed the United States Senate and be signed by the President. The ruthless war waged by the United Cigar Stores and the Riker-Hegeman Company in cutting prices on Perfectos and Puritanos is undoubtedly a serious matter, for the other independent small retail stores, although our manufacturers are less influenced by this move, as they will simply replace these sizes by other shapes that will be retailed at twenty-five and fifteen cents each, and thus take the place of the discredited Perfectos and Puritanos.

Exports of cigars from the port of Havana during the month of April, 1913, and comparison with the same month of 1912, as per our official customhouse returns:

Total during the month of April, 1913,	18,431,837	"
Total during the month of April, 1912,	12,794,245	"
Increase in the month of April, 1913,	5,637,592	"
Total from January 1 to April 30, 1913,	59,356,592	"
Total from January 1 to April 30, 1912,	51,708,874	"
Increase in the four months of 1913,	7,647,718	"
Increase by Countries in April, 1913.		
Great Britain and Ireland,	3,336,619	cigars
The United States,	1,038,031	"
Canada,	745,348	"
Australia,	586,555	"
Spanish Africa,	95,400	"
Total increase,	5,801,953	"
Decrease by Countries in April, 1913.		
Germany,	103,347	cigars
Spain,	87,909	"
Total decrease,	191,256	"

As our manufacturers have been selling their Perfectos and Puritanos upon a very slim margin of profit, it is impossible for them to come down to a lower figure still, and as a natural consequence the present Perfectos and Puritanos may retain their former shape, but the workmanship and the quality must of necessity be inferior.

It is said that business at present in most of the factories is quieter, but as we are now in the dullest three months of the year this is but natural, and no complaints are heard on this score. Romeo y Julieta, H. Upmann, Partagas, Sol, Castañeda, Henry Clay and Bock & Company, Limited, and Flor de P. A. Estanillo are working, however, as usual.

H. Upmann & Company have bought during the past two weeks five hundred bales of new leaf—one-half for their celebrated factory and one-half for export.

The American Cigar Company has been buying through their agent, Maximilian Stern, two vegas of San Juan y Martinez, to be packed by the farmers at fixed prices per classes, and others in bundles at Las Ovas, Rio Hondo, etc., which it will pack itself. Some purchases were also made for their account in the Partidos.

Felix Eckerson did not let any grass grow under his feet, as he bought a small lot of fifty bales of first capaduras of 1912 the same day he arrived at a reasonable figure, and is looking for more goods, although his principal idea in coming here was to get an idea of the new crop.

Ernst Ellinger also came principally to get posted on the new crop by personal observation, besides starting more escogidas in the Vuelta Abajo and Partidos. Their Artemisa packing has been acknowledged as being one of the finest this year.

H. H. Strater has purchased about two-thirds of this year's Manicaragua crop, which is of the legitimate kind, but having to pay high prices for it, as from a good source we have learned that the genuine Manicaragua will not yield over about six thousand bales in all. Owing to its peculiar fine aroma there are some manufacturers who exclusively only work this kind of leaf in preference to all others.

The principal twelve shippers from the port of Havana of leaf tobacco during the past two weeks were: Maximilian Stern, 3079; Rodriguez, Menendez & Company, 518; Ernest Ellinger & Company, 399; Mark A. Pollack, 332; Manuel Suarez, 342; Allones, Limited, 277; Garcia & Company, 264; M. A. Gunst & Company, 240; Leslie Pantin, 170; Diego Montero, 167; H. Upmann & Company, 133, and José Suarez & Company, 111 bales.

ORETANIV.

Chicago

Dice Shaking for Cigars No Longer Allowed; Punch Boards Also Under Ban—Cigar Makers Protesting Against Philippine Clause in Tariff Bill

CHICAGO, May 10.

PROSPECTS for the cigar and tobacco business are of the brightest at the present time. The season of the open-door is at hand. Week-end fishing trips and other excursions in which the smoker delights in keeping company with his favorite brand is on, and sales ought to increase from now on. The retail dealers around the loop and in this district report business already showing an improvement.

A fire which broke out in the cigar box factory of A. O. Fisher & Company, at 818 to 820 North Franklin Street, did damage to the extent of $1000.

Chiliens Brothers opened a new store May 1 on Ninety-second Street, South Chicago.

Julius Hershman played in hard luck. He planned to open a tobacco store at Fifty-eighth and Prairie Avenue May 1. His stock arrived all right, but his fixtures failed to arrive in time. In the meanwhile he stored his stock in the basement and over night burglars looted the basement and got away with $250 worth of goods, which were a total loss, as he had no insurance.

W. A. Burns, of the American Cigar Company, has been pushing the "Permit" cigar. He has been having considerable success with the Londres shapes, which is in some cases outselling the Perfecto kind.

Harry Shapiro, formerly with Schinasi Brothers, has allied himself with the Charles Donovan Cigar Company. He says he finds it much easier to sell cigars than cigarettes.

First Deputy of Police Schuettler caused considerable worry to the Chicago tobacco trade when he issued an order on Saturday, May 10, that hereafter shaking dice for the cigars would have to be stopped, contending it was a most pernicious form of gambling, which bred the desire of young men to take chances in other ways. One of the most sinister features of this gambling it was claimed was that these games in which trade is gambled for and occasionally won are located promiscuously in shops and cigar stores whose patronage consists largely of young men and boys. Because of this the young men and boys are given an excellent opportunity to cultivate the gambling habit.

However, just as dealers were devising plans to protect themselves Mayor Harrison gave out the opinion that he did not believe shaking dice for cigars was as bad as was painted, and as far as he was concerned he would take no steps to stop these games. However, he seemed to think it a good plan to stop the punch board games, which has become so popular of late.

In one respect one cannot blame the police for stopping the punch board game. The chances are so big against the customer getting value received for his money that a good many of the customers believed that it was not on the square, so to speak, and it is believed that the prohibiting of these boards will be a benefit to the trade in general.

The one thousand five hundred cigarmakers of Chicago who sent a protest to Congress against the free admission of cigars from the Philippines won their first victory when dispatches from Washington informed them that Representative Britton had prepared an amendment to the tariff bill limiting the number of cigars to 75,000,000 a year to be imported free from the Philippines.

The Cigarmakers' International Union of America issued the protest from its headquarters in the Monon Building against unlimited free trade with the Philippine Islands. This followed the action of the September convention, when four hundred delegates protested against the importation of cigars, duty free, from the islands. A resolution was adopted instructing their president to protest to the proper authorities and to Congress. On a referendum vote the resolution carried by a vote of 48,457 to 186.

A crusade against the minor cigarette smoker is being waged in the village of Oak Park. Graham Stewart, secretary of the local Y. M. C. A., said that the police are going to be roused to action and be compelled to enforce the ordinance of the village making cigarette smoking by boys under eighteen punishable by arrest.

W. G. McCullough, with the Lorillard Cigarette Department, has been trimming windows with artistic effect, featuring "Egyptian Luxuries."

The opening of White City as well as Riverview Park have helped the sales of cigars as well as cigarettes. Both these parks have been redecorated as well as exhibiting many new features.

Jacob A. Lisch, the well-known cigar dealer of Springfield, Ohio, with a store at 30 South Fountain Avenue, died at his home in that city on May 3. He is survived by a widow and two sons.

Milwaukee

Torn Up Condition of Down Town Streets Affects Trade, Many Dealers Say—New Cigar Stand to Be Opened at 265 Third Street—Otto Krahn Doing Nicely at New Store

MILWAUKEE, May 12.

BUSINESS with downtown retailers has been affected somewhat by the torn-up condition of downtown streets. Grand Avenue, the main street of the city, is being entirely repaved and as a consequence all street cars have been rerouted to other streets, thereby removing a great amount of traffic.

Steve Surman, of the Cuba Rica store, is enjoying his usual business, being located on Wisconsin Street beyond the district undergoing repairs. The "Roy Lopez" continues to be the feature in his show window.

The Wright Drug Company make no complaint as to business, the wholesale department continuing active. The "Jose Vila" is being featured with a window display.

Arthur Meister is doing his usual business at East Water and Mason Streets. East Water Street has lately taken on a new lease of life as a business street, which is helping his business. The "Cinco" and "Equity" still continue prime favorites at his store.

Fay, Lewis & Brothers Company, while making no complaint as to business, are feeling the effect of the street repairing at their Pabst Building store. Being located at the east approach of the Grand Avenue bridge, which is closed for repairs, much of the traffic is taken away. They are featuring nickel goods and their own "Harvester" cigar. Their Fifth Street store is doing the usual good business—also displaying the "Harvester." The wholesale department continues to enjoy a good business.

Allansons feel the effect of the repaving to some extent, but being located in the Plankinton they continue to enjoy a good business from the traveling public. It is reported that the present building will be wrecked by the end of July, at which time, unless plans are again changed, they will be compelled to seek new quarters.

Dadds' drug store are doing their usual business with all the popular lines carried by them. Dadds will also be compelled to seek new quarters if building operations on the hotel building are started when planned.

Leo Abraham is doing a good business at his retail stores, although the paving operations have had some effect at Third and the Avenue. This store, which was formerly on a level with the sidewalk, is now over a foot lower, the grade having been raised. However, their trade do not object to stepping down to secure the "Jose Lovera," "Rosa de Mayo," "La Verdad," "Charter" or any other of the many popular brands which are found there. Joe Feiger, Ed McKercher and Joe Leiser make a great trio at the store, and have many friends.

Chapman continues to smile his way into the good graces of the trade about town, and we understand his sales are increasing right along.

A new cigar store and billiard parlor will be opened at 265 Third Street by H. D. Fisher. The location is considered a good one, and as all popular brands will be handled he should do a very good cigar business.

Otto Krahn, who resigned as pipe repair man at the Abraham store about a month ago to go to Duluth, Minnesota, has returned to Milwaukee, having been unable to secure a suitable location in the Northern city. He has opened a store here on Third Street, near Walnut, and is doing nicely. He has a nice location and should get plenty of repair work. A line of popular cigars will also be handled by him.

W. Kunz has opened a cigar store at Hartford, Wisconsin.

A. H. Jasper & Company, of Chippewa Falls, Wisconsin, have begun the manufacture of a new cigar, the "Commercial Club," which will be made in three sizes, Panatelo, Londres and After Dinner.

The tobacco shed of E. M. Calkins, at Janesville, Wisconsin, was destroyed by fire recently, believed to be of incendiary origin.

O. A. KROMPAS.

Tampa Cigarmakers Lose Heavily by Failure

As a result of the failure of the Ybor Building and Loan Association, of Tampa, a short time ago, hundreds of the residents of that city, including many cigarmakers, lost heavily. Silas L. Biglow, secretary of the association, died suddenly and upon investigation it was found that the finances of the company were in bad shape. There had been no meeting of the directors or stockholders for a number of years. It is said that not more than thirty cents will be paid on the dollar.

Cigar Leaf Tobacco Convention

Continued from page 15

The chair announced the appointment of the following Board of Directors, the first six holding over automatically and the latter six to serve for two years:

One year—Benno Neuberger, M. L. Floyd, A. W. Gieske, Geo. M. Berger, J. Goldberg, J. Vetterlein.

Two years—Carl W. Wobbe, Fred Miller, L. A. Wheeler, S. Jassulak, J. Joel Coleman, I. H. Weaver.

In closing for the year the convention passed a resolution of deep thanks to the officers for the splendid work accomplished during the past year.

At 3.30 P. M. the session adjourned to meet in Atlantic City, New Jersey, one year hence.

Banquet.

The members, delegates and guests gathered around the annual banquet board in the main dining room of the Shelburne on Tuesday evening at 7.30.

The menu was delightful in every respect, service excellent and for several hours merriment was in full swing.

Annual Report of President A. B. Hess

The cycle of time has measured off another yearly epoch, and we are assembled here in Atlantic City in our fifteenth Annual Convention.

The National Cigar Leaf Tobacco Association is entitled to observe its Crystal Wedding Anniversary. Wedding is appropriate for the reason, that during this period of fifteen years, the numerous members of our highly esteemed organization, whose homes and places of business are scattered from Boston to St. Louis have become wedded together by bonds of esteem and chains of friendship, until today we are one National Family, no member of which has reason to be glad or sad, that is not shared by the rest of us. At every recurring Annual Convention, when our members mingle in social intercourse, stripped for the time of the responsibility of a busy life; when they clasp glad hands, these chains of friendship are strengthened until our interests and our sympathies have become blended into a force, that will accomplish but one end and that end is, the upbuilding and advancement of the gigantic industry we represent. The performance of each new duty as they meet us by the way enlarges our experience and our ability to more wisely determine the issues, that will confront us in the future.

As our Association grows older, its influence should grow stronger. Its ideal should be loftier; its organization more thorough, until helpful influence should reach the humblest member in the most distant outlying district of the industry we have the honor to represent.

Our assembling here in Atlantic City is not by virtue of the usual course of procedure. At our Annual Convention in New York a year ago, we accepted the kind invitation of our friends from Dayton, Ohio, to hold our convention there, but because of a calamity, which visited that fair city, the news of which brought sadness and concern to all of us and excited many expressions of sympathy and many acts of beneficence, we are meeting here in Atlantic City.

The past year has been a comparatively peaceful one, so far as struggling with large issues was concerned. Yet it was not without its labor, and I am sure, not without its value.

Early in the year members of our Association in different sections of the country took up the issue of a reduction of the import duty on wrapper leaf tobacco. They waged a manly fight. Our admiration for the whole-souled manner in which they entered into the fray was universal. Your officers decided, however, that in view of the fact, that at each of our conventions the vote on this question was almost equally divided, the only position that was fair to our entire membership, for the National Association to take, was one of neutrality.

In my report of a year ago, I dwelt at considerable length upon the contending forces, that were struggling for mastery in the Industrial field. I dwelt at some length upon the influence, that the work done by our Association, had had upon these issues. You will recall the prophecy made then: that if the struggle continued longer it would mean, that the popular discontent would take some concrete shape, that would lead to the abolition of old party lines, and that the people would demand a change, whether for the better or for the worse, and irrespective of the cost. And they did. As a result of this diversity of opinion the political party, that had been in power for sixteen years, was dethroned, and the reins of government were handed over to our friends, who while we can agree on a great many, in fact on most issues, have different opinions concerning tariff, which issue has furnished fuel for a great many interesting and exhaustive discussions at many of our preceding conventions.

It would be improper for me to attempt to enter into a discussion of this important subject in connection with this report, but to properly set before you the issues of the period it is necessary to make this reference.

The President of that party was inaugurated on March 4, 1913, called an extraordinary session of Congress, which convened on April 7, and is now in session struggling with the tremendous question that confronts it.

On April 7, 1913, the Underwood bill was introduced to the House, and on April 21 it was committed to the Committee of the Whole House, and has within the last few days passed the House and has been referred to the Senate for its concurrence.

This bill provides for no reduction of the import duty on leaf tobacco, but in it we find a section, which provides, "That all articles, the growth or product of or manufactured in the Philippine Islands from materials the growth or product of the Philippine Islands or of the United States, or of both, or which do not contain foreign materials to the value of more than 50 per centum of their total value, or 20 per centum in case of manufacturers of tobacco, upon which no drawback of customs duties has been allowed therein, coming into the United States from the Philippine Islands shall hereafter be admitted free of duty."

You will note that this provision authorizes absolute free trade in cigars and tobacco imported into the United States from the Philippine Islands, and that these cigars may be made wholly of Philippine tobacco or may contain in part any tobacco grown in the United States or may contain in part tobacco grown anywhere outside of the United States.

I trust that this convention will thoroughly discuss the advisability of such a provision in our tariff law and will take such a position and such action, as they in their wisdom shall deem best.

While reflecting upon the influence that a change in the tariff laws or a threatened change has on all industry and upon our industry in particular, it has occurred to your officers that our present method of regulating the tariff is not the best and that one of the most vital questions of the day from an industrial standpoint is to determine upon a better method of arriving at conclusions in matters of tariff. Our present system of swinging like a pendulum from rates that are high and possibly in some instances excessive to rates that are low and possibly in some instances too low, can have only one result, and that is a disturbance of confidence, which is sure to paralyze business, while the country is passing through this period of adjustment, and whether the final results of the change are an improvement or not.

Is there no other way in which those changes can be made that would avoid the paralysis to business, that always accompanies them under our present system? We believe there is and we believe that the men who secure its adoption and enactment into law, will have performed a service to the industrial interests of our great country, that will perpetuate their memory and result in great and lasting benefit.

We all know, that in a representative democracy, where public opinion is continually shifting and yielding to the influence of individuals, men are frequently elected to our National congress, who have no experience, no training and are not well qualified to pass upon a question of such tremendous importance. These men come from the ranks of all parties. Sometimes when public opinion is particularly agitated a large proportion of the members of our National Congress may be of this class. Need we wonder, that the industrial world is paralyzed until they know what a body of men so constituted will do in reference to an issue, that is so vital to prosperity. Would any men in private business permit the votes of his new employee, who knows least about his business, to decide matters of gravest concern to him? Would any corporation elect into its board of management enough new members to give to them the deciding vote, when such new members have had no experience and no training upon the issues, that are most vital to the interest of the corporation? In my estimation this is a decidedly weak spot in our governmental procedure and could be readily improved, if a non-partisan commission were appointed, whose duty it would be to make a scientific investigation of tariff needs on all commodities, whose only concern would be to do that which would best protect the American people as a whole, taking care of the dealer or manufacturer on the one hand, and of the consumer on the other, and who would not be influenced by the political effect of any position their best judgment would dictate.

The recommendations of such a commission should be submitted to Congress schedule by schedule, so that only one industry at a time would be dealt with, and in dealing with it, sufficient time should be given before a new schedule should be made effective to enable the market to absorb accumulated surpluses and to gradually adjust itself to the new condition. I believe the day is not far distant, when a method along the lines herein suggested will be adopted, and I firmly believe, that great and lasting benefit will be the result.

In conclusion, I wish to thank you for your kind advice and encouragement given so freely during my incumbency in office. I assure you, that same was very much appreciated. Various questions have arisen and various things have occurred, that have made a permanent impression upon my life and will always be looked back to with pleasure. May the same spirit of hearty co-operation and the same unanimity of purpose ever characterize the future of the National Cigar Leaf Tobacco Association.

Independent Retailers Gain New Recruits

ONE of the largest attendances at any meeting of the Independent Retail Tobacconists' Association, was that which turned out at the smoker held at Terrace Garden, New York, last week. Not only did the enthusiasm run high, but thirty new members were enrolled. One of the principal speeches of the evening was that delivered by Nicholas Ehrlich, of Brooklyn, who set forth startling facts showing the necessity for independent organization and appealing for additional support in fighting the United Stores' premium methods.

Robert E. Lane spoke on behalf of the Havana industry and Ike Ochs, president of the association, made some interesting remarks as to the future work of the association.

An encouraging report on the progress of the Independent Salesmen's Association was made by Oscar Veit.

Larger Factory for "Bernadotte" Cigars

To provide facilities for their rapidly growing business, A. Kern & Company, Incorporated, now at 109 West Forty-second Street, New York, are about to move into larger quarters. President Harry Suskind has obtained an option on a loft with eight thousand square feet, on West Fortieth Street near Eighth Avenue, and it is likely that the Kern factory will be moved there about June 1st.

The "Bernadotte" brand which is being featured by this factory has had a remarkable sale, not only in the metropolis, but everywhere it has been introduced. It is a clear Havana which just seems to suit the taste of high class smokers, and it will be found in nearly all of the leading hotels and restaurants along Broadway. Two new brands of clear Havana cigars have just been launched by the Kern factory, the "El Stato" and "Art. Farita," each in ten sizes.

March Imports and Exports of the Country

THE report of the United States Department of Commerce and Labor for the month of March reveals a larger volume of import trade in leaf tobacco and most of its manufactured products as compared with the corresponding month last year. Leaf tobacco suitable for wrappers increased more than thirty-seven per cent. over March, 1912, while filler grades of tobacco showed an increase of three per cent. Taking all the imports, though, the total volume is three per cent. less than during March, 1912.

The figures for the month of March, and as compared with last year, are as follows:

	March, 1913.	1912.
Leaf suitable for cigar wrappers, lbs.	590,920	430,631
All others, lbs.	5,184,643	5,019,692
Cigars, &c., from Philippines duty free, lbs.	185,380	123,845
Cigars, &c., from Philippines duty free, number	12,720,000	8,746,000
All other cigars and cheroots, lbs.	46,625	45,226
Cigarettes, duty paid, lbs.	1,478	1,570

March Exports.

The foreign trade in leaf tobacco and its manufactured products for the month of March is about on a par with the same period last year. Leaf tobacco and manufactured plug tobacco showed an increase, but the other products are ahead of March, 1912. The figures for the month, as compared with last year, are as follows:

	March, 1913.	1912.
Unmanufactured leaf, lbs.	24,971,979	25,806,380
Stems and trimmings, lbs.	343,118	98,440
Cigars, number	402,000	101,000
Cigarettes, number	184,093,000	102,850,000
Plug, lbs.	569,858	594,070
Smoking, lbs.	138,811	66,570

Tampa Interests Working on "Made in Bond" Plan

In order to assist the Clear Havana Cigar Manufacturers' Association, of Tampa, in their plan to have their goods made in bond hereafter, the Tampa Board of Trade named a committee of members to solicit funds to carry on the work. It is said that considerable expense will be necessary to have this change made in the Underwood tariff bill, and that in order to do it right a sum of money should be subscribed to carry on the work. A committee, composed of E. W. Monrose, M. W. Caruth, R. M. Prince and J. C. McKay, was appointed to carry on the work and secure the funds.

Mr. Sanchez told the great need of this plan of making cigars in bond, saying it would make the output of Tampa cigars at least 500,000,000 a year. The plan contemplates the placing of a stamp on cigars made in bond, showing that they are manufactured of certain tobacco. It would prove a stamp of genuineness as to the origin of "Havana" cigars, many of which never saw Havana except in the name on the lid of their box.

Another piece of freak legislation was introduced in the House of Representatives of Florida several weeks ago in the form of a bill which would compel every manufacturer of cigars to put a band around each cigar stating the kind of tobacco used in its construction. The measure stated that every band should be placed on the cigar with glue. A fine not exceeding $250, and imprisonment of not more than sixty days was the penalty for violation of the measure. The bill was said not to have the slightest chance of passing.

Makes Cigar That Belies It's Name

C. H. Plitt, of York. Pa.

OCCASIONALLY there comes to one's attention a cigar manufacturer who literally eats, sleeps and thinks his brands day and night. He is a rabid enthusiast and is ready and willing at all times to back them against any of their class. If one takes the time to investigate he invariably finds that that enthusiasm has borne fruit in that the cigars turned out are the product of a painstaking and conscientious authority on leaf tobacco and cigar construction.

This can truly be said of C. H. Plitt, of the C. H. Plitt Cigar Company, of York, Pennsylvania, manufacturers of the "Liar" and "Twentieth Century" cigars. These brands were launched after innumerable combinations were tried in an endeavor to get the utmost possible for the price asked and still leave a fair profit for the business. The "Liar" cigar was put on the market about a year ago. At that time Mr. Plitt was asked whether this name was not most unusual for a cigar. He admitted the fact, but challenged any one to prove that the cigar was anything but unusual. He pointed out that the smoker was getting a large Sumatra-wrapped, hand-made, long filler cigar, for a nickel, with a guarantee that it contained at least one-quarter Havana tobacco. As a matter of fact, each of these cigars has on an average one-third Havana, and tobacco of the best quality, stock which has been seasoning in the Plitt warehouse in York for several years.

The "Twentieth Century" is a small cigar guaranteed to contain a strictly all-Havana filler of the best quality. This cigar has been smoked for several years by a number of the best-known bankers of Philadelphia, who buy the brand directly from the factory in one-thousand lots. This business was secured simply through one man who was given a "Twentieth Century." He immediately bought some and gave them to a number of his friends in banking circles who got in touch with the manufacturer.

These brands are now being pushed vigorously by C. H. Plitt & Company, who are desirous of getting in touch with live jobbers and dealers in all parts of the country

JOBBERS & DISTRIBUTORS DEPARTMENT

President LeBus Calling on Jobbers

CLARENCE LEBUS, president of the Burley Tobacco Company, and S. A. Mickey, general sales manager of the Strater Brothers Tobacco Company, branch of the Burley Company, have been touring the East during the past ten days calling on the leading jobbers in the interests of the Strater Brothers brands of smoking tobaccos, "City Club" and "Satisfaction." This is Mr. LeBus' first round among the tobacco jobbers and he is being greeted cordially everywhere. He was in Richmond and Philadelphia during the past week, and after a few days in Atlantic City expects to go to New York.

Mr. LeBus has taken to the manufacturing and selling game quite as enthusiastically as he has to the raising of Burley tobacco, and is delighted with the success with which the Burley Society is meeting in its new venture in the manufacturing field.

Jeffreys & Co. New Newark Jobbers

A NEW cigar jobbing house has been opened in Newark, New Jersey, by William Jeffreys and Frank Keiling, who will do business under the name of Jeffreys & Company, at 405 Seventh Avenue. Mr. Keiling has conducted a successful retail business and has extensive interests in Newark, New Jersey. Mr. Jeffreys is a veteran in the cigar business. They have just taken on the "Reynaldo" and "Luxello" brands, made by Luckett, Luchs & Lipscomb, Philadelphia, which they will feature in their distributing business. Already they have placed the "Reynaldo" with some of the leading stands in Newark.

C. F. Reynolds, of Reynolds & Dyer, prominent tobacco dealers and distributors of Chico, California, who have taken over the large packing, wholesale and distributing business of Scheunert Brothers Company, Sacramento, California, has been appointed to take charge of the new branch and will move shortly to Sacramento to assume control.

The Garcia & Vega line of cigars, of Tampa and Havana, heretofore distributed in Minneapolis by the W. S. Conrad Company, will hereafter be jobbed in that section direct to the trade. Ira Farr, the local factory representative, will attend to this business.

The Parker-Gordon Cigar Company, of St. Louis, are opening up a strenuous campaign on their new cigar, "1913." They used a unique scheme, placing them in the majority of the stands throughout the city, after which the cigars will be released for sale on a fixed date.

The Baer-Wolf Company, of Cleveland, a retail and wholesale house, will distribute the "Roig" and "Girard" cigars in that territory for Roig & Langsdorf, of Philadelphia, the manufacturers. The factory representative in that section who carried through this deal is Sam Gottlob.

A Cigar That's Been Making Good For 22 Years

S. H. DURSTEIN, the Wilmington, Delaware, cigar manufacturer, is offering to the jobbing trade of the country his "Sen Auben" cigar, a high-grade nickel brand manufactured by him for more than twenty-two years. This brand has made good throughout the South, where it has been pushed since its introduction.

Special pains have been taken to have this brand a particularly fine cigar. It is a Sumatra wrapped, hand-made, nicely blended piece of goods, made in three main sizes—londres, conchas and blunts. It has also been made in other shapes, but these are the most popular ones. Mr. Durstein has made preparations to increase his output the next twelve months and to that end has secured ample manufacturing facilities in his factory at Walnut and Second Streets, Wilmington. He has been putting extra efforts on his "Flor de Durstein," a seed and Havana ten-cent cigar, and states that he is now in a better position to take care of his trade than ever.

Jobbers who are in a position to take on a quick-selling, repeating cigar, that has been making good for twenty-two years, are invited to get in touch with the Wilmington factory and secure details for pushing it in their section.

Reorganize R. W. Jenkinson Co.

The R. W. Jenkinson Company, of Pittsburgh, which concern asked for an extension of time recently, is reported to be undergoing a reorganization. They did a retail, wholesale and manufacturing business and were known as one of the largest houses in Western Pennsylvania. The retail stores in Pittsburgh are to be taken over and managed by Alexander M. Jenkinson, while the wholesale and manufacturing business will be carried on by Charles Bock and Hugh M. Stauffer, who are well known as having been connected with the Pittsburgh house for years. The reorganization of the firm does not change their liabilities in any way toward their creditors.

Landfield & Steele, cigar manufacturers, of Chicago, recently removed to their new factory in that city, 227-31 West Lake Street. The new plant gives them excellent facilities for manufacturing their "El Parcial" and other brands of cigars.

E. H. Briody, the Middle Western representative of the S. R. Moss Cigar Company, with headquarters in Indianapolis, has been assisting the Mooney-Mueller Drug Company, of that city, in specialty work on the "Flor de Moss." Mr. Briody has announced his marriage, to take place on June 3.

R. Berdan & Company, Toledo, Ohio, wholesalers, are making splendid progress on their two new five-cent cigars, "Berdan's Opinion," made by Mendelsohn & Company, Cleveland, and the "Pathfinder," made by W. K. Gresh & Sons, of Norristown, Pennsylvania. They have forty-five men working on these brands and have placed them in more than a thousand retail stores. The "El Dallo" cigar, of Wertheimer Brothers, Baltimore, is also going strong. Their best ten-cent brand is "Old Tavern," made by the Lilies factory, Detroit, Michigan.

Jobbing Trade Notes

The R. A. Bartley Company, Toledo, Ohio, wholesale grocers, are erecting a fine eight-story concrete building, one hundred by one hundred and forty feet. They are distributors in that locality of the "Bankable" five-cent cigar of the N. N. Smith Company, Frankfort, Indiana.

The Toledo branch of the J. B. Moos Company, Cleveland wholesalers, have started a local campaign on the "Permit" five-cent cigar in which five men will be used. They will install splendid window displays and distribute attractive signs and advertising matter.

A. D. Goodman, Cleveland jobber, has just taken on the "Havana Ribbon," Bayuk Brothers, which will be pushed in that locality.

P. Mahany, jobber, Erie, Pennsylvania, who lately took on the "Bold," Bobrow Brothers, is already doing splendidly on that brand. The "Bold" seems to have hit the taste of Erie smokers.

The "Miss Detroit" cigar, manufactured by the Mazer Cigar Manufacturing Company, of Detroit, has been taken on for distribution by Baker, Wignall & Company, of Streeter, Illinois. They will shortly open up an active campaign on this brand.

Dan Wolf, distributor of the "El Wadora" cigar of Sig C. Mayer & Company in Cincinnati, has been featuring this brand in that city by means of window displays. Mr. Wolf offers $1000 to any person who can prove that the "El Wadora" is not composed of all Havana tobacco.

S. G. Russell Company, of Seattle, Washington, have taken on for distribution in that city the "Cuesta Rey" cigars, formerly jobbed by the J. R. Smith Cigar Company.

The James L. Cowan Cigar Company, of Pueblo, Colorado, distributor of the "Tom Keene" cigar, have taken on the "Havana Ribbon" cigar, of Bayuk Brothers Company, Philadelphia.

The "El Mossico" cigars of the S. R. Moss Cigar Company, formerly distributed by the Milwaukee Drug Company, of Milwaukee, have been taken over by the Wright Drug Company of that city, who will shortly open an aggressive campaign on the brand.

The H. D. Lee Mercantile Company, of Salina, Kansas, which recently opened a cigar department with Walter Clark as manager, have taken on the "Charter" cigar, made by E. M. Schwarz & Company, New York.

The Oppenheimer Cigar Company, of Saginaw, Michigan, are actively pushing the "La Saranita" cigar of Shields-Wertheim Company, with Bert Smith, the factory representative, doing the missionary work.

Two new Toledo stores are to be added to the chain of Joseph Snyder, the Buffalo retailer, on or about June 1. They will be located at Cherry and Summitt Streets and Erie and Madison Streets, and will handle the usual Snyder lines. The managers and men for these stores have not yet been selected.

One Price To All Jobbers New Policy of American Tobacco Company

Makes Revolutionary Change in Method of Marketing Its Products—Boston Drug Firm Cut Off List for Price Cutting

A NEW policy has just been announced by the American Tobacco Company in the marketing of their products to the trade. It establishes a uniformity of price and discount to all jobbers alike, throughout the country, and hereafter the big jobber and the little jobber may buy on equal terms without fear of discrimination.

In making the announcement, President Percival S. Hill states that the change has been made at the request of a number of customers. It supersedes the method previously in vogue of granting special terms to special jobbers featuring the American Tobacco products. Speaking of the change, President Hill says in his announcement to the trade:

"It has been a custom in the tobacco trade to give special consideration to some jobbing customers, as compared with others. We are not condemning that practice, and realize that there is to be said in favor of its justice that some jobbers are much more active and effective distributors than others. We desire to assure our customers that so far as this company is concerned, none of its customers now enjoy any confidential or other advantage over any other customer.

"The policy of the law of several states, including the state of New Jersey, which has recently enacted such legislation, is distinctly against all special concessions, rebates and confidential prices, and we believe that the trend of legal and legislative public opinion throughout the country is against it. In taking this course we are, therefore, as we believe, in entire harmony with the current intelligent thought in the matter of propriety in business.

"We have no right to control, and shall not seek to control, the prices at which our customers shall sell to retailers. We do have a right to say, though, that the list prices are fair prices for our products and that the discounts we allow to our customers from this list represent only a legitimate jobbers' profit."

Boston Firm Cut Off.

Following the above announcement, it also became known that the American Tobacco Company had cut off the Riker & Hegeman Company, a big chain store drug company with headquarters in Boston, from its jobbing list because the latter firm was selling American Tobacco products in Boston at figures said to be below cost. An officer of the American Tobacco Company stated that when the selling of their products under cost jeopardizes the value of trade-mark and brand, it is their privilege to cut the cost-cutting customer off their jobbing list and that hereafter such a policy would be pursued.

E. Covel, who at one time conducted a cigar store at Fourth and John Streets, Cincinnati, has purchased another at 1043 MacMillan Street.

The Associated Drug Stores, of Baltimore, have taken over the cigar stand at Lexington Street and Park Avenue, that city, and will shortly open a store at that location.

John Hart, one of the first cigar manufacturers in St. Paul, Minnesota, and president of Hart & Murphy, died recently in that city, aged seventy-seven years. A widow and three daughters survive.

Conditions Among Cigar Manufacturers Improve—Two New Plants in City—Receiving Bids for New Moreda Branch of M. A. Gunst & Co.

KEY WEST, May 10.

TRADE conditions among the local cigar manufacturers for the past fifteen days have been rather good; in fact, a great deal better than the previous fifteen days, and it is believed by the manufacturers in general that a still better business will be done in Key West in the very near future. This is not merely a prediction, but the incoming orders for the past fifteen days and the conversations with various experienced tobacco and cigar men indicate that this fall we will have the best business in our line than we have had since 1906. In an interview with Mr. B. Loewenthal, of Loewenthal & Sons, New York leaf dealers, he stated, "I find business throughout the country to be a great deal better and I am positive that the cigar and tobacco business in the coming fall is going to be phenomenal." Mr. Loewenthal knows the business from A to Z and in all probabilities his words will come true. He stated that he had done a tremendous business in Tampa, just before coming to Key West, and that he was going back there to wind up his affairs and proceed to Mobile, Alabama.

Mr. Salvador Rodriguez, manufacturer of "Charles the Great" cigar, of Tampa, was a visitor in the city while en route to Havana, and he also feels that business will begin to improve in a short time there.

Among the visitors in this city were W. P. Wilkerson, the Florida representative of Austin Nichols Company, and Francisco Bolano, of Francisco Bolano & Company, of Tampa.

Mr. Juan Esperdy, prominent leaf tobacco dealer of this city, went to Cuba on a business visit.

C. L. Poston and George H. Upchurch, representing the American Tobacco Company, are in the city calling upon the trade, placing the "Sovereign" cigarette, and are extensively advertising through the local paper.

Proposals will be received until May 24 for the erection of a concrete factory building in the city of Key West for Moreda & Company, branch of M. A. Gunst, of Tampa, Florida.

The E. H. Gato Cigar Company received one of the largest consignments of tobacco in Key West by an individual firm in many months, which was 425 bales. Business with the E. H. Gato Cigar Company continues to increase; in addition to their cigarmakers they employed this week two hundred strippers in the stripping department (all females), and are furnished with a reader, who reads all the latest news to them.

Dr. William Browder, some years ago the appraiser at the Key West Custom House, was a visitor in the city.

Business with Ruy Lopez Ca. is also a little better than the last fifteen days; orders are coming in steady from all sections. Mr. John Wardlow, president of this firm, accompanied by Mrs. Wardlow, was in Cuba on a short business visit.

Edward A. Sawyer made application for a cigar manufacturer's license, factory number to be assigned.

Francisco Simon & Company, who recently made application for a cigar manufacturers' license, were assigned factory No. 55.

Cigar shipments from Key West show a gain of over eighteen per cent. over the shipments for the previous fifteen days, and this is evidence that business in the cigar line has been good.

Still two hundred and fifty cigarmakers are employed at the Cortez Cigar Company's floors, but this does not indicate that their volume of business has not increased in the past fifteen days over the previous fifteen days. The entire force is stepping lively, and their shipments are going out at a good pace.

The M. Perez Company are also showing a wonderful increase in business, especially on their brand "Pinzon," which are being shipped in all directions.

Leaf Tobacco Importations.

Importations.	Bales.
Martinez Havana Company,	31
Cortez Cigar Company,	49
E. H. Gato Cigar Company,	450
Havana American Company,	90
A. Cobo,	4
Juan Esperdy,	21
Ferdinand Hirsch Company,	4
Total bales,	649
Withdrawals, bales,	338

J. G. MARUCCI.

Key West Cigar Factories Lose by Fire

Disastrous Conflagration Damages Four Plants, Entailing Loss of $150,000

KEY WEST, May 7.

A disastrous fire visited our city at 12.10 A. M. today, collecting a toll of approximately $150,000. Four cigar factories and several other buildings were burned down completely. The cigar factories were: Principe de Golfo Cigar Company, The Key West Cigar Factory, The Key West Cigar Manufacturing Company and S. Wolf's Sons.

The fire started in the Key West Cigar Factory, controlled by Northern capital as well as Key West capital, from there spreading toward the Key West Cigar Manufacturing Company and S. Wolf's Sons buildings. From there it spread to the Greek-American Sponge Company and from there to the Principe de Golfo Cigar Company, owned by Mr. A. Aurelio Torres.

Practically nothing was saved in three of the cigar factories, except that of the Principe de Golfo Cigar Company, owned by Mr. A. Aurelio Torres, which building was the last one the fire reached. In this building about one-third of the stock was saved. The Principe de Golfo Cigar Company carried insurance for the amount of $4000, the Key West Cigar Manufacturing Company carried insurance for $1500, the Key West Cigar Factory also carried insurance to the amount of $8000, S. Wolf's Sons were partly insured, but the exact amount could not be ascertained since the president of this company was out of the city.

Shipments from Key West to New York per Steamers "Alamo," "Lampasas," "Comal" and "San Marcos," Which Left Key West April 25, 29, May 2 and 7, Respectively, and All Other Shipments From Key West for the 15 Days Ending May 9, 1913.

	Cases
Union Hotel Co., Baltimore	1
M. A. Gunst & Co., New York	2
Park & Tilford, New York	7
Duncan & Moorehead, Philadelphia	4
Dusel, Goodloe & Co., Philadelphia	2
Jas. B. Moose Co., Cleveland	1
Clift Weil Cigar Co., Richmond	1
Havana-American Co., New York	2
Washington Tob. Co., Washington	1
United Cigar Stores Co., Chicago	2
Newdecker Tobacco Co., Baltimore	1
C. H. Stallman & Son, York, Pa.	1
United Cigar Stores Co., Brooklyn	13
E. A. Fowler, Boston	1
A. Krenrich, Newark, N. J.	1
Clements & Smith, Detroit	1
David Rubin, Providence, R. I.	1
E. H. Gato, New York	2
J. L. Kohn, New York	1
C. T. Guchmore, New York	1
Geo. W. Nichols, New York	12
H. T. Adams, Philadelphia	1
M. Goldberg, Philadelphia	2
Lowden & Co., New York	3
J. F. Navarro, New York	1
I. E. Chilson, Pawtucket, R. I.	1
Park & Tilford, New York	1
Ruy Lopez Co., New York	1
G. S. Mahn, Philadelphia	2
G. S. Mahn, New York	1
Martinez-Havana Co., New York	6
C. M. Becker & Bro., New Jersey	4
J. Langsdorfs Sons, Philadelphia	1
Austin Nicholas & Co., New York	3
Paul Kuhn & Co., Terre Haute, Ind.	1
J. Coulthoni & Co., Chicago	1
G. S. Mahn, Philadelphia	4
Steele-Wedeles Co., Chicago	1
Henry Horner Co., Chicago	2
Best & Russell, Chicago	4
Austin Nicholas & Co., New York	1
Geo. W. Nichols, New York	5
Lowden & Co., New York	1
H. B. Lyons, New York	2
Moore Cigar Co., Philadelphia	2
R. M. Henderson, Washington	1
Fireman's Phar. Co., Newark, N. J.	1
M. Perez Co., New York	1
Ruy Lopez Co., New York	1
G. S. Mahn, Philadelphia	1
Sullivan & Brack, Louisville, Ky.	1
Martinez-Havana Co., New York	1
The Interstate News Co., New York	1
C. A. Whelam & Co., Auburn, N. Y.	1
National Cigar Stand Co., Chicago	1
United Cigar Stores Co., Chicago	4
Metropolitan Tob. Co., New York	4
United Cigar Stores Co., Brooklyn,	11
Cliff Weil Cigar Store, Richmond	4
United Cigar Stores Co., Chicago	4
Jas. B. Moos, Chicago	2
Moore Cigar Co., Philadelphia	1
Joseph Way, Philadelphia	2
Duncan & Moorehead, Philadelphia,	2
H. F. Lyons, New York	1
Lowden & Co., New York	3
J. C. Cruz, New York	4
Geo. W. Nichols & Co., New York	4
Dearstyne Bros. Tob. Co., Albany	1
G. E. Bacharach, Franklyn, Pa.	1
Smith, Kline & French Co., Phila.,	1
Gwynn, Straus & Co., New York	4
Ruy Lopez, New York	1
Kroenberg Bros., Spokane, Wash.	1
G. S. Mahn, New York	2
Park & Tilford, New York	4
Chafin & Gore, Chicago	2
Martinez-Havana Co., New York	6
Wm. A. Henderson, Washington	5
Cadillac Hotel Co., Detroit	1
Robinson Bros., Detroit	2
Bert Johnson, Detroit	1
J. H. Fleming, Buffalo, N. Y.	1
The Exchange Buffet Co., New York,	1
United Cigar Stores Co., Brooklyn,	1
Ryan & Rapheal Cigar Co., Chicago,	2
Newman & Ullman, Peoria, Ill.	1
Austin Nicholas & Co., New York	5
C. S. Brackell Co., Minneapolis	1
Duncan & Moorehead, Philadelphia,	2
Connor Einarsen, New York	1
Wm. Fitzpatrick, Troy, N. Y.	1
T. Wright & Co., St. Louis, Mo.	1
Ely & Walker, New York	1
G. S. Mahn, New York	1
Ruy Lopez Co., New York	2
Martinez-Havana Co., New York	3
Geo. W. Nichols & Co., New York	6
A. Kenrich, Newark, N. J.	1
A. Lipschitz, Philadelphia	1
J. Langsdorfs Sons, Philadelphia	1
United Cigar Stores Co., Chicago	1
United Cigar Stores Co., Brooklyn,	1
Metropolitan Tob. Co., New York	1
National Cigar Stand, New York	1
A. Rios & Co., Chicago	2
Austin Nicholas & Co., New York,	5

To New York via Nucces, May, 9, 1913.

United Cigar Stores Co., Brooklyn,	15
Metropolitan Tob. Co., New York	3
United Cigar Stores Co., Chicago	7
C. L. Heelet, Troy, N. Y.	1
National Cigar Stand, New York	1
Martinez-Havana Co., New York	2
Park & Tilford, New York	4
N. H. Tallmadge, Stanford, Conn.	1
J. U. Patton, Macon, Mo.	1
Joseph Way, Philadelphia	2
A. Jerkees, Trenton, N. J.	1
Reymer Bros. Pittsburgh	1
Wm. A. Henderson, Washington	2
Geo. W. Nicholas, New York	12
A. Lipschitz, Philadelphia	1
Park & Tilford, New York	4
Lowden & Co., New York	4
M. A. Gunst & Co., New York	1
L. G. Holtzman, Harrisburg	1
T. Wright & Co., St. Louis	1
W. A. Davis, Syracuse, N. Y.	1
E. H. Gato, New York	8

All Other Shipments.

C. N. Rhodes, Galveston	1
J. Lowenstein & Son, Houston	1
E. Eppstein, Dallas	3
J. M. Loeb, Beaumont, Tex.	1
Hotel Bender, Houston	1
Martin Casey, Fort Worth	1

	Cases
Metzler Bros., Dallas	3
Morris Block, San Antonio	1
J. M. Loeb, Beaumont, Tex.	1
Platten Tobacco Co., Dallas	2
Kerfro Drug Co., Fort Worth	2
Mebius & Drescher Co., Sacramento,	4
Simon & Salezstein, Dallas	4
Abe Frank, Austin	1
J. F. Primus & Co., El Paso, Tex.	1
Berriman Bros., Fort Worth	1
Albright & Wood, Mobile, Ala.	1
Valloft & Dreux Co., New Orleans	1
S. Batchman, San Francisco	15
M. A. Gunst, Los Angeles	1
United Cigar Stores Co., San Franc.,	1
Fred Barrimen & Bro., Los Angeles,	3
A. B. Greenwald, Los Angeles	1
Geo. Edloft Cigar Co., Dallas	1
Skeimes & Knecht, Los Angeles	5
H. Bercovitch, San Francisco	1
Southern Cigar Co., Dallas	2
Sam Freund, Waco, Tex.	3
F. J. Herk, Galveston	1
J. Robert King, Huntsville, Tex.	1
Smith & Madigin Gr. Co., Houston,	1
Southern Cigar Co., Dallas	1
Max L. Block, Houston	2
Sam Freund & Co., Waco, Tex.	2
J. R. Brown, Birmingham, Ala.	1
Valloft & Dreux Co., New Orleans	1
Agburn Griffin Grocery Co., Mobile,	1
Oberholtz Hoinsett Cigar Co., Kansas City, Mo.	6
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	1
Americus Groc. Co., Americus, Ga.,	1
Patterson & Hoffman, Oklahoma City, Okla.	20
Watt Cigar Co., Minneapolis	1
Hill Bros., Miami, Fla.	1
The Kelley Cigar Co., Chattanooga,	1
Steinheimer Cigar Co., Atlanta, Ga.,	1
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	1
Hill Bros., Miami, Fla.	1
Greenwood & Co., Savannah, Ga.	1
Patterson & Hoffman, Oklahoma City, Okla.	3
Wight & Turner Co., Jacksonville,	2
Piedmont Tob. Co., Danville, Va.,	9
Hill Bros., Miami, Fla.	1
Chas. A. Gontz, Datona, Fla.	1
J. W. Free, Homestead, Fla.	1
Columbia Drug Co., Savannah, Ga.,	1
Cortez Cigar Co., Savannah, Ga.	3
N. A. McFaul, Los Angeles	1
H. H. Pinder, Orlanda, Fla.	1
Cortez Cigar Co., Savannah, Ga.	3
J. L. Kinmelstiel, New York	1
U. Koen & Co., New Orleans	1
Cortez Cigar Co., Savannah, Ga.,	2
Sanders Drug Co., Macon, Ga.	1
Columbia Drug Co., Savannah, Ga.,	1
Cortez Cigar Co., Savannah, Ga.	3
Pontchartrain Hotel, Detroit	1
Myers, Cox, Dubuque, Iowa.,	1
Columbia Drug Co., Savannah, Ga.,	1
Cortez Cigar Co., Savannah, Ga.	5
Best & Russell, Memphis, Tenn.	1
Best & Russell, Chicago	1
Alfred Lavisduro, St. Louis	1
Old Dominion Tobacco Co., Norfolk,	1
Cortez Cigar Co., Savannah, Ga.	11
Lamar & Rankin Drug Co., Atlanta,	6
The Lewin Cigar Co., Lexington	1
Meissiers Pharmacy, La Porte, Ind.,	1
Van Nay R. R. News, Chicago	1
O'Connor & Lyons, Savannah, Ga.,	1
Oberholtz & Poinsett, Kansas City,	9
Chas. C. Faft, Des Moines, Iowa	1
Duncan & Moorehead, Philadelphia,	2
Connor Einarsen, New York	1
Wm. Fitzpatrick, Troy, N. Y.	1
T. Wright & Co., St. Louis, Mo.	1
Ely & Walker, New York	1
G. S. Mahn, New York	1
Ruy Lopez Co., New York	2
Martinez-Havana Co., New York	3
Geo. W. Nichols & Co., New York	6
A. Kenrich, Newark, N. J.	1
A. Lipschitz, Philadelphia	1
J. Langsdorfs Sons, Philadelphia	1
United Cigar Stores Co., Chicago	1
United Cigar Stores Co., Brooklyn,	1
Metropolitan Tob. Co., New York	1
National Cigar Stand, New York	1
A. Rios & Co., Chicago	2
Austin Nicholas & Co., New York,	5

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C. L. Heelet, Troy, N. Y.	1
National Cigar Stand, New York	1
Martinez-Havana Co., New York	2
Park & Tilford, New York	4
N. H. Tallmadge, Stanford, Conn.	1
J. U. Patton, Macon, Mo.	1
Joseph Way, Philadelphia	2
A. Jerkees, Trenton, N. J.	1
Reymer Bros. Pittsburgh	1
Wm. A. Henderson, Washington	2
Geo. W. Nicholas, New York	12
A. Lipschitz, Philadelphia	1
Park & Tilford, New York	4
Lowden & Co., New York	4
M. A. Gunst & Co., New York	1
L. G. Holtzman, Harrisburg	1
T. Wright & Co., St. Louis	1
W. A. Davis, Syracuse, N. Y.	1
E. H. Gato, New York	8

All Other Shipments.

C. N. Rhodes, Galveston	1
J. Lowenstein & Son, Houston	1
E. Eppstein, Dallas	3
J. M. Loeb, Beaumont, Tex.	1
Hotel Bender, Houston	1
Martin Casey, Fort Worth	1
The J. B. Moos Co., Cincinnati, O.,	1
A. & H. Schmidt, Chicago	1
Cowan Cigar Co., Pueblo, Col.	1
Cortez Cigar Co., Savannah, Ga.	6
Dix-Gravely Cigar Co., Montgomery, Ala.	1
Alabama Groc. Co., Birmingham, Ala.,	5
Buschemeyer Bros., Louisville, Ky.,	1
Moore & Jones, Nashville, Tenn.	1
New Howard Hotel, Baltimore	1
Hotel Rennert Co., Baltimore	1
Union Hotel Co., Baltimore	2
Jno. J. Miller & Co., Augusta, Ga.,	1
J. C. Pinkussohn Cigar Co., Charleston, S. C.	1
Hart & Bannen, Rock Island, Ill.,	1
Norman Hotel, Spokane, Wash.	1
Gill & Gill, Seattle, Wash.	1
Foskett & Lynn, Bellingham, Wash.,	1
Winstanley & Blankship, Olympia, Wash.	1
Cris Culmback, Everett, Wash.	1
Winstanley & Blankship, Olympia, Wash.	1
Commercial Cigar Store, Pocatella, Iowa	1
J. Weill & Co., Boise, Ia.	1
The Hart Cigar Co., Portland, Ore.,	5
Hemenway & Moser Co., Salt Lake City, Utah	2
E. B. Beale & Sons, Inc., Norfolk,	1
J. B. Moos Co., Cincinnati	2
Planters Hotel Co., St. Louis	1
Chas. Fantazz, Memphis, Tenn.	1
The Hart Cigar Co., Portland, Ore.,	3
Durkin Liquor Co., Spokane, Wash.,	1
Kottenberg & Co., Kansas City,	2
Metropolitan Cigar Co., Denver	5
S. Batchman, San Francisco	17
H. Bercovich, San Francisco	2
J. Lowenstein & Son, Houston	1
Max L. Block, Houston	1
S. Goldstein, Austin, Tex.	1
Sam Freund, Waco, Tex.	2
M. A. Gunst & Co., Spokane, Wash.,	1
M. A. Gunst & Co., Portland, Ore.,	1
M. A. Gunst & Co., San Francisco,	2
A. B. Greenwald, Los Angeles	3
Winters Cigar Mfg. Co., Denver	1
Ben Saalburg & Co., San Francisco,	1
Platten Tobacco Co., Dallas	4
Hitts Cigar Store, Corpus Christi, Texas	1
E. Eppstein & Co., Dallas	2
J. Oppenheimer & Co., San Antonio,	2
Beaumont Cig. Co., Beaumont, Tex.,	2
J. Lowenstein & Son, Houston, Tex.,	2
W. D. Cleveland & Son, Houston,	1
Metzler Bros., Dallas	2
Albert Arstein, San Antonio	1
Miekley Anderson, Los Angeles	2
Abe Frank, Austin, Tex.	1
Powers Kellog Dr. Co., Waco, Tex.,	1
Metzler Bros., Dallas	2
J. M. Loeb, Beaumont, Tex.	1
H. G. Swinfort, Houston	1
Max L. Block, Houston	1
Davidson Bros., Houston	1
T. H. Herb, Houston	1
United Cigar Stores Co., San Francisco	1
Platten Tobacco Co., Dallas	1
Platten Tobacco Co., San Antonio,	1
Chas. Myers & Co., New Orleans	1
U. Koen & Co., New Orleans	1
Joe Soeglen, Kansas City	1
S. Bachman, San Francisco	14
Metzler Bros., Dallas	1
Southern Cig. Co., New Orleans	1
Robinson-Tate Co., Lynchburg, Va.,	1
Cohen & Baker Cigar Co., Bluefield, W. Va.	1
D. Ostrow, Philadelphia	1
Hubert McLeods, Troy, Ala.	1
Jas. P. Whitwell, St. Paul, Minn.,	2
Capital City Tobacco Co., Atlanta,	1
Jno. L. Parker, Birmingham, Ala.,	1
Old Dominion Tobacco Co., Inc., Norfolk, Va.	1
The J. B. Moos Co., Cincinnati	2
Cortez Cigar Co., Savannah	7
W. A. May, Montgomery, Ala.	1
Moore & Jones, Nashville, Tenn.	1
Louis Klein Cigar Co., Cleveland,	1
United Grocery Co., Jacksonville	2
O'Connor & Lyons, Savannah	2
Spurlock Neal Co., Nashville, Tenn.,	1
The Weidman Co., Cleveland	2
The Hart Cigar Co., Portland, Ore.,	7
Bourg & New, Seattle, Wash.	1
J. M. Stoever, Philadelphia	1
H. M. Hobbie Grocery Co., Montgomery, Ala.	1
The A. B. Small Co., Macon, Ga.	1
Metropolitan Cig. Co., Denver	5
Cortez Cigar Co., Savannah	7
Goldthwaite & Son, Troy, Ala.	1
Moore & Jones, Nashville, Tenn.	1
Shively Bros., Peru, Ind.	1
Lilly, Dungan & Co., Baltimore	2
Total Cases	749

Tampa Shipments

Statement of Cigars Shipped From Tampa for the Week Ending May 10.

	Cases
New York:	
Y. Pendas & Alvarez	24
E. Regensberg & Sons	24
Berriman Bros.	8
F. Garcia & Bros.	8
S. I. Davis & Co.	7
Salvadore Rodriquez	6
M. A. Gunst Co.	6
Jose Lovera & Co.	5
L. Sanchez & Co.	5
Lopez Hermanos	5
Arquellas Lopez & Bros.	4
A. Santaella & Co.	4
Bustillo Bros. & Diaz	3
V. Guerra Diaz & Co.	3
G. W. Faber	3
Baltin Bros.	3
P. Verplank Co.	2
Metropolitan Tobacco Co.	1
Acker Merrell & Condit	1
B. Wasserman Co.	1
Waldorf Astoria Cigar Co.	1
A. Diaz & Co.	1
L. G. Smith & Co.	1
T. N. Graef	1
J. W. Surburg	1
Scales Co.	1
H. A. Beltz	1
Chicago, Ill.:	
Best & Russell	43
Ryan & Raphael	25
Celestino Vega Co.	17
Berriman Bros.	14
Jose Escalante & Co.	12
United Cigar Stores Co.	8
G. W. Faber	6
C. Hirschborne & Co.	5
Grommes & Ullrich	4
L. H. Snitz & Co.	4
F. Courthouri & Co.	4
Perfecto Garcia & Bros.	4
Francisco Bolano & Co.	4
Sullivan & Mondello	3
J. Berolzheim	3
J. & B. Moos	3
C. Jevene & Co.	2
F. Harvey	2
L. C. Marks	2
J. H. Wells	2
F. L. Wells	2
Leopold & Mergenheim	1
Morrison Plummer Co.	1
Durand & Kasper	1
Demancia Cigar Co.	1
C. H. Stephenson	1
Bloom & Mayer	1
Silversmith Cigar Co.	1
Oppenheimer Cigar Co.	1
W. F. Monrow Cigar Co.	1
Seigel Cooper Co.	1
O. Schraeder & Co.	1
H. M. Schumerhorn	1
H. H. Sweezy	1
Horseshoe Cigar Co.	1
Eger & Co.	1
Chapin & Gore	1
Garber & Heyman	1
M. F. Rothchilds	1
Steele Weedles Co.	1
H. J. Zeigler	1
Sherman House Hotel Co.	1
San Francisco:	
M. A. Gunst Co.	35
Ehrman Bros. Co.	16
Tillman & Bendel	11
C. Matthews & Co.	9
H. L. Judell & Co.	8
Horn & Co.	7
Boltz Clymer Co.	5
United Cigar Stores Co.	4
M. Blaskower	4
Michaelitschki Bros. & Co.	2
Wellman & Peck	1
H. J. Reis	1
W. J. Bowyer	1
R. Donohue	1
Marx Bros.	1
Coffin Reddington	1
B. R. Jones	1
Atlanta:	
J. N. Hirsch	12
T. H. Pitts & Co.	3
Independent Cigar Co.	2
Elkins Drug Co.	1
Capital City Tobacco Co.	1
Tumlin Bros.	1
Fair & Stamps Co.	1
Albany:	
A. Pariera	3
J. Kellers Sons	1
Dearstyne & Co.	1
Bellingham, Wash.:	
Northern Grocery Co.	4
A. C. Senker	2
P. P. Lee & Co.	2
Birmingham, Ala.:	
R. D. Burnett Cigar Co.	2
Baumm & Co.	1
Beaumont, Texas:	
J. N. Loeb & Co.	2
Dunlap & Co.	1
Brooklyn:	
United Cigar Stores Co.	24
H. A. Graef & Son	1
Buffalo:	
J. F. Snyder	4
R. J. Seidenberg Co.	2
D. C. Pratz	1
G. F. Geiser	1
Butte, Mont.:	
L. S. Cohn Co.	3
Butte Commercial Co.	2
Montana Transfer Co.	1
Silver Bow Club	1
Boston:	
Easterbrook & Eaton	5
D. Frank & Co.	2
M. F. Berino	1
C. B. Perkins	1
S. W. Connoley	1
S. Pierce & Co.	1
Pillsbury & Co.	1
E. L. Crauley	1
Baltimore:	
W. Deichers & Co.	4
M. S. Kohn	2
Lilly Dungan Co.	1
W. Bouchers & Son	1
M. Nathanson	2
G. R. Curtis	1
Cincinnati:	
H. Strauss	5
Strauss Bros. & Co.	4
D. A. Wolf	2
J. H. Hill & Co.	1
J. & B. Moos	1
C. H. Kohn & Co.	1
M. C. Dow	1
Cleveland:	
Pyle & Allen	7
Louis Kline Cigar Co.	4
G. B. Scrambling Co.	2
D. Bloom	1
F. G. Gallman Co.	1
Ben Rich	1
D. O. Haas Co.	1
Chattanooga, Tenn.:	
Kelley Cigar Co.	9
Mountain Cigar Co.	1
J. Anderson	1
Des Moines, Iowa:	
Peregoy & Moore Co.	1
C. C. Taft & Co.	1
Davison Bros.	1
Davenport, Iowa:	
Martin Cigar Co.	5
Hickey Bros.	1
Duluth:	
Gowan Lansing Brown Co.	3
Jacobs Bros.	2
G. Machyol	1
J. Vanderyacht	1
Martin Cigar Co.	1
Denver:	
Niles & Moser Co.	5
Rothenberg & Schloss Co.	4
W. Bensor	1
Metropolitan Tobacco Co.	1
C. C. Howard	1
J. D. Ross	1
The Morey Mercantile Co.	1
Detroit:	
Best & Russell	2
Central Cigar Co.	2
Cadillac Hotel Co.	1
W. F. Monrow Cigar Co.	1
E. M. Harris	1
J. S. Chapin	1
O'Brien & Co.	1
Art Heidelberg Cafe	1
Dallas, Texas:	
E. E. Eppstein	7
Simon & Salzenstein	3
Platter Tobacco Co.	3
Swoope & Marigold	2
Metzler Bros.	1
J. E. Marvin	1
Fort Dodge, Ark.:	
Roper Cigar Co.	2
Nartin Bros.	1
Fort Smith, Ark.:	
Palace Drug Store	1
Hollerborden Cigar Co.	1
Grand Rapids:	
The Woodhouse Co.	8
J. G. Stander	1
Crane & Rea	1
Hanford, Cal.:	
Kings Hotel Co.	1
The Brunswick	1
Houston, Texas:	
M. L. Block	2
L. Lowenstein Co.	1
S. S. Proctor	1
Indianapolis:	
The House of Crane	4
Donohue & Eaton	3
W. S. Burges	1
H. J. Ruder	1
R. G. Rusner	1
Jacksonville, Fla.:	
Porter Mallard Co.	7
L. Zaph Co.	1
Van Deemen & Lewis	1
Eli Witt	1
Bettes Pharmacy	1
Kansas City:	
Niles & Moser Co.	6
Rothenberg & Schloss Co.	5
Best & Russell	4
G. Ledernan	2
McPike Drug Co.	1
Knoxville, Tenn.:	
J. Blanfeld	1
Hozen & Lotspech	1
D. C. Wardell	1
Louisville, Ky.:	
The House of Crane	4
Burnett Avenue Pharmacy	1
Little Rock:	
Thalheimer Bros.	1
E. G. Levy	1
Los Angeles:	
M. A. Gunst Co.	8
Haas Barnch Co.	6
Klauber Wangenheim Co.	5
F. Barman Bros.	4
H. Jevene Co.	4
The Klingenstein Co.	3
N. Roth Co.	3
Mickley & Anderson	1
Van Nuyes Hotel	1
J. M. J. Lang	1
Jonathan Club	1
Minneapolis Drug Co.	7
Ferris & Grady	5
C. H. Huhn	3
The Price Farr Co.	3
M. F. McCormich	2
M. H. Gross	2
I. M. Short	1
Minneapolis Club	1
W. S. Conrad	1
Milwaukee:	
Hotel Pfister	1
Badger Tobacco Co.	1
Montgomery, Ala.:	
Griel Bros. Co.	2
W. A. May	1
Fitzpatrick Cigar Co.	1
Marquette, Mich.:	
D. P. Fountain	1
D. E. Sullivan	1
F. W. Thorney	1

Continued on Page 30

Lancaster

New Warehouse for United Cigar Manufacturers in Ephrata—Booth Tobacco Co., of Columbia, to Wholesale Exclusively—Many New Factories Open in Ninth District

LANCASTER, May 9.

THE Ninth District cigar manufacturers have not been idle by any means, judging by the number of cigars that were manufactured during the month of April. The total output was 72,003,640 cigars. This was millions ahead of any previous April, the nearest to it being the same month in 1907, when 69,224,275 cigars were turned out. The figures so far for this year are far ahead of the first four months last year and give the manufacturers every reason to think that 1913 is going to be a record breaker.

There has been a slight let-up in manufacturing activities the past two weeks or so, but at that the majority of the factories are running along at a fair rate. If the leaf market were only showing the activity and strength that the cigar industry does there would be no complaint.

There has been little change in the leaf tobacco situation. The packers have been slowly buying up the remainder of the 1912 crop, but quite a bit of it still remains in the hands of the growers. This has been selling at from five to eight cents, according to quality. Farmers are beginning to prepare the ground and will possibly soon put out their plants. The snails were a nuisance in some quarters, destroying the young plants in the beds and making reseeding necessary.

Morris Levy, the representative in this section for the United Cigar Manufacturers' Company, has purchased a plot of ground in Ephrata, 75 by 500 feet, and will erect a warehouse at that point. Ephrata is a large buying point for the United Cigar Manufacturers' Company, and this warehouse was needed badly for leaf tobacco.

The retail end of the Booth Tobacco Company in Columbia has been purchased by T. F. Shortlidge. He purchased the stock and fixtures. This concern, which did a retail and jobbing trade, will wholesale exclusively in the future. They sustained a loss by fire a short time ago, but it was not serious.

The Havana Cigar Company is a new concern to file a bond of $500 with the Internal Revenue Collector in Reading, and will do a manufacturing business at 41 North Seventh Street.

The William A. R. Omberger store at 1501 North Tenth Street, Reading, has been taken over by John R. Reiff, formerly of Norristown.

A. P. Graver, formerly superintendent of the Eisenlohr cigar factory in Boyertown, has taken a position with the firm of George S. Miller & Company, of Pottstown, Pennsylvania, and will travel for this concern.

York County contribution to the total revenue receipts of the Ninth district for the month of April amounted to $99,964.55, an increase of $13,122.19 over the same period last year. This is most encouraging to the manufacturers of that section of the state and portends a good year. York has been in a prosperous condition as far as the cigar manufacturing industry goes and there is no reason why 1913 should not be the best year by far in the history of the trade at that point.

Eleven new factories were started in the county during the month of April, giving employment to slightly less than 200 hands. Among the larger ones were I. Lewis Cigar Manufacturing Company, of Newark, with a factory in Red Lion, 40 hands; Herman & Neff, of Red Lion, is another, with a force of 40 hands; the Dover Cigar Company, of Dover, has a force of 20 hands, while the firm of Amos Swartz & Company, of the same place, started with 40 employees.

Deaths in the Trade

In the death of Wilbur F. Thropp, Cincinnati loses one of her best known figures in the tobacco trade. He died several weeks ago at Bakersfield, California, and at one time was one of the largest Burley tobacco dealers in Cincinnati. He is survived by a son, two sisters and a brother.

Paul Arthur Sorg, a son of one of the pioneers of the tobacco industry, died on Sunday, May 4, in New York City, of heart disease. Mr. Sorg was born in Middletown, Ohio, thirty-four years ago, the son of Paul J. Sorg, who had a tobacco factory at that point. The plant was taken over at the formation of the American Tobacco Company, which continued to operate it. Upon his father's death Mr. Sorg inherited the greater part of the estate. He was a member of many clubs and was not actively engaged in business. Mr. Sorg is survived by a widow and sister.

Tampa Shipments

Continued from Previous Page

	Cases
Macon, Ga.:	
A. J. Lang Cigar & Grocery Co..	6
Hotel Dempsey	1
Parker R. R. News Co.	1
Memphis, Tenn.:	
I. Samuelson	18
Best & Russell	5
Vaccarro Cigar & Liquor Co.	1
Nashville, Tenn.:	
P. & J. Stumb	6
O. Ransome	1
Fried & Haas	1
Bismark Hotel Co.	1
Englehardt Bros.	1
Matthews Phillips Co.	1
Newark, N. J.:	
D. Osborne & Co.	4
A. Ward & Son	2
N. J. Tobacco Co.	1
Omaha:	
McCord Brady Co.	4
O. D. Kiplinger & Co.	3
J. Apperson	2
Paxton & Gallagher	2
Kitchen Bros.	1
Sachs & Co.	1
Mosher Bros.	1
Omaha Wholesale Drug Co.	1
Philadelphia:	
Kahn & MacDonnell	8
T. H. Hart & Co.	5
Boltz-Clymer Co.	4
A. Alvarez	2
C. T. Stackhouse	2
Finley Acker Co.	1
J. Mahoney	1
S. S. Goodloe	1
W. F. Kendrick	1
Terry Duncan Co.	1
Shipton & Paune	1
Coates Coleman	1
Pocatello, Idaho:	
F. Murphy Co.	3
Idaho Wholesale Grocery Co.	1
Providence:	
Parker Tobacco Co.	2
J. M. Anthony	1
Pittsburg:	
Shipply & Musserghaus	4
Keymer Bros.	3
H. Henry	1
C. A. Gibbs & Co.	1
L. Goldsmith Bros. Co.	1
Peoria, Ill.:	
Newman & Ullman	3
R. D. McDougal	2
Oakford & Fahnestock	1
Smith & Smith	1
Portland:	
M. A. Gunst Co.	15
Allen & Lewis	10
Burman Frank Drug Co.	7
Lang & Co.	4
S. Sichel & Co.	2
J. R. Smith Cigar Co.	1
Brady & Oliver	1
J. E. Donovan	1
Rochester:	
C. H. Grasshop	2
J. Lutz & Co.	1
J. T. Snyder	1
Rochester Drug Co.	1
Mack Cigar Co.	1
Switzer & Maccouley	1
Seattle:	
Schwabacher Bros. & Co.	22
Morgan Cigar Co.	10
M. A. Gunst Co.	6
National Grocery Co.	6
Rosenfolf Roing Co.	3
S. G. Russell Co.	2
J. R. Brewster	1
Hemenway & Moser Co.	1
Bourg & New	1
Wakefield & Son	1
Salt Lake City:	
Hemenway & Moser Co.	6
Alkine Naylor Co.	5
W. A. Stickney Cigar Co.	3
Willis Holmes Drug Co.	1
H. W. Lane	1
H. Stenecker Co.	1
Kasper Cigar Co.	1
Clogett & Dyer	1
Kenyon Hotel Co.	1
A. Shinnin	1
G. W. Morgan	1
R. J. Jeff	1
St. Louis:	
Moss & Lowenhaupt	11
C. P. Stanley Cigar Co.	9
P. Hauptman	6
W. A. Stickney Cigar Co.	4
A. T. Mitchell Cigar Co.	3
L. Fiedman	2
L. D. Braden	1
T. W. Short	1
G. Fhel	1
Apts. Cigar Co.	1
T. Wright Cigar Co.	1
Spokane:	
M. A. Gunst Co.	8
Allen & Lewis	7
Hemenway & Moser Co.	1
McClintock & Trunkey Co.	1
Norman Hotel Co.	1
St. Paul:	
T. W. Short	1
H. W. Johnston	1
W. S. Conrad	1
Sacramento, Cal.:	
Nebins Dreschler Co.	3
F. S. Jacobs	1
San Antonio, Texas:	
Gunther Hotel	2
C. N. Rhode	2
San Antonio Drug Co.	1
St. Anthony Hotel Co.	1
F. S. Feverty	1
San Diego, Cal.:	
Klauber-Wangenheim Co.	3
Kiel Bros.	1
Springfield, Ill.:	
Perry Rigby Hotel Co.	1
J. W. Blumm Co.	1
Springfield, Mo.:	
J. DeLe Bolt	2
Chinn & Crest	1
Scranton, Pa.:	
T. J. O'Hara	1
Hine & Meyer	1
Savannah:	
A. Greenwood Co.	4
A. Leffler Co.	2
Toledo:	
Hart & Hawkins	3
J. T. Snyder	1
Berdan & Co.	1
Tacoma, Wash.:	
Wright	1
Prince Cigar Co.	1
Tallahassee, Fla.:	
Holmes Drug Co.	1
Tallahassee Drug Co.	1
Washington, D. C.:	
J. R. Newman	1
R. E. Trwins	1
Various Destinations:	
A. Berringer, Asbury Park, N. J..	1
Augusta Drug Co., Augusta, Ga..	1
J. Donnelly, Ashland, Miss.	1
A. Frank, Austin, Texas	1
Talbot-Foard Tobacco Co., Anniston, Ala.	1
J. S. Pinkussohn Cigar Co., Athens, Ga.	1
J. S. Pinkussohn Cigar Co., Charleston, S. C.	3
W. S. Burger, Columbus, Ohio...	1
Corpus Christi Book & Stationery Co., Corpus Christi, Texas	1
J. W. Jones, Columbus, Miss.	1
Peregoy & Moore Co., Council Bluffs, Iowa	1
Schas Novelty Co., Charlotte	1
Belden Hotel, Cedar Rapids, Ia.	1
Hicks & Johnson, Columbus, Ga.	2
Burdell Dunn Co., Charlotte	4
Prentice Ashton Co., Charlestown.	1
Lauz Bros., Decatur, Ill.	1
J. W. Metzler Bros., Danville, Ill.	1
H. O. Hall, Ely, Nevada	1
J. A. Stern Bros. Co., Erie, Pa...	3
C. Barker & Co., Englewood, Ill.	1
Smokewell Cigar Co., Fort Scott.	2
Clemens Hotel, Fort Wayne, Ind.	1
St. Lucie Co. Drug Co., Ft. Pierce.	1
Cherokee Drug Co., Gaffeny, S. C.	1
Dominion Hotel, Globe, Ariz.	1
L. C. Tamblyn, Grangerville, Ida.	1
Kings Bros. Tobacco Co., Greensboro, N. C.	1
J. H. Atkins, Houghton, Mich...	1
A. H. Daily Co., Konomo, Ind.	1
Barlow Cigar Co., Leavenworth	1
Morgan Cigar Co., Lewiston, Ia.	1
Otto Zeigler, Lansing, Mich.	1
E. Young Cigar & Tobacco Co., Lynchburg, Va.	1
The Linfa House, Lima, Ohio	1
Manufacturers' Hotel, Moline, Ill.	1
Hills Bros., Miami, Fla.	1
P. & H. Cigar Co., Muskogee	1
Marinette Hotel, Muskogee, Mont.	1
Seward Commercial Co., Nome	1
A. M. Nevin, North Yakima	1
H. N. Bain, Newburg, N. Y.	1
F. P. Garrington Co., Newport	1
O. S. L. Ry., Ogden, Utah	1
E. A. Helmike & Co., Owensbori.	1
Patterson & Hoffman, Oklahoma City, Okla.	5
J. Seiberbaum, Port Townsend	1
A. Winter & Co., Poughkeepsie..	1
M. Gans & Co., Pine Bluff, Ark.	1
J. C. Adams, Phoenix, Ariz.	1
L. L. Kahn, Pasadena, Cal.	1
W. S. Connor Co., Pendelton, Ore.	1
Smith Bros., Portland, Ore.	1
Rockford Hotel Co., Rockford, Ill.	1
Cliff Weil Cigar Co., Richmond..	2
Reno Grocery Co., Reno, Nev..	1
G. M. Conway, Sioux City, Ia.	1
The Blackney Cigar Co., Saginaw, Mich.	1
C. W. Hooper Co., Selma, Ala...	1
T. C. Krebs, Selma, Ala.	1
Morrow Drug Co., Springfield, O.	1
Smith & Cox, Santa Cruz, Cal.	2
H. L. Gerwig, South Bend, Wash.	1
R. S. Stewart, St. Joseph, Mo.	1
J. L. Bells Drug Store, Swainsboro, Ga.	1
S. Maxwell, Sanford, Fla.	1
Rotholtz Bros., Tonopa, Nev.	1
P. J. Wahl, Utica, N. Y.	1
J. T. Jones, Vicksburg, Miss.	1
J. A. Dyson, Wheeling, W. Va.	1
W. W. Miller, Wilkes-Barre, Pa.	1
J. M. Cox, Waycross, Ga.	1
F. A. Balfour, Watertown, N. Y.	1
G. K. Garrett, Wallace, Idaho	1

Cleveland

Base Ball Helping the Retail Trade—London Whiff Cigar Co. Moves Into New Building—Cleveland Man Goes Into Business in Nashville, Tennessee

CLEVELAND, May 14.

IT is generally admitted that business is improving steadily. Some attribute this to the fact that Cleveland has a ball club that is a pennant contender, for in every cigar store visited by the writer were congregated a crowd of men and boys discussing baseball. All the dealers are pulling for a winning team here, as they see great possibilities for a thriving business.

The London Whiff Cigar Company have just moved into their new headquarters in the Bauer block on Woodland Avenue. This is a brand new building and equipped with every modern convenience, providing one of the finest stogie and cigar plants in the city. With their increased facilities for turning out goods this company should become a larger factor than ever in the local market.

Harvey Drucker, city salesman of the H. C. Christy Company, is enjoying much success in placing their many brands. The Christy Company have recently added the "Havarita" cigar, made by the Havarita Cigar Company, and from the way it has been placed in the local market it should enjoy a big success. Mr. Drucker reports "La Sinceridad" and "Clitus" cigars as doing exceptionally good all over his territory.

Nate Wiesenberg, formerly of this city and now in Nashville, Tennessee, was in town the past week preparing to move his family and household goods to Nashville, where he is going into business with William Schwartz, manager of the Nashville ball club. William Schwartz, or "Bill" as he is better known, is extremely popular in this Southern city, and along with Mr. Wiesenberg's jovial personality the writer cannot see anything but success before them. While here Mr. Wiesenberg placed his opening orders for "La Saramitas" and "Saramita Fives," in twenty-five sizes, made by the Shields-Wertheim Company, and also a complete line of "La Lita" cigars, manufactured by the Corral y Wodiska Ca. They will feature the aforementioned brands. Among other local brands Mr. Wiesenberg purchased were "El Batons," of the J. C. Newman Company; "London Whiffs," of the London Whiff Cigar Company, and a line of stogies manufactured by the Halper Stogie Company. This new concern will be run under the firm style of the Volunteer Cigar Company and will be located in The Arcade.

Mr. Lansten, of the Euclid Arcade cigar store, reports business extremely good. Mr. Lansten is going into the jobbing business on his "Natusco" brand of cigars, which he is having made in thirty different sizes, and his "Natusco" stogie. Mr. Lansten is showing Cleveland a new phase of the cigar business. He is the head of the Natus Company, which means the National United Sales Company, and is comprised of twenty-five hundred members on a co-operative plan. They are pledged to the "Natusco" standard, and any article with that trademark is made a popular commodity at once. This new mode of running a cigar business has so far proven very successful.

George Bassett has just purchased the cigar store of Milt Wood in the Flatiron Building, at the corner of Huron Road and Prospect. Mr. Bassett is very well known in this locality, as he was in business in the Osborn Building for the past five years and was forced to vacate on account of the bank taking in his entire space for their own use. Mr. Bassett will feature "La Saramitas," "Osmundas," "Van Dykes" and "La Litas."

The Richland Cigar Company's two new stores, located on the Public Square and 523 Euclid Avenue, got away to a flying start, and if the first few days' business is any criterion they should enjoy an immense success and growth.

The Fred Golmar Company, who are operating three stores here, two in the Old Arcade and the other in the Rathskeller, are enjoying the best run of business since they have been in the retail game here. All these stands are showing a steady increase over the corresponding month last year. The Rathskeller stand, which is managed by Verne Owen, is keeping pace with the other stands, even with the midnight closing rule in effect. This is a big feather in this young man's cap, as he is the junior member of the concern. Much of the success of the above-mentioned concern is due to the smiling countenances and ready humor of Messrs. Fred Golmar and George Owen, the heads of this establishment.

The many friends of Mr. Nahum Hexter will learn with regret of his death, which occurred in New York on Sunday, May 4. Mr. Hexter, who was sixty-three years old, was born in Sandusky, Ohio, and had resided in Cleveland for over forty years. A few years ago he moved to New York. For many years Mr. Hexter conducted a news and cigar stand in prominent business sections of the city. He was well and favorably known in cigar centers here and his death is greatly deplored by his many relatives and friends. The deceased is survived by his wife, three daughters and four sons.

Those in town the past week were Mr. Hiram Hammer, of the Corral y Wodiska Ca, and M. E. Loeb, of the M. E. Loeb Company, Canton, Ohio.

JERRY.

Boston Cigarmakers Present Petition to Congress

WASHINGTON, May 6.

Among the latest of the cigarmakers' unions to voice a protest against the unlimited importation of Manila cigars is the Cigarmakers' International Union No. 37, of Boston, which presented a petition to Senator Lodge. The paper is signed by Edward Broders, president, and Henry Abrahams, secretary; also by one thousand seven hundred other persons connected with the cigar industry in Boston. The petition in part is as follows:

* * *

The undersigned citizens of this Commonwealth respectfully protest against the clause in tariff bill admitting, free of duty, all cigars made in the Philippines for the following reasons:

1. The industry is a hand industry.
2. We cannot compete with Orientals, whose wage, according to government reports, are thirty cents a day.
3. The employees are composed of native Filipinos, half-breeds and Chinese.
4. It means the crushing out of one of the largest of New England industries.

For these reasons we respectfully ask that the clause permitting all cigars made in the Philippines and the use of twenty per cent. of foreign tobacco in manufacture of cigars be eliminated from the bill.

File Petition for Dissolution

The Southbridge Cigar Manufacturing Company, of Southbridge, Massachusetts, who formerly did business on Elm Street in that city, has filed a petition for dissolution. The court issued an order directing the managers of the concern to show cause for such action. The petitioners claim that they have no assets and no liabilities and therefore wish to close their business. Alexander L. Desaulniers has been manager and closed down the place in October, 1911.

Garcia, Diaz & Co., New Tampa Firm

A new cigar manufacturing concern has been organized in Tampa which will do business under the name of Garcia, Diaz & Company. They intend making a high-grade five-cent cigar, the "Duc de Tampa." All the members of the firm are connected with F. Lozano, Son & Company, and will make use of the high-grade scraps of that factory. Jose Garcia, foreman of the Lozano factory, is president; Bernabe Diaz, vice-president, and H. S. Foley, secretary and treasurer. The factory will be located at Twenty-first Street and Fourth Avenue.

Tobacco Association of U. S. to Meet June 5

The annual meeting of the Tobacco Association of the United States will be held in Richmond June 5 to June 7. While in Richmond the delegates will be the guests of the Richmond Tobacco Association. T. M. Carrington, of Richmond, is president of the association. This body is composed for the most part of tobacco dealers in Virginia, North Carolina, South Carolina, Kentucky, West Virginia, Ohio and Missouri.

Postpone Hearings on Foreign Tobacco Purchasing

The hearings on the allegations of restriction of the price of certain domestic grown tobacco by purchasing agents of foreign governments by a special committee of the House and Senate were, on May 6, postponed until Wednesday, May 14. It is understood that the committee is finding it a difficult matter to obtain evidence substantiating the charges made by domestic tobacco growers. The foreign countries are the only markets that can be found for the particular grade of tobacco being investigated.

Late Trade Bulletins

Mekelburg & Company, of Boston, have moved their factory from 280 State Street, that city, to 222-228 Cherry Street, Chelsea, Massachusetts. They employ about twenty hands.

A dividend of five per cent. on the capital stock has been declared by the Porto-Rican-American Tobacco Company, same to be paid in scrip or note of the company bearing six per cent. interest per annum, payable June 5 to stock of record May 15. A five per cent. scrip dividend was paid by this company on March 7 of this year and a twenty per cent. dividend on November 22, 1912.

A new revenue bill, recently introduced in the Florida House of Representatives, provides for a license tax on cigar factories of twenty-five cents for every cigarmaker employed. This applies only to those factories employing ten or more cigarmakers. By this most "wonderful" piece of legislation the state government would realize the vast sum of $5000.

The petition in bankruptcy filed against Martin Vincent April 11, dealer in cigars and tobacco, Hudson, New York, was dismissed recently.

It is reported that the three-story warehouse, located 124 East Pearl Street, Cincinnati, Ohio, has been purchased for $6000 by George David Worth, of the Independent Cigar Manufacturing Company.

The cigar store at 29 Michigan Avenue, Detroit, Michigan, is now the property of Paul Sikora, he having recently purchased the same.

Stark & Hawkins, retailers, Toledo, Ohio, who have three stands in the Ohio, Nicholas and Spitzer Buildings, have recently installed a fine, new cigar vault in the Nicholas stand. They are exclusive distributors of the Hernan Cortez lines and "Webster," of Y. Pendas & Alvarez. They also handle in five-cent goods "El Seno," Gans Brothers; "Bella Mundo," Newman & Mayer, and "El Baton," of J. C. Newman, Cleveland.

Fred Z. Dale is now the proprietor of the cigar store at Chambersburg, Pennsylvania, formerly operated by J. H. Lesher.

Arthur Ohlweiler has purchased a one-half interest in the Five Label Cigar Company, of Davenport, Iowa, from Thomas Martin, and will hereafter run the business with Walter Flanigan.

The stock and business of the Granite City Cigar Company, of St. Cloud, Minnesota, has been purchased by Charles J. Lorenzer and William J. Steinbauer. August Orth, who owned the plant, will probably retire from business.

New Deisel-Wemmer Factory Opened at Toledo

Starts With 75 Hands — W. P. Deisel Manager of Eighth Plant of This Firm

ON May 5 the Deisel-Wemmer Company, Lima, Ohio, manufacturers of the "San Felice" and "El Verso" cigars, opened their new factory at 442-446 Huron Street, Toledo, Ohio, which will employ five hundred people.

The new building is a four-story structure and is up-to-date and modern in every respect. It was formerly occupied by the Woolson Spice Company, but has been entirely remodeled, and is without doubt one of the most sanitary cigarmaking plants in the Middle West. Two days after the opening seventy-five employees had registered, and the manager, W. P. Deisel, in a statement to THE WORLD'S correspondent, said that he expected to have the plant working at full capacity in six months' time. He also stated that it is to be a branch factory, and not the main one, as has been reported.

The basement has ample quarters for the storing of leaf tobacco. On the first floor are splendidly equipped offices and the stripping rooms. The second and third floors, which are entirely devoted to cigarmaking, are very well lighted and demonstrate very clearly why there has been little trouble in obtaining help. It would profit any manufacturer who expects to equip a new factory to inspect this plant, as it might give him new ideas on the solution of the labor problem. The fourth floor is given over to the packing and drying of leaf.

This is the eighth plant now owned and operated by the Deisel-Wemmer Company, the seventh, a modern concrete structure employing one thousand hands, having been opened some time ago at Findlay, Ohio. In addition they have two plants at Lima, one at Wapaukoneta, one at Sidney, one at Delphos, and a stemming plant at Van Wert.

Mr. W. P. Deisel, who is manager of the Toledo plant, is the son of Henry Deisel, president of the firm.

Pyle & Allen Take on New Sanchez & Haya Sizes

B. W. Sanborn, manager of the retail branch of Pyle & Allen, Cleveland, Ohio, reports a big increase in box trade since the elimination of the dice game in that city. They are experiencing trouble in obtaining enough "New Bachelors" (Victor Thorsch & Company) to supply the increasing demand. They have recently stocked two new sizes of Sanchez & Haya—the "New Bishop" and "Club House." A new size of "La Flor de Bachia," of R. Bachia y Ca., made under Mr. Allen's personal direction, is also a recent addition. They have been featuring "Rey-Oma," Sig C. Mayer. The concession obtained by Pyle & Allen for the sale of American League baseball tickets has greatly stimulated their retail business.

W. K. Jenness Opens Fine Wilmington Store

W. K. Jenness, formerly connected with the Johnnie Jones cigar stores of Wilmington, Delaware, has opened a first-class cigar store in that city on Seventh Street, west of Market. The stand has been finished in a most up-to-date manner and Mr. Jenness opened it up recently under most favorable circumstances. Among the brands noted in the cases were the "Reynaldo," Luckett, Luchs & Lipscomb, Philadelphia; "Buffalo" and "Rose-a-Cuba," Fleck Cigar Company, Reading, and "Taking," Enterprise Cigar Company, of Trenton, New Jersey.

The United Cigar Manufacturers' Company has declared a quarterly dividend of one and three-quarters per cent. on the preferred stock, payable May 31, to stockholders of record May 23.

Letters to the Editor

Manufacture Vending Machines

PHILADELPHIA, May 6.

Editor THE TOBACCO WORLD:

Dear Sir—Will you kindly forward us list of manufacturers making cigar vending machines, and oblige,

Yours very truly,

JEITLES & BLUMENTHAL.

New York Vending Machine Co., 346 Broadway, New York; Vending Machine Co. of America, 32 Union Sq., New York; Standard Cigar Co., 220 Broadway, New York; Wreden Sales Co., 185 Dearborn St., Chicago, Ill.

Wants Ninth District Cigar Manufacturer

SOUTH BETHLEHEM, PA., May 5.

Editor THE TOBACCO WORLD:

Dear Sir—Kindly advise name and address of manufacturer listed under Cigar Factory No. 186, Ninth District of Pennsylvania, and oblige,

Yours very truly,

JOS. FRIEDMAN.

Keystone Cheroot Co., of Hanover, York Co., Pa.

Wants Remedy for Poor Burning Tobacco

MOUNT PLEASANT, PA., April 26.

Editor THE TOBACCO WORLD:

Dear Sir—I find that 1912 Connecticut Primes when burning swells up and makes a black ring. Will age cure this fault or is it natural?

Respectfully,

A. A. GROSSER, JR.

For a solution of the above, please write Messrs. Fries & Bro., 92 Read St., New York City, who will doubtless be able to give you a remedy.

Inquiring for "Monolite" Cigarettes

CHICAGO, ILL., May 2.

Editor THE TOBACCO WORLD:

Some time ago the self-lighting cigarette made its appearance in this city, which was made to strike on the box the same as a safety match. They are no longer on sale in this city and no one seems to know where they came from. We have an inquiry from one of our readers concerning this cigarette, and if you could advise us where they are made or sold we would be greatly obliged. Thanking you for this information, we remain,

POPULAR MECHANICS,
Information Dept.

This cigarette has been manufactured by the Autolite Cigarette Co., of Newark, N. J. Communicate with them for further information.

Information About Manufacture of Cigarette Tobacco

NEW YORK, April 26.

Editor THE TOBACCO WORLD:

Dear Sir—We have an inquiry from India for "Information about the manufacture of cigarette tobacco." We beg to ask if you will recommend us to some publications or are in position to give us necessary information to be forwarded in reply to the above. Thanking you, we are,

Yours very truly,

MÜLLER, MACLEAN & Co.

Presuming that importers of Turkish and Virginia tobaccos is what you desire, we would suggest writing M. Herzog & Co., 101 Beekman St., and Ernst Muller & Co., 30 Beaver St., both of New York City.

Wants Turkish Tobacco Importers

NEW YORK, April 24.

Editor THE TOBACCO WORLD:

Will you kindly give me a few names and addresses of importers of Turkish tobaccos, and oblige,

Respectfully yours,

CONSUL OF THE NETHERLANDS.

Write to M. L. Herzog & Co., 101 Beekman St., or Charles Drucklieb, 14 Park Place, both of New York City.

Bayuk Bros. Manufacture "Havana Blunts"

BETHLEHEM, PA., April 29.

Editor THE TOBACCO WORLD:

Please inform me who manufactures "Havana Blunts," and oblige.

B. FRIEDMAN.

Bayuk Bros., Third and Spruce Sts., Philadelphia.

Says Every Dealer Should Carry the "World"

QUAKER CITY, OHIO, April 28.

THE TOBACCO WORLD, Philadelphia, Pa.

Dear Sirs:

Please find enclosed our check in amount one dollar for which please send us the WORLD for another year.

The name TOBACCO WORLD is surely a good one and every tobacco or cigar and stogie dealer should have the WORLD. We always look forward to the receiving of the paper. With best wishes, we are,

Yours very truly,

H. J. MAX & Co.

Putting Up Triangular Cigars

MILWAUKEE, April 28.

Editor THE TOBACCO WORLD:

Dear Sir—Kindly advise us concerning one or various methods used to put up triangular cigars. Thanking you, we are,

A. C. BRENCKLE Co.

To our knowledge there is but one method in common use, namely: The cigars when they come from the cigarmaker are usually placed in triangular moulds, being left there for forty-eight hours. During that time each cigar is turned in the mould three times. They are then tied in bundles, put into boxes and placed in the press like any other cigars. The necessary moulds may be obtained from Messrs. Miller-DuBrul & Peters, 507 East Pearl St., Cincinnati, O., or the American Cigar Mould Co., 1931 Western Ave., Cincinnati, O.

Who Wants Job Lot of Cigars?

BEDFORD CITY, VA., May 1.

Editor THE TOBACCO WORLD:

Can you give us the names and addresses of parties in your city, New York, Baltimore or other places who make a specialty of selling job lots of cigars? We have on hand 15,000 or 20,000 which we would like to dispose of at a low price for cash.

Yours very truly,

GISH & SMITH.

Answered by letter.

Wish Florida Factory Owners

BOSTON, MASS., April 28.

Editor THE TOBACCO WORLD:

As a subscriber to your paper, will you kindly get us the information we ask for: We desire to find out the name of the company operating Factory No. 115, District 50, of Florida. Thanking you in advance, we beg to remain,

Yours very truly,

AMERICAN SMOKERS' CIGAR COMPANY.

The company operating this factory is Garcia, Fernandez & Company, of Tampa, Fla.

Cigarette Paper Printing Machines and Lead Foil Wanted

PHILADELPHIA, April 30.

Editor THE TOBACCO WORLD:

As per our conversation in your office recently, I am writing to you to refer me to dealers or manufacturers of tin foil for wrapping cigarettes. I would also appreciate it if you would give me the names of parties making or handling cigarette paper printing machines. I refer to the presses which are adapted for printing initials, monograms, etc., on papers in which the tobacco is rolled. Thanking you for courtesy, I remain,

Yours very truly,

WM. C. HAMMER,
Harrison Building.

L. Kehlmann, 202 Centre Street, New York City, and S. Abrahamson, 121 Pearl Street, New York, both print papers. The Ludington Cigarette Machine Company, of Waterbury, Connecticut, can probably supply the machine. Manufacturers of lead foil are asked to communicate with the above inquirer.

Who Makes Anti-Nicotine Tobacco?

NEW YORK, May 8.

Editor THE TOBACCO WORLD:

Dear Sir—Will you please inform me whom it was that several years ago put on the market a brand of tobacco with the nicotine eliminated or counteracted by some chemical process? I am anxious to get in touch with some person who was at some time connected with this venture, and really do not know to whom I could turn for this item with more assurance of success than in applying to you. The slightest clue will be thankfully received.

Yours very truly,

WILLIAM E. SCOTT.
142 E. Thirty-second Street.

Barnes-Smith Company, Binghamton, New York, market a cigar of such a nature, but we are ignorant of the manufacture of a tobacco containing a like feature.

Detroit

Joseph Snyder Opens First Local Branch—John C. Sullivan Passes Away—Frank Smith Enters New Field—Grand Rapids Retailers' Association Perfecting Organization—Changes Among Dealers

DETROIT, May 8.

JOSEPH SNYDER was in town May 2 and 3, and while here saw the opening of his first Detroit branch, located at 146 Woodward Avenue, being the front of Churchill's well known saloon. The pretty color combination painted on the top and bottom of the front display window reads "Snyder's segar store de luxe," which is figuratively true. Mr. Snyder apparently knows what the public wants and what they can be educated to buy; a big percentage of his articles bear his own name. With merit and proper salesmanship it's only a question of time when smokers will be asking for and using them. Arthur D. Klotz, who ran the cigar stand at the Mecca on Michigan Avenue, will have charge of this branch; when his second store opens, which will be about May 12 at 117 Woodward Avenue, it will be in charge of Charles Holt, who has been employed at various Snyder stores in Cleveland and Buffalo. He will make his permanent residence in this city. J. S. Anderson will be the general manager of all the Detroit stores. Mr. Snyder does not intend to stop after having opened these two places; he says he likes Detroit, has been anxious to get in here for a long while, and while he has the inclination he is going to open just as many branches as he can, providing they are properly located. The cigar stand at the Hotel Tuller has also been added as a Snyder branch, but for the present there will be no radical changes there.

John C. Sullivan, head of John C. Sullivan & Son, cigar manufacturers at 26 Cadillac Square, said to be the oldest firm of its kind in Michigan, died early Wednesday morning, May 7. Death was due to paralysis, from which he had been suffering for over a year. He was seventy-five years old. For forty years he was in the cigar manufacturing business at the same location on Cadillac Square. Five children survive him.

Since the city of Flint went dry, May 1, a number of places heretofore operated as saloons have been turned into cigar and billiard rooms. C. A. Reitebuch will conduct a chop house, together with cigars; Henry McFarland will operate a restaurant and handle cigars; Robert Wisler will have cigars and soft drinks; A. J. Eiferle will conduct his place as a pool room and cigar store; William Haights will run a barber shop, lunch room and cigars.

In Detroit over ninety saloons were retired from business May 1; many of them will likewise turn their places into confectionery stores, handling cigars and putting in pool and billiard tables, in the hope that next year they will be able to be reinstated and granted a license.

Members of the Grand Rapids Retail Cigar Dealers' Association at its meeting May 5 considered favorably the congressional bill which proposes to have the government stamp fixed to all boxes of genuine cigars, specifying of what the cigars are made, and which is said to be designed to protect the genuine Havana cigars. J. F. Morrison was chosen secretary of the association to succeed John Stander, recently resigned. Secretary Morrison was instructed to communicate with the Cigar Dealers' Association of Seattle, and find out its methods of organization and work, including dealing with trade evils as cutting prices on standard brands of cigars.

The suit between John P. Hemmeter and the John McNee & Sons Cigar Company, of Windsor, Ontario, was to have a preliminary hearing this week, but was postponed.

Jim McLarty, proprietor of the East Side cigar store at Kalamazoo, has fully recovered from his recent attack of the grippe and is now able to be daily at his place of business.

David Kindstrand has engaged in the cigar business in Ishpeming, Michigan, opening a store on First Street.

Christian Audrian, formerly of Milwaukee, has engaged in the cigar and confectionery business in Manistee, Michigan, having secured a store in the Ryan Building.

Charles F. LaFond was one of the leading entertainers in the tabloid musical comedy entitled "An Evening at the Ritz" given at the Knights of Columbus, April 28 and 29, under the auspices of the Knights of Columbus Comedy Club. Mr. LaFond wrote the entire piece, staged it and played parts. It is nine years since Mr. LaFond was a professional actor.

On Sunday afternoon, May 11, at Cleveland, takes place a big party to announce the engagement of Edward Lichtig, who sells "Philip Morris" cigarettes in Michigan. It is to be one of the real events in Cleveland social circles, as both Eddie and the girl are popular in the Ohio city. Ed says he doesn't know how soon the wedding will take place, but says it will be just as soon as he can save up enough "Mazuma" to pay for a real honeymoon. Mazeltof.

Business has resumed normal conditions with the Lillies Cigar Company, whose plant is now running to full capacity.

Contracts will soon be let for the New Washington Hotel at Wayne and Michigan Avenues to be erected by David Stott, which means Detroit will have a new twelve-story modern hotel inside of one year. It is located within a stone's throw of the Hotel Cadillac and only a block from the proposed new Hotel Lafayette to be constructed at the corner of Wayne and Lafayette Streets by C. H. Clements, one of the proprietors of the Hotel Metropole. Detroit can stand another large hotel very easily.

The Wolverine Automobile Club has taken a long lease of the second floor at 127 Woodward Avenue, and one of the features will be an up-to-date cigar department, which will be in full charge of Frank Smith, recently in the cigar jobbing business and before that manager of the Hotel Ponchartrain cigar department. In addition to this, Mr. Smith has just opened a very fine confectionery and cigar emporium at 27 Woodward Avenue, only a block from the waiting room of the Belle Isle boat steamers which ply between Detroit and the famous Belle Isle Park.

Abe Hirsch, representative of Joseph Hirsch & Son, who with his family has been quartered at the Hotel Ponchartrain, has secured a furnished residence for the summer on Helen Avenue and will occupy the same starting with May 25.

The John McLaughlin cigar store at 747 South Division Street, Grand Rapids, has been purchased by C. R. and A. J. Hermance.

Eugene Watson denies that there are any negotiations on for the purchase of the Harry W. Watson Company's business. As a matter of fact, Mr. Watson, Jr., will add more retail stores if he can secure them in the right locations.

Fred Hirschorn, president of the United Cigar Manufacturers' Company; Alfred Esberg, the vice-president, with L. C. Isaacson, president of the Metropolitan Cigar Company, of Denver, and A. Gans, of Dayton, were in Detroit early in the week on a tour of inspection. Mr. Hirschorn expressed himself as being well pleased with the local factory. The Hamtramck branch was closed sometime ago.

"Ben Lesser is coming" seems to be heard on every side whenever the popular salesman of F. Lozano & Company is scheduled for a trip here. Ben landed here Sunday the sixth and stayed until Wednesday. He was royally welcomed by his friends in the trade and didn't have any difficulty in signing up some nice orders. He has placed his line with the Central Cigar Company, which will be carried at all of the company's branches.

"Fatima" cigarettes continue to be an enormous seller in Michigan. Eddie Crooks, the state manager, allows no stone unturned to get them in wherever he can. Whether it's a country road or a back street in the city, Eddie sees to it that they sell "Fatimas."

Joseph Duys, of H. Duys & Company, of New York, is expected in town this week to close up some big orders for Sumatra tobacco.

A new cigar stand at 148 Wayne Street has been opened by E. E. Stewart.

Jacob Mazer, of the Mazer Cigar Company, is very pleased over the splendid orders being sent in by R. L. Olive, of Kansas City, who is now on a business trip through Texas. Mr. Olive was recently made Western sales manager of the Mazer Company. He has been covering the Middle West and South in the interests of the cigar industry for nearly twenty-five years and is known everywhere as "Bob." Nobody is more proud of "Bob" than Jake Mazer. The Pacific Grocery Company, of Everett, Washington, have made arrangements to handle the "La Cavalerie" cigar for that Coast section, and the Pieper-Turo Company, of Milwaukee, Wisconsin, will job "Miss Detroit" in their territory. Both brands are made by the Mazer Company and are proving a big success. In the State of Illinois the Baker-Wignall Company, of Streeter, will have the exclusive selling rights for "Miss Detroit."

The Davis Cigar Exchange at 57 West Fort Street is now being managed by Frank E. Davis himself. The store for a long while was under the supervision of E. C. Frohn, who recently went into the jobbing business.

The fixtures of the G. J. Johnson cigar store in Grand Rapids have been offered for sale, and Mr. Johnson will vacate to allow, without interruption, the erection of the new million dollar Pantlind Hotel.

On April 26 took place a most notable wedding in Detroit, that of John T. Woodhouse, president of the John T. Woodhouse Company, and Mrs. Elizabeth Barnum, of San Francisco, who is extremely attractive and a woman of great literary merit, being a writer of note.

Herman Lieberman, general manager of the Central Cigar Stores, of which there are four at present, reports that every one is doing a splendid business and that every day shows a nice improvement.

The Victory Annex is now open for business after an expenditure of close to $150,000. Ted Snowhook, formerly with Woodhouse, is assistant manager and will be in charge of the cigar department as regards the purchasing, etc.

Frank E. MacDonald has opened his new cigar stand at the Hotel Lowry on Lafayette Avenue. His many friends are glad to learn that he has fully recovered from his recent illness.

Recent Visitors—Tobacco men: Steve Friend, M. T. Deelman, of Hinsdale, Smith & Company; Leo Taussig, of Taussig & Company, of Chicago; Henry Fisher, of A. Cohn & Company, New York City; Harry Nathan, of Spingarn & Company; Fred Singer, of F. Rossin & Sons; Al Gans, of Dayton; W. C. Tanner, of M. F. Schneider, New York City; Mr. Bijeu and Mr. Penner, of E. Rosenwald & Brother; Billy Levison and Stanley Krohn.

Cigar men: Ben Lesser, of F. Lozano & Company; Art N. Apple, with "Rameses" cigarettes; Harry Alces, of Simon Batt & Company; Al Korn, of S. H. Furgatch & Company; T. Connor, of F. Garcia & Brothers; Mort Hammer, with "Lucius" cigars, and Fred Suss, of R. Steinicke Company.

AL. U. THORNBURG.

Incorporations and Changes in the Tobacco Trade

The Smoker, Suffolk, Virginia. Capital, $5000. Incorporators: L. G. Brothers, C. R. Wallace and R. B. Tynes.

Guilford Tobacco Warehouse Company, Greensboro, North Carolina. Capital, $25,000. Incorporators: W. S. Clary, J. M. Hendrix, T. S. Graham and others.

Oscar Schein, Manhattan. To deal in tobacco. Capital, $10,000. Incorporators: Henry F. Luggelman, M. Spencer Bevins and Philip C. Stone.

The Kirvan & Davis Company, Portland, Oregon. To manufacture and deal in smokers' supplies. Capital, $10,000. Incorporators: Hugh Davis, George F. Gould, William H. Kirvan, E. H. Davis and Stephen W. Hughes.

The Schatz Importation Company, Indianapolis, Indiana. To deal in tobacco, etc. Capital, $24,000. Incorporators: J. A. Ross, J. S. Powell and R. M. Little.

The Hurley-Roninger Company, Cleveland, Ohio. To deal in liquors and cigars. Capital, $25,000. Incorporators: Thomas E. Hurley, Frank H. Roninger, H. W. Stoer, B. F. Stoer and H. P. Schupe.

The Nestor-Gianaclis Company, Augusta, Maine. Capital, $500,000. Incorporator: Gray Miller.

C. A. D. O. Co., of Manhattan, New York. To cultivate and deal in tobacco. Incorporators: Charles A. Drucklieb, Paul Drucklieb and Herbert Drucklieb, all of 14 Park Place, New York City.

The Commercial Cigar Company, of Mansfield, Ohio. To manufacture and deal in cigars. Capital stock, $10,000. Incorporators: F. J. Lauer, C. C. Lauer, J. P. Rummel, S. D. Hoover and H. Gerlach.

Polk Brothers Tobacco Company, of Shelbyville, Ohio. Capital, $20,000. Incorporators: A. M. Bond, Michael Hughes and J. H. Wakefield.

Orange Warehouse Company, of Hillsboro, North Carolina, with an authorized capital of $10,000; $120 paid in by W. R. Roberts and others.

Guilford Tobacco Warehouse Company, of Greensboro, North Carolina. Authorized capital of $25,000, with $3000 subscribed by W. S. Clary, J. M. Hendrix, T. S. Graham and others.

The Natusco Cigar Manufacturing Company, Cleveland, Ohio. To manufacture and deal in cigars and tobacco. Capital, $5000. Incorporators: Everett B. Lanston, J. E. Blackall, F. W. Specht, Almon J. Miller and L. F. Steiner.

The Folwin-Wingo Cigar Company, of Charleston, South Carolina, has made application to the Secretary of State for an increase of its capital stock to $50,000. This is done in order to put some of the new capital for the further improvement of the building and to increase the manufacturing facilities.

La Kurba Cigar Company, Chicago, $20,000; manufacturing cigars and tobaccos. Incorporators: Hyman Soboroff, Samuel Rosenblatt and Irwin P. Lewis.

UP-TO-DATE PLANT OF I. TEITELBAUM & CO.

The Illustration Above Depicts the Cleveland Home of the "Sarzedas", "Flor de Addison" and "El Sallago" Brands of Cigars. High Grade, Union-Made Goods Manufactured by I. Teitelbaum & Co. The Cigars of this House are Known, Wherever Sold, as Among the Best of Their Class

Late Trade Items

A cigar store was recently opened in the Skoglund Building, Ishpeming, Michigan, by David Kindstrand.

Gonzales & Sanchez, cigar manufacturers, of Jacksonville, Florida, have made application for a building permit to erect a new factory in that city. It is to cost about $30,000.

The Midget Cigar Company, formerly located at 401 Main Street, Peoria, Illinois, has moved into new quarters at Main and Jefferson Streets, that city, making it one of the most attractive cigar stores in Peoria.

The Union-American Cigar Company, of Pittsburgh, has declared a quarterly dividend of one and three-quarters per cent. on the preferred stock of the company, payable May 15 to stockholders of record May 1. This places the preferred stock of the company on the regular quarterly basis.

Home Loose Leaf Tobacco Warehouse Company, Richmond, Virginia; capital $30,000. Incorporators: William E. Luxon, Irvine M. Hume, Charles B. Terrill and J. J. Greenleaf.

Silversmith Cigar Company, Chicago, $4500; general cigar and barber shop business. Incorporators: Sidney Lyon, Maurice Gevirtz and Thomas Mathieson.

Cass Cigar Company, Charlotte, Michigan; capital, $6000.

The Bourbon Tobacco Warehouse Company, of Paris, Kentucky, is increasing its capital from $35,000 to $50,000.

The Mahoney Cigar Company was recently organized in Kansas City, Missouri, with a capital of $12,000. The incorporators named are W. J. Mahoney, M. J. and D. A. Murphy.

LEAF TOBACCO MARKET

Sumatra Selling Well in New York—Snails Eat up Plants in Lancaster County—Little Doing in Wisconsin Markets—Connecticut Prepares For Another Season

NEW YORK.

New York City, May 10.

THERE has not been any noticeable change in the leaf market the past fortnight. Somehow there are inquiries from time to time among the leaf men for different types, but they are generally the varieties that are hard to get. The Leaf Tobacco Convention next week may have some effect on the trade, as it is just possible that some of the delegates will take this opportunity of coming to this city after the meetings.

There is no intimation of just what questions will come up for discussion this year. The Philippine importation clause will probably be attacked by some of the delegates, but there are not many, at least they are not evident, who take the Manila business seriously. They state that the Philippine cigar has had every chance to grow in the past two years, and though it has made some headway, it has not injured the domestic manufacturers.

The local Sumatra importing houses have sold quite a large per cent. of their holdings. The trade in this leaf has been brisk and the tobacco is pronounced to be all that can be desired. At last Saturday's sale Americans took about 1800 bales.

There has been little doing in Havana. There have been few withdrawals from bond and trade seems to be going along only in a quiet way. The 1913 crop is coming along nicely and both importers and manufacturers are well pleased with it.

PENNSYLVANIA.

Lancaster, May 9.

THE Lancaster County growers are beginning to put out their plants. It is expected that as soon as the weather warms up a bit they will begin transplanting. They have been discouraged at the prices many of them received, and it is just possible that a number of them will cut down on their tobacco and devote more time to other crops. In fact many farmers say they are doing this, saying that potatoes will pay them better than tobacco.

Snails have been troubling some farmers, getting in their seed beds and destroying the young plants. They were a decided pest in some sections. Plants which had three and four leaves above the ground were eaten off, which necessitated sowing more seed.

Advertisements appearing in the local papers advertising leaf tobacco caused quite a bit of comment last week. This is the first time that the "oldest inhabitant" ever saw a case where the farmer had to advertise his tobacco. In former years the farmer often sold his tobacco in the field and was solicited by the different dealers. But advertising tobacco to the dealer through the newspaper was unheard of before. The tobacco, stated the ad, was graded nicely and specified the amount in pounds of each grade.

Considering the slump in prices recently, tobacco has been selling at a fair price the past two weeks. Prices have been ranging from five and six cents to eight and eight and one-half cents. Some growers, who were offered eleven cents earlier in the year and refused it, took seven and eight cents recently. Considering the state of mind the farmers are in at present, it is not very likely that packers will have any trouble in getting all the tobacco they need next year. Havana seed will be grown by some, but this will not be general. The Lancaster County grower is a cautious man and he is wary of anything new.

WISCONSIN.

Edgerton, May 9.

EXCEPT for the uncompleted work of warehouse handling of last season's tobacco crop, which seems destined to drag along for a few weeks yet, there is little doing in the local tobacco markets of the state. The country districts are practically bare of leaf of all descriptions and until the new crop is ready for inspection not much trading need be expected. What little old leaf remains in the hands of packers is gradually being absorbed in small lot orders from manufacturers. Some of the flood-damaged Ohio tobacco has been sent into the state for rehandling, but it is generally found in bad condition.

The rains that have fallen during the week have proven a great relief to the plant beds, and with warm weather ought to come forward satisfactorily now.

Copious rains have fallen during the week, which puts an entirely different phase on the plant bed situation, and with the return of warm days the young plants ought to make good progress. About all that is needed now is timely moisture to bring the beds along in time for the transplanting. Growers, however, should keep an eye on their beds and should a drop in temperature occur see that they are properly protected against frost as well as cold winds. Carelessness in these matters often results in a shortage of plants at transplanting time. If the plants are too thick upon the beds they ought to be hardened by removing the covers on pleasant days, permitting sunshine and circulation of air, which will accomplish this purpose.—*Edgerton Reporter.*

CONNECTICUT.

Suffield, May 10.

EVERYTHING is coming along nicely at this point for the tobacco growers. The weather the past week has been fine and the plants have been growing at a surprising rate. The farmers are preparing the ground and next week they may set out plants, if there is any prospect of the weather being warm enough.

There will be a small increase in acreage the coming season in raising Havana seed and broadleaf tobacco raised in the open. It is estimated that the Cuban tobacco raised under tents will amount to an acreage of two thousand. The total acreage of the valley will amount to twenty thousand.

Growers state that were it not for the tariff legislation the acreage this year would be larger than it is. The good prices that prevailed in 1911 and 1912 have given the growers confidence.

The help problem that has arisen almost every year will probably hinder some of the growers again. A good many of the Polish men that worked for the farmers last year have bought farms of their own this spring.

Hartford, May 3.

Nearly all the tobacco growers in town have the tobacco beds ready and the seed sown under the oiled cloth or glass covers. Many of the farmers report plants with two leaves, while some have three leaves on them. The weather has been ideal tobacco weather in the last few days and the light rains have done much good to the growing plants. This year's acreage will be larger than that of last year, as two large tobacco syndicates have started in the western part of the town and farmers are continually adding more acres of land to their tobacco crop each year. This will probably be the largest acreage grown in town for many years, probably over three thousand five hundred acres. Many of the farmers who picked their tobacco leaves last season are going to make a change this year, and cut the stalks, using the hook lath to hang them on instead of the old fashioned lath, whereby the tobacco stalk has to be split in order to force the lath through the thick stalk. The extra expense of picking the leaves is considerably more than the cutting of the stalks and taking a chance of the leaves coloring down to the right color.

OHIO.

Cincinnati, May 5.

AN interesting feature of the Southern Ohio Burley situation is the gradual realization of an actual shortage as compared with former years. It is now known that the incentive of factories in buying so extensively and at such advanced prices during the past season was not so much on account of the high quality of crop as of the real need of stocks. As a result the various small storehouses and thousands of individual holders scattered throughout the section are practically without the tobacco which they usually hold at this time of year. It is known that Cincinnati and Louisville hold practically all of the available supply and from the present prospect it would seem that by mid-summer these points will be practically sold out. With such a situation the prospect of future prices is good. It is now predicted that the 1913 crop of Burley will find a waiting demand and an even better market than have recent crops. Thus growers have an incentive to an effort to give their tobacco careful attention.

Very little buying is reported in Western Ohio cigar leaf. In some sections much of the crop remains unsold. Prices practically unchanged. It is said that buyers' attention is being turned to Pennsylvania, where prices are lower than here. At this point (Pennsylvania), however, prices are better than in recent weeks, but still much lower than during winter. At Cincinnati 36 cases were sold, of which 26 were seed leaf, averaging $3.72 per cwt. as compared with $3.35 the previous week; 8 were Dutch, averaging $5.40 as compared with $4.59 the previous week, and 2 were Pennsylvania, averaging $2.50 as compared with $3.23 the previous week. The quality of offerings was inferior and the demand for same very poor.—H. E. Tweed, in "Ohio Farmer."

KENTUCKY.

Hopkinsville, May 5.

AS predicted before there has been a let up in tobacco activities at this point that was most noticeable last week. The loose leaf sales fell off considerably, and there was an increased interest shown in hogshead offerings. The former is due to the active selling season of prized tobacco opening about May, and continuing until the stock is about sold out. Loose tobacco has already broken all records by the enormous deliveries and long continued selling season. Already more than 9,000,000 pounds has been sold on the loose floors alone, and before the season ends it will reach at least 10,000,000 pounds. The rehandling houses have handled two or three times this much, which was bought direct from the farmers, so the total receipts with loose tobacco

Continued on following page

Newsy Paragraphs From Leading Leaf Tobacco Centres

The Connecticut Tobacco Corporation, with plantations at Tariffville, Windsor and Silver Lane, East Hartford, Connecticut, are considering the proposition to establish an irrigation system for their farms. The most serious drawback to this scheme is the procuring of sufficient water. A contract is said to have been made by the corporation above named to have water furnished to their Silver Lane plantation by the water commissioners of the county. Charles Soby, a well-known authority, has stated that it will not be long before some one will equip a plant and run a pipe line from the Connecticut River, thus getting all the water needed.

At a meeting of a committee of the Western Tobacco Growers' Association, in St. Joseph, Missouri, recently, it was decided to have a tobacco show in that city on December 12 and 13. Members of the committee were instructed to make the necessary preparations.

One of the largest shipments of tobacco ever recorded in that section was sent from Southern California recently, to W. Duke & Son, of Durham, South Carolina. The tobacco was grown near Exeter and is of the Turkish variety. The growing of tobacco such as this has been going on for years in that locality, but it has only been in the last year or so that it has reached any great proportions. The shipment was sent in six cars and totaled 120,000 pounds.

The law-abiding citizens of Henderson County, Kentucky, are aroused over the vandalism that has been committed recently in that section on seed tobacco beds. A delegation of men called upon Governor McCreary in Frankfort, who offered a reward of $500 for the apprehension of any one scraping plant beds. The reward of the state now swells the reward to the sum of $2700.

In their annual report published by the Leaf Tobacco Association of Baltimore, on May 6, they state that the crop of Maryland tobacco grown last year amounted to 29,934 hogsheads. The character and color of the tobacco was said to be disappointing to the packers. Prices for the tobacco opened fair to good last August, but a strong domestic demand caused all the better grades to advance from three to four cents a pound, some of the finer hogsheads selling as high as seventeen cents per pound. Common Maryland, however, sold lower than in 1911. Charles E. Moore was elected president of the association at the annual meeting; George A. Buchheister, vice-president; John Stokes, treasurer, and G. Louis Hester, secretary.

Counsel for the Imperial Tobacco Company, in court at Henderson, Kentucky, have asked for a change of venue in their suit, in which they are charged with fixing the price of tobacco below the cost of production. The grand jury of the state recently brought the indictment against them. The Imperial Tobacco Company in their petition state that they will not receive a fair trial in Henderson County, due to the feeling against them by growers and others.

More room has been taken by Manuel Alvarez, the New York leaf dealer, at 178 Water Street. This concern handles Porto Rico and Havana tobacco and state that they now have some of the best tobacco ready for sale they have ever packed. Mr. Alvarez recently stated that the new Porto Rico crop, as far as wrappers go, is better than last year.

Bloch Brothers, manufacturers of the well-known tobacco, "Mail Pouch," were heavy purchasers this year of Lancaster County tobacco. The cheap price this year attracted them and two warehouses were secured in Lancaster. They have been handling over a million and a half pounds of tobacco at this point, most of it hail cut, and it is said purchased tobacco that the Lancaster County growers would have had a difficult time getting rid of.

Minnesota's tobacco crop outlook is promising, according to Professor C. P. Bull, of the College of Agriculture of that state. The legislature of Minnesota appropriated $2000 this year for the purpose of protecting the culture of tobacco. Professor Bull says that the acreage this year will be an increase of twenty-five per cent. over last year. The acreage in 1912 was about one hundred acres.

The snails that have been bothering the Lancaster County growers were the cause of a number of planters re-seeding their beds. The plants were growing nicely, in some instances the stalks having two and three leaves. The plants were eaten off close to the ground in some places, necessitating the sowing of more seed.

Tobacco growers of eight states, at a meeting here in Louisville, Kentucky, on May 8, indorsed a plan looking to government control of the purchase, sale, manufacture and handling of tobacco. A bill favored by the growers, and to be presented by Representative Glass, of Virginia, provides for a bureau of tobacco industry in the Treasury Department, empowered to purchase the equipment and plant of any persons or corporations now engaged in the purchase, handling, manufacture or sale of tobacco. After July 1, 1916, the proposed bill states "it shall be unlawful for any person, firm or corporation" to engage in these branches of the industry except "as the duly appointed agents or officers of the United States Government." A fine of $1000 and imprisonment for from one to ten years is provided for violators of this provision.

Leaf Tobacco Market

Continued from Preceding Page

here this season will run well above 30,000,000 pounds. The season, owing to unfavorable weather for handling, was late in opening and the prizers will continue operations proportionately longer, probably until August.

Paducah, May 5.

According to prominent local tobacco dealers, there is yet a great amount of the weed to be brought to the Paducah market. It is estimated that there are between 1,000,000 and 1,125,000 pounds undelivered. Some tobacconists are of the opinion that much of that which is now in the barns will not be brought to market before next season, owing to the low prices paid this season.

While there are some growers who have not delivered their crops, thousands of pounds are being brought here each week. For that reason it is said that the 1912-13 season may not close before late in May.

As was expected, there was a big decrease in the amount of tobacco sold on the loose-leaf floor, but the increase in deliveries to buyers was even greater. This has led some to predict that there will be a still further increase next year.

Princeton, May 5.

Destruction of tobacco plant beds in Caldwell County has been condemned by the Caldwell County Union of the Farmers' Equity and Co-operative Union of America, which passed the following resolutions:

"We, the Caldwell County members of the Farmers' Equity and Co-operative Union of America, condemn the destruction of plant beds at all times and all places, as not only being against the law, but both foolish and unwise, as the majority of the tobacco has left the farmers' hands and the cutting out of a crop would not only deprive the farmers of its proceeds, but would merely advance the price of tobacco now in the hands of the dealers, and we now take this method of tendering our services to the official authority of Caldwell County to bring the guilty to justice."

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

GREATER TAMPA'S GREATER CIGAR:—25,878. For cigars, cigarettes, cheroots, stogies. April 23, 1913. Cabrera-Haimer Company, Tampa, Fla.

JUANITA:—25,879. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. National Lithographic Company, New York.

SAN FULANO:—25,880. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. Kaufman, Pasbach & Voice, New York.

OBLONG:—25,881. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. Wm. Steiner, Sons & Company, New York.

NAREMO:—25,882. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. H. C. Nolan Company, Philadelphia.

EL C. LAMOUR:—25,883. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. Greenwood & Company, Savannah, Ga.

FELLOW CITIZEN:—25,884. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. Greenwood & Company, Savannah, Ga.

GOVERNOR THOMAS FORD:—25,885. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. Kaufman, Pasbach & Voice, New York.

SIN PAR:—25,886. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. Kaufman, Pasbach & Voice, New York.

HENRY MOSLER:—25,887. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

LITTLE MOOSE:—25,888. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. W. L. Ruby, R. No. 1, Hellam, Pa.

MI FALDA:—25,889. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. A. C. Henschel & Company, Chicago, Ill.

DOCTOR FRIEDMAN:—25,890. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1913. B. Friedman, Bethlehem, Pa.

LA FLOR DE GOWN:—25,891. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 24, 1913. J. Stein, Chicago, Ill.

SIR BONDAREFF:—25,892. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 24, 1913. J. Stein, Chicago, Ill.

PERRY'S VICTORY:—25,893. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 24, 1913. Harry Friedberg, Erie, Pa.

PRÉSQUE ISLE:—25,894. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 24, 1913. Harry Friedberg, Erie, Pa.

IT'S HIGH TIME:—25,895. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1913. Jacobs, Holtzinger & Company, Windsor, Pa.

A. ZERVOS:—25,896. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

J. V. GIANAROS:—25,897. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

K. RODOPULOS:—25,898. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

A. SAMPLIS:—25,899. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

O. HRISONALIS:—25,900. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

O. SAMPOLAS:—25,901. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

AH EDIPIDES:—25,902. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

EUS THEAPHIS:—25,903. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

EL ILIOPOULOS:—25,904. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

J. MPAIRAS:—25,905 For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

P. POLIHRONOPULOS:—25,906. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

A. MITSOPULOS:—25,907. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

N. OEORGOULIS:—25,908. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

M. KASAMPOLIS:—25,909. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

O. PAPALAMPROS:—25,910. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

S. RITSOS:—25,911. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

O. SKIPIS:—25,912. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

J. KALIONZIS:—25,913. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

A. PANAGIOTOU:—25,914. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

J. PASTRIKAKIS:—25,915. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

J. ECONOMOPULOS:—25,916. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

M. KATSULES:—25,917. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

PAPAMALEKOS:—25,918. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

P. PARASKASKIS:—25,919. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

A. PAPADIMAS:—25,920. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

G. KAPITSINIS:—25,921. For cigarettes. April 22, 1913. Vasel Tjantjares, Manchester, N. H.

LA INTEGRITY:—25,922. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Wiedmann-St. Louis Cigar Box Company, Kansas City.

LA SECURIDAD:—25,923. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Wiedmann-St. Louis Cigar Box Company, Kansas City.

GENERAL CHLOPICKI:—25,924. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. John Schultz, Chicago, Ill.

EL VENCER:—25,925. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Kaufman, Pasbach & Voice, New York.

FRANCISCO ALBANI:—25,926. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Kaufman, Pasbach & Voice, New York.

EL AMIR:—25,927. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Kaufman, Pasbach & Voice, New York.

EL KARIM:—25,928. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Kaufman, Pasbach & Voice, New York.

DAD BRADLEY:—25,929. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Henry Becker Cigar Company, Chicago, Ill.

COSTANTINOS L. D.:—25,930. For cigarettes. April 26, 1913. Vasel Tjantjares, Manchester, N. H.

CHASSIS:—25,931. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. M. Shelly, Philadelphia.

BY MAIL:—25,932. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. The Sanodin Cigar Company, Key West, Fla.

POST PAID:—25,933. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. The Sanodin Cigar Company, Key West, Fla.

POSTAL SERVICE:—25,934. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. The Sanodin Cigar Company, Key West, Fla.

MODERN MAIL:—25,935. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. The Sanodin Cigar Company, Key West, Fla.

KNIGHTS OF PICA:—25,936. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

S. V. S.:—25,937. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Samuel Van Souten, Albany, N. Y.

THRESO:—25,938. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1913. Harry Manekin, Philadelphia.

I'L BY IT:—25,939. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1913. Ben F. Shearer, St. Joseph, Mo.

LA MATINA:—25,940. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1913. A. C. Henschel & Company, Chicago, Ill.

EL HANNAVAS:—25,941. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1913. Greenwood & Company, Savannah, Ga.

SPEAR'S EXTRA MILD:—25,942. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 29, 1913. Arthur G. Spear, Portland, Me.

NANRAK:—25,943. For cigarettes. April 30, 1913. Srabian & Karman Company, Boston, Mass.

SMETANA:—25,944. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 30, 1913. National Lithographic Company, New York.

NAMRAK:—25,945. For cigarettes. May 2, 1913. Srabian & Karman Company, Boston.

RICHARD ARKWRIGHT:—25,946. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

PROTECTION:—25,947. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

INSURANCE:—25,948. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

INCOME:—25,949. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

HUMAN FACTOR:—25,950. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

STABILITY:—25,951. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

ANCIENT ORDER HIBERNIANS:—25,952. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. J. Donovan, Boston, Mass.

DUKE RICHARD:—25,953. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. Heywood, Strasser & Voigt Lithographic Company, New York.

GOLDEN HARVEST:—25,954. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. Paul Rosen, Newark, N. J.

VINCENT'S 76:—25,955. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 3, 1913. S. R. Moss Cigar Company, Lancaster, Pa.

FLOR DE MAXIM:—25,956. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 3, 1913. Heywood, Strasser & Voigt, New York.

REORGANIZER:—25,957. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 3, 1913. F. M. Howell, Elmira, N. Y.

LONESOME PINE:—25,958. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 3, 1913. F. M. Howell, Elmira, N. Y.

BENATEE:—25,959. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. I. Benatuil, New York.

INDIVIDUALITY:—25,960. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1913. The Moehle Lithographic Company, Brooklyn, N. Y. (By transfer from Seeman Brothers.)

LOYAL ORDER OF MOOSE:—25,961. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1913. Alfonso Rios & Company, Chicago, Ill.

OIL CITY BLIZZARDS:—25,962. For stogies. May 5, 1913. Sam Rosen, Oil City, Pa.

RENNOB:—25,963. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1913. C. J. Donovan Company, Buffalo, N. Y.

PINE TRAIL:—25,964. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 6, 1913. F. M. Howell & Company, Elmira, N. Y.

ONYX:—25,965. For cigars. May 7, 1913. Levenson Brothers, Boston, Mass.

EL BESO:—25,966. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 7, 1913. George Dauguet, New York, N. Y.

MONTE FERRO:—25,967. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 8, 1913. William E. Eisenberg, Detroit, Mich.

KOLBS GEM:—25,968. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

CANCELLATIONS.

PRINCE OF WALDECK:—25,786. Has been cancelled by The Moehle Lithographic Company, Brooklyn, N. Y., April 24, 1913.

FEDERAL CIGAR COMPANY:—25,850. Has been cancelled by Messrs. Sahl & Lovitz, Philadelphia, April 25, 1913.

FLOR DE CIELO:—25,734. Has been cancelled by Messrs. Schwarzkopf & Ruckert, New York, April 25, 1913.

THE TOBACCO INDUSTRY OF GERMANY

[Consul George Nicolas Ifft, Nuremberg.]

The tobacco industry in this district is unimportant. There are no manufacturers of cigars aside from a few small shops, most of which use an occasional bale of American leaf tobacco, purchased from some importer at Hamburg, Bremen, or other larger center. Two concerns here manufacture smoking tobacco; neither of them is large, but both do a considerable business and buy more or less American tobacco. Both of these would import direct.

There are also two local concerns that make the so-called Brazil rolls used by the snuff makers. These also use some American leaf tobacco. The manufacture of snuff is a considerable industry at Regensburg in this district and at Landshut, the output of the snuff factories being about 220 tons annually. These factories all use more or less imported tobacco, and many of them, besides making snuff, also turn out the Brazil roll, which is on sale at every little shop throughout the Bavarian Forest district, and from which the Bavarian highlander, to a considerable extent, makes his own snuff at home, flavoring it to suit his own individual taste. [The manufacture of snuff in the Bavarian highlands was described in Daily Consular and Trade Reports for November 30, 1910.]

Bavaria grows 5000 to 6000 tons of leaf tobacco annually, most of which is produced in the Pfalz, though small quantities are grown in the vicinity of Nuremberg, Fuerth, Erlangen and Bamberg. It is of the variety known as Virginia, but it equals the average Virginia tobacco neither in quality nor size of leaf. The local product is entirely consumed by local factories. It is worth five to eight cents per pound. The Pfalz tobacco averages a little higher than the local product. [The names of the two manufacturers of smoking tobacco and of the snuff manufacturers in the Nuremberg district may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C.]

[Consul George Eugene Eager, Barmen.]

In Rhineland and Westphalia there are many factories, both large and small, producing cigars and smoking tobacco, but one of the principal wholesale dealers in Barmen states that it would be difficult for foreign growers to sell direct to these manufacturers. The reason for this is the high German duty on tobacco, i. e., about 9.2 cents per pound and a 40 per cent. ad valorem surtax, which makes the manufacturer very cautious in buying, as he desires to know exactly what he is purchasing.

It is the custom here for manufacturers to buy their wrapper tobacco for Sumatra-Java-Habana cigars direct from the "Einschreibungen" in Amsterdam; Sumatra wrapper can not be had elsewhere. For American filler and binder tobacco the market is Bremen.

ENGLAND.

[Deputy Consul Ernest Harker, Birmingham.]

Considerable interest is being taken in the efforts now being made to revive the tobacco-growing industry in the English counties. The "Birmingham Post" states that several acres are to be cultivated in the Pershore district of Worcestershire and others in Gloucestershire and Warwickshire, adding: "These should constitute a fair test of what can be accomplished in the West Midland district of England."

Very good smoking tobacco was produced on a small scale in various parts of the United Kingdom last year and several large manufacturers have expressed their approval of its quality. Fruit and hop growers are hoping that nicotine extract, the basis of many insecticides, may be cheapened if they are allowed to grow tobacco for this purpose. One of the obstacles in the way of tobacco growing in England has been the lack of proper arrangements with the excise authorities. This has now been overcome. [An account of the experimental growing of tobacco in Norfolk, a county on the eastern coast of England, appeared in Daily Consular and Trade Reports for February 9, 1912.]

LILIBITUM:—25,663. Has been cancelled by the American Cigar Company, New York, April 25, 1913.

SAN REMO:—25,713. Has been cancelled by William Steiner, Sons & Company, New York, April 27, 1913.

MIRZA:—25,787. Has been cancelled by The Moehle Lithographic Company, Brooklyn, N. Y., April 27, 1913.

NATIONAL LIFR:—25,649. Has been cancelled by the Moehle Lithographic Company, Brooklyn, N. Y., May 3, 1913.

WAY BILL:—25,792. Has been cancelled by A. C. Henschel & Company, Chicago, May 5, 1913.

RICHARD ARKWRIGHT:—25,946. By The Moehle Lithographic Company, Brooklyn, N. Y., May 8, 1913.

TRANSFER OF TITLE.

EL SADIRO:—26,524. Has been transferred by Messrs. Salomon Brothers, of Chicago, to Martin Salomon, May 9, 1913.

TRADE NOTICE.

The brand "Roped Havanas" has been registered by us. The feature of banding each individual cigar with a cord or rope band, is our original idea, for which a patent is pending in the United States Patent Office.

Imitators or infringers will be promptly prosecuted to the full extent of the law.

THE LOUIS HEITMANN COMPANY, Dayton, O. 4-1-r

San Francisco

Trade Throughout State is Quiet—Tillman & Bendel Begin Strong Campaign on "Sanchez y Hays"—W. I. Pixley Pushes Krinsky Cigarettes

SAN FRANCISCO, May 5.

A GOOD many cigar men in San Francisco are complaining of quiet business, but there is plenty of evidence that many more cigars are being smoked, both in city and country, than ever before. The trouble seems to be due to the general effort to get on the ground in preparation for the Exposition rush, which has so far hardly started. Numerous new or little known brands have been introduced since the first of the year, and in many cases strong publicity campaigns have been conducted at considerable expense. Such work has produced results, but with so many in the field doing the same kind of competitive work, no one has been able to get as large a share as he would like. The California market is growing, and will continue to grow, but of late competition has been growing faster than the demand. This trouble has been complicated by a tight money market and slow collections, though some jobbers report considerable improvement in this connection. Contracts for Exposition work are coming out rapidly, and it is said that one thousand more men will go to work there next week, which should have some effect.

L. A. Sawyer, representing the "El Grifo" and "Las Dos Naciones" cigars, has just returned from the mining district of Amador County, where he found a very good business. Mining activities, he says, are on the increase, and the farming districts of the interior also appear in good condition.

Tillman & Bendel have made a strong beginning on their campaign for the "Sanchez & Haya" cigar, and are gradually replacing this well-known brand in the popular position which it held here for many years. They are taking considerable newspaper space, and advertising in other ways, at the same time doing a lot of window display work in retail stands about town, making a strong point of the improvement in this cigar since it was taken up by Edgar J. Stachelberg. Some strong missionary work is also being done among the clubs, etc., with the object of building up a box trade.

M. A. Gunst & Company's new window campaign is now well under way, a different line being featured every week or two, and the work is attracting no little attention both to the Gunst stores and to the various lines on which special emphasis is placed. One of the first special displays centered about the "Solace" cigar, recently taken up by the house of Gunst, causing this line to start with a large sale. Some novel features are being introduced in this work, one being glass covers for the cigar boxes, and another small electric window signs.

M. C. Eisenchimel, who has charge of the Manila cigar department of Henry W. Peabody & Company, import and export brokers, returned recently from a long trip through the Western States. He reports a very steady demand for nickel goods in the Manila lines, while the call for the cheaper sizes, such as Londres, has dropped off. He reports the arrival of a large shipment for his firm on Puget Sound by the steamer "Tacoma Maru," for distribution through the country he has just been visiting. The brands were "Maria Cristina" and "Intal."

Bertin & Lepori, of this city, recently received their first shipment of the "Valle de Cagayan" Manila cigars, and have been successful in placing the new brand with a number of their best customers.

Simon Myrson, who has been doing specialty work for the "Elisardo" cigar under H. L. Judell & Company, has gone back into business for himself, taking his old stand on Montgomery Street. Good progress has been made on the "Elisardo" campaign, however, and the goods are moving well. Emil Judell, of H. L. Judell & Company, has just returned from a trip through the south coast and San Joaquin districts.

William Bercovich, formerly of the Bercovich Company, has left for a pleasure trip in the Northwest. H. Bercovich, who now has complete charge of the Bercovich Company, is very much on the job, and reports a very satisfactory business, both wholesale and at his six retail stores.

W. I. Pixley, representing the Krinsky cigarette lines and Dill's smoking and chewing tobacco, has secured the privilege of selling cigarettes on the new Oakland baseball ground, where many games are to be played this season, and expects to get some very effective publicity for his lines, as well as a good business return from the operations there. Mr. Pixley has moved to a new office at 221 Hansford Building, on the floor above his former location. H. T. Spencer, who recently joined Mr. Pixley's force, and has since been in Southern California, has left for the North, where he will continue the Dill campaign that was started last year. Mr. Pixley is getting ready to start South, and will go through that district in his usual thorough manner, calling on practically every dealer in the country.

Al. Ehrman, of Ehrman Brothers & Company, has just returned from a long visit to the Philippine Islands. Ehrman Brothers & Company have just taken up a new brand, the "Roi Tan," which they will introduce here shortly.

BIG HAUL FOR WESTERN CIGAR DEALERS

Two Prominent Hoquiam, Washington, Cigar Dealers After a Day's Work. To Prove to their Many Friends that their Haul Was Not a Myth, they had a Snapshot Taken. F. T. Lenfesty is Shown to the Right and G. F. Putman, of the Firm of Putman & Smith is on the Left. Mr. Lenfesty is a Member of the Western Association of Retail Cigar Dealers and is a Firm Believer in Organization.

The "Silent Salesman" for the First Class Store

The Detroit Show Case Company, of Detroit, manufacturers of a fine line of show cases, are now introducing them to the trade in every part of the country.

One of their cases is shown in the advertising columns of the present issue of THE TOBACCO WORLD. This case should appeal to every up-to-date merchant, who takes pride in having the latest and best fittings for his establishment. It is of all-glass, frameless construction, equipped with moisteners, and is a cigar case and humidor combined. The manufacturers will, upon application, send any one interested a catalogue of their line of goods.

Joseph T. Snyder, the enterprising cigar merchant, who has a chain of first-class stores in a number of the larger cities of New York State and the Middle West, is having two of his recently acquired stores in Detroit fitted up with cases made by the Detroit Show Case Company. Any one who has seen any of the Snyder stores knows that these cases evidently must be of the best, for a Snyder store typifies up-to-dateness in every respect.

A delivery wagon of Bier, Saalburg & Company figured prominently in an accident a few days ago, when wagon, horse and driver were precipitated to the bottom of a building excavation when the street caved in. Fortunately H. Hart, the driver, was unhurt, and horse and wagon were extricated but little worse for the tumble. H. Bier, of this company, says the "Ruy Lopez" cigar is moving in very satisfactory shape.

Arthur Meyer, Western agent for Bustillo Brothers & Diaz, is just getting about again after being laid up a couple of weeks with a sprained ankle.

Fred C. Starr, the prominent Sacramento tobacconist, made a visit to San Francisco a few days ago.

The largest shipment of California yet made from Tulare County, grown near Exeter, California, was sent out May 1, amounting to six carloads, destined for Durham, South Carolina. It is reported that about sixty cars will be shipped from California this year.

G. Hofer, representing Celestino Costello & Company, of York, Pennsylvania, has been spending a few days in this city, coming by the southern route. Another recent visitor was H. Robare, representing V. Guerra, Diaz & Company, of Tampa.

I. Dannenbaum, the cigar man of Vallejo, California, is branching out, having just ordered a stock for a new stand at Santa Rosa, California.

D. Frankel, of Frankel, Gerdts & Company, is again taking the baths at Paso Robles hot springs, where he went soon after his return from a Southern trip.

International Trade in Tobacco

In a monograph on the international trade in farm and forest products for the years 1901 to 1910, inclusive, the United States Department of Agriculture gives interesting data relative to the world movement of certain commodities. Tobacco is numbered among these, and the tables which appear below have been taken from the publication mentioned. In explanation of the tables the monograph states:

Figures for the United States include Alaska, Hawaii and Porto Rico. Data for Germany prior to March 1, 1906, do not include the commerce to or from the free ports of Hamburg, Bremen and Lubeck. As far as possible all figures refer to calendar years. For some countries, notably Canada, Mexico and British India, whose annual reports refer only to fiscal years ending with some month other than December, the data for calendar years were computed from official monthly reports. In some cases this was impossible, so that the returns for the fiscal year had to be used as follows: Aden, year beginning April 1; Persia, year beginning March 21; Turkey, year beginning March 14. Tobacco comprises leaf, stems, strippings and tombac, but not snuff. Shrinkage in transit may partially explain why the total imports and exports do not agree more closely.

IMPORTS.

Countries.	1901 Pounds.	1905 Pounds.	1909 Pounds.	1910 Pounds.	Average. 1901-1905 Pounds.	Average. 1906-1910 Pounds.
United States	28,017,550	33,887,947	44,221,940	42,343,323	31,539,783	40,008,997
Aden	12,138,284	6,489,116	8,988,786	[2] 8,988,786	9,073,377	8,972,258
Argentina	3,563,809	7,080,961	11,756,931	12,431,627	5,106,842	10,346,485
Australia	5,951,230	5,371,534	9,370,516	13,586,845	5,730,686	10,710,470
Austria-Hungary	48,702,260	50,854,170	48,820,867	53,311,196	50,138,512	47,048,898
Belgium	20,194,782	22,141,406	21,194,579	20,994,432	21,359,188	20,884,014
British India	4,852,370	6,512,590	7,514,446	6,583,970	4,844,717	6,196,644
Canada	10,827,081	14,738,578	12,654,798	16,674,292	12,946,818	15,649,843
China	[1] 10,653,355	12,116,533	8,273,200	13,519,067	7,940,764	13,366,347
Denmark	9,475,371	9,744,332	3,306,900	9,272,768	9,754,694	10,816,693
Egypt	13,996,977	17,612,823	18,753,130	18,103,095	15,694,473	18,610,903
Finland	5,479,436	8,956,033	9,477,672	9,384,259	8,069,430	9,561,194
France	58,437,533	66,966,326	44,485,742	61,265,614	57,558,436	57,343,597
Germany	134,356,261	178,934,375	172,018,104	146,926,890	145,696,326	154,820,813
Italy	46,256,035	28,127,389	49,666,772	41,454,417	37,803,863	45,169,124
Netherlands	45,794,624	42,252,030	52,343,611	55,045,754	47,643,420	50,422,160
Norway	4,033,029	2,956,876	3,700,170	4,141,628	3,553,176	3,770,999
Portugal	5,654,594	5,387,950	6,990,132	5,701,360	6,633,135	5,584,052
Southern Nigeria	2,685,548	3,225,930	6,042,225	[2] 6,042,225	3,203,282	5,678,756
Spain	50,869,692	48,907,003	40,997,520	44,337,800	48,200,895	39,670,838
Sweden	8,390,333	7,221,780	9,135,007	9,438,252	8,898,093	9,062,591
Switzerland	14,794,630	16,047,945	16,542,877	17,135,474	15,719,548	16,741,644
United Kingdom	74,990,215	82,444,539	85,654,211	88,141,019	78,963,238	86,564,892
Other Countries	23,698,000	53,050,000	48,079,000	[3] 44,659,000	32,194,400	[3] 46,333,200
Total	643,813,199	731,028,166	739,989,211	749,483,093	668,267,097	733,335,412

EXPORTS.

Countries.	1901 Pounds.	1905 Pounds.	1909 Pounds.	1910 Pounds.	Average. 1901-1905 Pounds.	Average. 1906-1910 Pounds.
United States	308,743,593	292,925,181	351,564,177	328,562,036	326,270,143	327,942,505
Aden	6,412,329	6,469,481	5,939,803	[2] 5,939,803	6,484,494	6,789,720
Algeria	11,212,805	6,171,116	[3] 8,655,360	[4] 13,726,720	8,171,237	8,851,445
Austria-Hungary	17,601,747	18,687,733	21,456,931	24,903,382	19,546,248	21,627,126
Brazil	73,790,502	44,953,024	64,654,476	[3] 75,284,885	64,841,270	58,228,643
British India	29,652,953	22,824,739	17,195,391	24,515,681	24,897,590	23,519,502
Bulgaria	2,397,084	5,749,039	4,347,506	5,233,789	3,464,104	4,257,024
Ceylon	3,167,756	4,617,805	6,077,221	1,543,920	4,237,035	4,102,466
Cuba	29,864,881	32,808,058	49,468,425	34,822,228	33,352,403	34,421,198
Dutch East Indies	96,337,455	108,083,758	127,133,401	[3] 130,905,374	110,578,284	150,615,921
Greece	9,408,734	13,056,285	13,159,838	12,659,828	12,207,357	13,861,699
Mexico	2,804,048	4,320,350	2,837,311	1,231,928	3,314,074	3,291,434
Netherlands	4,864,518	4,003,080	4,232,501	3,843,420	4,633,991	4,267,111
Paraguay	[4] 8,349,066	8,013,141	[3] 10,767,680	[3] 11,271,456	8,375,087	8,292,196
Persia	[4] 3,417,920	3,796,959	4,555,765	[2] 4,555,765	2,827,766	4,008,074
Philippine Islands	17,391,595	19,832,747	20,976,743	21,926,744	19,062,066	23,621,315
Russia	12,712,031	15,937,120	20,610,622	20,891,616	11,986,106	18,236,726
Santo Domingo	[5] 18,729,006	11,510,762	24,822,623	20,604,278	17,285,357	20,172,655
Turkey	[6] 39,267,984	[6] 39,267,984	[7] 77,800,000	[3] 77,800,000	39,267,984	59,947,194
Other Countries	4,217,000	10,434,000	15,514,000	[3] 13,805,000	5,566,001	[3] 12,686,799
Total	700,343,007	673,462,362	851,769,774	834,027,853	726,377,597	808,740,753

[1] Average 1902-1910. [2] Year preceding. [3] Preliminary. [4] Average 1903-1910. [5] Average 1905-1910. [6] Data for 1900. [7] Unofficial estimate.

Tobacco Industry of India

[Consul Edward J. Norton, Bombay.]

DURING the fiscal year ended March 31, 1912, India's tobacco exports reached their highest figure. Shipments of unmanufactured tobacco amounted to 26,484,127 pounds, or nearly 10,000,000 pounds more than in the previous year and two times as much as the exports for 1909-10. The value of the 1911-12 exports of leaf is given as $895,066.

Of the year's shipments, Aden and dependencies, one of India's best markets for unmanufactured leaf, took 7,986,490 pounds; the Straits Settlements, 2,280,354 pounds; Hongkong, 3,665,194 pounds. France bought more than twice as much as in any previous year, India's shipments thither aggregating 4,778,131 pounds; Germany took 3,346,219 pounds; and the Netherlands 2,805,216 pounds.

Much of the Indian leaf tobacco is of the variety consumed in the hookah or narghile, and therefore neither in kind nor in value is it strictly comparable with the leaf produced in other countries for manufacturing purposes. The following figures of the export trade for the fiscal year 1912 show the division of leaf tobacco shipments from India, the quantities being stated in pounds: From Bengal, 6,743,114; Bombay, 8,043,509; Sind, 65,770; Madras, 1,619,966; Burma, 10,011,768; total, 26,484,127 pounds.

Exports of Manufactured Tobacco.

In the manufactured class there was an advance in exports during the fiscal year 1912 of 18.4 per cent. in quantity and 12.1 per cent. in value. The increased shipments of cigars from 1,327,532 pounds in 1910-11 to 1,480,375 pounds in 1911-12 were due to the heavier demand proceeding from the Straits Settlements. These cigars, valued at $402,887, were produced in Madras and Burma. Exports of cigarettes aggregated 59,721 pounds, the share of Bengal being over 50,000 pounds. Cigarettes are made on a large scale in Bombay from tobacco grown in the Presidency, and chiefly for home consumption. Over 7000 pounds were exported last year.

Continued on following page

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos: natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

UNEXCELLED OPPORTUNITY for a live jobber to handle the output of a cigar factory. Samples and prices on request. Address Box 500, "Tobacco World," Philadelphia, Pa.

Wanted.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whiff Cigar Company, Cleveland, Ohio. 4-1-a

FOR SALE—Grading and separating machine in perfect condition. Address Box 111, care of The Tobacco World, Philadelphia, Pa.

Help Wanted.

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

LEAF TOBACCO SALESMAN for Philadelphia and vicinity. By an old established house. Splendid opportunity for the right man. Address Box 222, care of "The Tobacco World."

Tobacco Industry of India

Continued from page 41

Attempts have been made to manufacture cigars locally to suit European tastes, but without success.

Between February 25, 1910, and April 1, 1911, internal trade in Indian tobacco was stimulated by a high import duty and great progress was made in the use of native leaf for cigarettes. During the year under review the rate of duty was less by one-third, but reports indicate that the substantial advance is maintained both in cultivation and in preparation of the leaf. The area under tobacco in British India and Native States is now believed to be about 1,150,000 acres. In the Bombay Presidency there are 91,880 acres under tobacco, a net increase of 17,000 acres in five years. About 30,000 acres are under cultivation in the Central Provinces and Berar.

Agricultural experiments in this district with American varieties of tobacco suitable for cigarettes indicate that White Burley is the most promising. In the field this variety has shown a uniform growth, thin leaf, and bright coloring when matured. It has been decided to give this variety and also a Turkish leaf a trial on a scale of one acre each, in order to furnish reliable information with regard to yield and curing properties. Experiments with potash manures, with the object of increasing the potash content of the leaf, which is so deficient in certain native tobacco, have not yet produced positive results.

Tobacco Imports.

In 1910-11 India's imports of tobacco fell from $3,076,114 to $1,594,265, largely as a result of an increase in the duty. In 1911-12 they strengthened to $2,165,105 upon the reduction of that duty by one-third. Of these imports 76.4 per cent. represent cigarettes. These had declined in the previous year from 3,083,746 pounds to 1,113,006 pounds and in value from $2,108,654 to $1,181,586; the recovery to 1,414,830 pounds and $1,654,123 does not make good the loss, although it amounts to 27 per cent. in quantity and 40 per cent. in value. Accepting as correct the result of certain investigations made in 1908 regarding the weight per 1000 cigarettes in different classes, the number of cigarettes imported in 1911-12 must have been some 562,820,000 as against 443,720,000 in 1910-11. This represents about 2.3 cigarettes per year per head of the population of British India.

Of the total value of cigarette imports ($1,654,123) $1,473,089 came from the United Kingdom and about $7000 worth from the United States. Imports from Egypt, valued at $159,134, represent a different class of article. The average value per pound was: British, $1.10; American, $0.74; Egyptian, $1.85.

Imports of cigars into India amounted to 75,581 pounds and $109,816 in value. The Netherlands supplied one-half of these and the United Kingdom one-fifth. From the Philippines were imported 14,473 pounds, valued at about $15,000. Of pipe and cigarette tobacco and other sorts, including snuff, the imports amounted to 557,193 pounds, valued at $349,000. The United Kingdom furnished 390,324 pounds, valued at $288,082; the United States supplied 164,676 pounds, worth $54,412.

SERVIA.

[Consular Assistant Harry B. Richardson, Belgrade.]

During the twenty-three years for which data in regard to tobacco growing in Servia are available, the cultivation of this plant has been a government monopoly, administered through the Servian Monopole Company.

The area planted in tobacco varies from year to year. In 1909, the maximum year, the acreage was 6600, and in 1897, the minimum year, the acreage was 2545. The average acreage for the entire time was 4200. The number of plants allowed to be cultivated also varies. Thus the largest number planted was in 1909 and the smallest in 1893. The average number of plants authorized annually during the life of the monopole company was 122,254,811. It is here important to add that the actual number of plants set out never represents the number authorized, for "overplanting" is authorized by law and by supplementary permissions granted.

The number of plants which ripened and were harvested has always been less than the number planted, as the young plants often die from one cause or another. This number varies, naturally, from year to year, according to the conditions of the weather.

Crop Statistics.

The acreage, production and value of Servia's tobacco crop, as shown by the records of the monopole company, for the years 1889 to 1911, inclusive, were as follows:

Year.	Acreage.	Pounds.	Value. Total.	Aver. per Pound.
1889	3,316	2,341,504	$145,968	$0.062
1890	3,787	1,872,222	132,871	.071
1891	4,336	2,336,142	167,448	.072
1892	2,857	2,123,630	150,968	.071
1893	2,745	2,095,861	149,768	.071
1894	3,449	1,811,421	100,412	.055
1895	3,511	1,909,460	162,685	.085
1896	2,597	2,445,500	206,127	.084
1897	2,545	2,118,706	127,509	.060
1898	4,179	3,266,560	170,835	.052
1899	3,598	2,208,019	135,068	.061
1900	3,348	2,315,091	164,925	.071
1901	3,464	2,280,944	180,645	.079
1902	4,627	2,632,312	186,060	.071
1903	5,616	2,545,378	232,365	.091
1904	6,194	2,570,814	231,541	.090
1905	5,540	2,282,409	225,900	.099
1906	5,043	3,424,325	322,178	.094
1907	4,042	2,427,432	258,800	.107
1908	4,714	1,734,641	179,878	.104
1909	6,600	5,123,121	393,415	.077
1910	5,312	3,159,058	287,734	.091
1911	5,201	3,727,116	395,454	.106

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INTENTIONAL SECOND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Bank Note CIGAR

THE BEST CIGAR FOR 5¢

Bank Notes are made by the millions and smoked by a million. A nickel doesn't measure the quality.

United Cigar Manufacturers Co., New York

Reynaldo

"Made so well this generation it will remain the next generations favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb

City Hall Square, Philadelphia

Makers Reynaldo and San Souci—mild Havana Cigars

Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS YC² HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

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THE TOBACCO WORLD

Special Magazine Number

JUNE 1st 1913

Leading Features

The Advantages of Sidewalk Advertising
By Frank Farrington, Author of "Retail Advertising"

Semi-Editorial Puffs for the Thinking Dealer

Retail Rinkles

Corner Store Chat

30 Per Cent More Leaf Tobacco in Hands of Dealers and Manufacturers, According to Government's Report, Than Six Months Ago

Senator Fletcher, of Florida, Introduces Four Amendments to Pending Tariff Bill

Country's Production of Large Cigars and Cigarettes Continues to Increase, According to Revenue Statistics

Americans Buy 3500 Bales of Tobacco at Sixth Amsterdam Inscription

What the Leading Jobbers Are Doing

News of the Leaf Markets

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIII No. 11

ESTABLISHED 1881

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York

F. C. LOZANO J. M. LOZANO

TRADE MARK

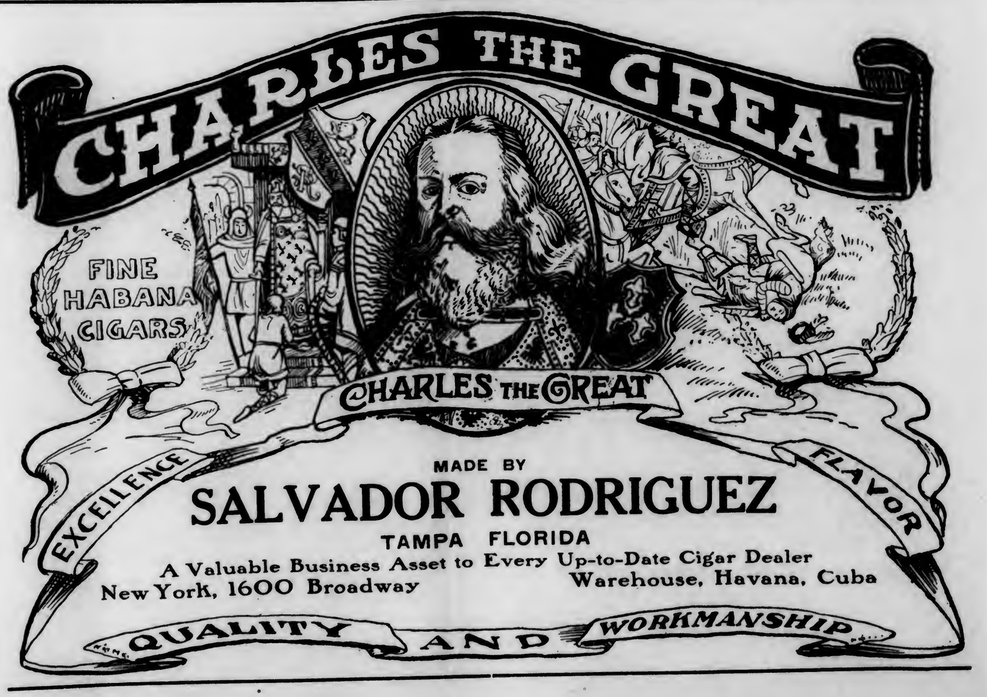
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

TRADE MARK

F. LOZANO, SON & CO.

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FACTORY: TAMPA, FLORIDA

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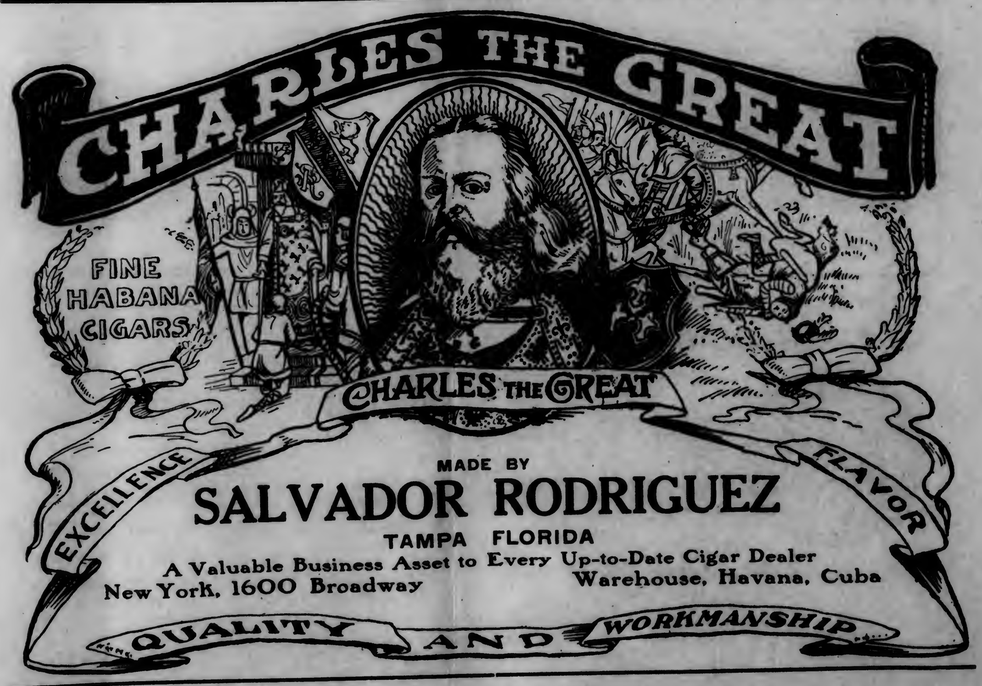

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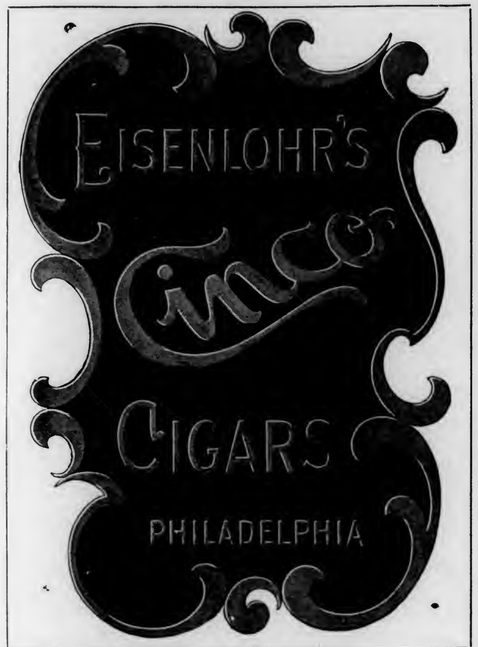


Latest, Best in Cigar Lighter and Cutter Combination

No Batteries
No Current
No Alcohol

No Coal Oil or Gas
No Wearing Out
No Globes to Break

As simple as striking a match. First cost small and cost of operation less than 2c. a month. Find out how it is done and get illustration of other styles of this article from

THE BRUNHOFF MFG. CO., Cincinnati, O.
New York Office: 113 Malden Lane

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.
LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

BARON DEKALB SEGAR

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bulldog by

John W. Merriam & Co.

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on
REY EDUARDO
An extremely rich bouquet, but pleasing and mild in character.

Price List Mailed Promptly Salesmen Show Samples

PARK & TILFORD
Fifth Ave. and 26th Street, New York

Just Right

MADE BY
JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

Finest Workmanship

Under Sanitary Conditions

BERNADOTTE TRUE HAVANA CIGARS

A. KERN & CO., Inc., 109 W. 42d St., New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ

82-88 Wall St., New York

Sole Representative for United States and Canada.

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY

207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

HOW THE "44" CIGARS ARE SELLING

I. FINKELSTEIN A. GOLDBERG

IMPERIAL CIGAR CO.

Jobbers in Cigars, Tobacco, Etc.

109 Lackawanna Avenue

SCRANTON, PA., April 28, 1913.

#44 Cigar Co.,
Philadelphia, Pa.

Gentlemen:

Please rush shipment of 25M #44 Cigars and 10M Adlon the 10c straight, same as last shipment. We would ask that you rush this order, as we are entirely out of those goods and we have many orders on file unfilled.

You will note the increase in our business with you, as our sales on #44 and Adlons for the month of April up to date, amounts to 370M cigars. We expect to make this a Banner Year on #44 in our territory. Please rush our order and oblige.

Very truly yours,
IMPERIAL CIGAR COMPANY
per Isadore Finkelstein.

MGM IF

"44" CIGAR COMPANY, PHILADELPHIA

LILLIOSA - CIGARS—LILLIOSA - CIGARS—LILLIOSA - CIGARS—

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

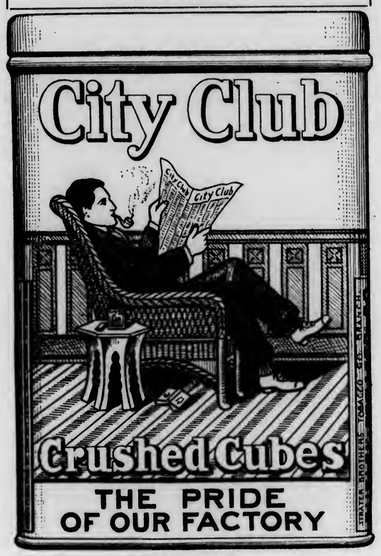
¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

20c Value for 10c



(UNION MADE)
For Pipe and Cigarette
One Can Makes You a Life Member

Everybody's "Getting In" on City Club

The Smoking Tobacco That's Making the Entire Country Sit Up and Take Notice

A ten-cent smoking tobacco of such fine quality that the whole country's talking about it—and smoking it.

And, at that, it's been sold only a few months.

Smoke a pipe-full. It will measure up to any 20-cent smoke you ever drew through a pipe.

It's Good Because

We grow the tobacco ourselves **for** ourselves—choice Burley tobacco grown on 200,000 acres of the pick of the tobacco country in all Kentucky.

It's Better Because

CITY CLUB is cured under our direct supervision. It must come up to the "Burley" Standard, or be rejected. The first can **must win** a customer. Every additional can must hold him—that's the idea. That's why we can't afford to skimp on quality.

It's Best Because

it will please your old customers and bring you new ones. You take no chances. Back of every can is our money-back-if-not-delighted guarantee. So far we haven't had to return a dime.

Special Dealer Offer on Trial Orders

Our National advertising campaign on CITY CLUB starts off with a bang very soon. This will mean new business for you, because CITY CLUB really **is** better.

Write or wire at our expense, today, and we will ship you a trial order of two dozen 10c cans, and one magnificent Crystaloid Window Display Show Card, **express prepaid,** for $1 92. Give name of your jobber, and we will supply him.

The Largest Independent Tobacco Organization in the World
40,000 Stockholders, Growers and Manufacturers of CITY CLUB

Burley Tobacco Co., Inc., Louisville, Kentucky

(6)

LOS REYES DE ESPAÑA

Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida

Office: 257-265 Fourth Avenue, New York

"20th Century"—the Cigar of the Hour

——has been satisfying smokers for more than 28 years.

——remains in quality the same, year in and year out.

——is a medium-sized cigar with a strictly all Havana, imported filler, of the best quality.

——carries an iron-clad guarantee that it is all that it is represented to be. The dealer who knows cigars will appreciate it.

For full particulars and samples communicate with

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

SIG. C. MAYER & CO.

Fac-simile Reduction of Sanitary Packing

Present

Their new "Sanitary" and "Can" packings of the

EL WADORA CIGAR

This justly famous brand is packed in the usual and popular 50 to the box and now in separate bundles and cans.

The bundle packing is wrapped in foil, thereby insuring perfect sanitation and retention of the original quality.

SOME TERRITORY OPEN TO LIVE-WIRE JOBBERS

Fac-Simile Reduction of Can Packing

NOS. 306-8 CHERRY STREET, PHILADELPHIA

Quality in Scrap Filler for Cigars

Mr. Cigar Manufacturer: If you want to make a reputation for high class scrap filler cigars, you will find it advantageous to use Horner's Select Scrap Filler, which is **ready to work.**

Ordinary scrap implies the offal of the packing room and strip shed, including sweepings and siftings, but our scrap filler is **made only from old and high grade Wrapper B** tobaccos. Hence, its high quality.

Sold in bales, 50 pounds net, 25c per pound, F.O.B. Gettysburg, Ohio. Send for sample at our expense.

Specialists in Scrap Filler Tobacco

Horner Tobacco Co.

208 S. Ludlow Street, Dayton, Ohio*

Factory and Warehouses, Gettysburg, Ohio

* Our Dayton office, due to the flood, is temporarily abandoned, but we are open for business at Gettysburg, to which place all communications should be sent.

13

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**
The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh factories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.
28th and Smallman Sts., Pittsburgh, Pa.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers **Detroit, Mich.**

Broadleaf Wrapped, 10c Havana Cigar

The brand that made a reputation in less than a year

THE BAUM-JAFFE COMPANY
115-117 N. Third Street **Philadelphia**

Henry the Fourth

Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office. 257-265 Fourth Ave., New York

Here's the **WHEELING STOGIE that SELLS**

POSITIVELY MILD

Wheeling Delights

Made of the best grade of selected tobacco in a sanitary factory by the best stogie makers in the world. Exclusive territory open for live jobbers. Write today.

LITTLE PET STOGIE CO.
Factories: 1427 16th St., 1110 Market St.
Wheeling, W. Va.
Manufacturers of Wheeling's Famous Stogies

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

PANATELLA FINOS — ADMIRALS

The New Sizes

COMMANDERS

BREVAS

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland

Every day Piedmont sales increase

For a long time now Piedmonts have been the biggest-selling 5-cent cigarettes in this country.

And since we put a coupon in the Piedmont package they have been jumping up faster than ever.

Are you on the band wagon?

Better get aboard and ride with the music.

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

"The Fixed Principle"

we have started and maintained and will continue to use, while we manufacture

BOLD

Cigars, is to make the best possible cigar to retail for 5c, to keep it the best, and to increase our business on the brand only on the merits of the goods.

Have we succeeded? *Ask the man who sells the Bold.*

BOBROW BROS.

114 S. Second Street, Philadelphia, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

Order scraps according to grades—
X —12c.—domestic
XX —17c.—A little Havana mixed
XXX—23c.—Contains more Havana than XX
The largest handlers of scrap tobacco in the world.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa | Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha | CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

The Advantages of Sidewalk Advertising

Written for The Tobacco World By Frank Farrington
(Author of "Retail Advertising — Complete," Etc.)

THERE is no advertising that costs less money than that the cigar dealer can do out on the sidewalk in front of his store. Advertising space on the sidewalk costs practically nothing, but it can be made to pay excellent returns if properly handled.

About the simplest form of sidewalk advertising is that which can be done on a bulletin board. The bulletin board audience should be even larger than that which sees the store windows because such a board can be set where is will be more conspicuous, unless there is a local ordinance against such an obstruction on the outer edge of the walk. If there is such an ordinance it becomes necessary to use a board against the building, between the store and its neighbor, or under the window, or wherever sufficient space may be found.

There is, perhaps, nothing new about this bulletin board idea and to many of us the suggestion carries a mental picture of a lopsided, chalk-covered blackboard such as we have seen outside a cheap restaurant, bearing unreadable inscriptions or scrawls on a surface already gray with the remains of previous notations.

The sidewalk blackboard bulletin can be made attractive and profitable if the man behind it will take enough pains in looking after it. It is, of course, absolutely necessary that the board be kept looking neat. It should be constructed in a way that will give it a permanent look rather than the appearance of a temporary makeshift. It should be *washed* every time the inscription is changed, instead of being merely wiped off dry. It will have a more "classy" appearance if it is made with the blackboard portion of slate, like the best school boards, though smooth boarding covered with several coats of a blackboard enamel made for the purpose, or covered with a heavy black paper used in making school blackboards, may answer well enough. Unless slate is used frequent coats of enamel paint will be desirable to keep the board looking right.

The best looking sidewalk bulletin board is one that may be made with glass in frames. Two heavy frames are made with finished three-inch pine lumber, grooved like picture molding to hold the glass. Into each frame a piece of double strength American glass is fitted and fastened with a narrow molding or with points and putty. These two frames are then hinged together at one side and arranged with hooks and eyes on the other edge so they can be shut together and fastened. The whole should stand on a heavy base. By swinging open one frame, bulletins on paper may be inserted behind each glass. There should be a thin board or cardboard between the backs of the paper sheets to prevent the light shining through and rendering the inscriptions hard to read.

Using the signs thus made on paper, they can be made at leisure and made up in advance without keeping the bulletin board inside while the work is being done. Rubber stamps of the single letter variety can be used in printing these signs, or a marking brush if preferred. The work should be done with the same care that is used in making show cards. These signs are merely outdoor show cards.

The framework of the bulletin board may be painted to match the store front, or if it is desirable, it may be colored something more violent to make it conspicuous.

The lettering need not be done with waterproof ink because the sign itself should be made water-tight. This gives this sign an added advantage over the blackboard, which is of little or no use on a stormy day. There is, of course, some possibility of broken glass in this kind of a bulletin board, but the breakage is not very likely to happen and even if it does, the expense of new glass is not prohibitive.

In using the board a few inches should be ruled off permanently at the top and used for news items, and in that space should be written the latest important news matter, whether national or local. The public in smaller towns will almost always be more interested in some local affair than in outside matters of greater importance. When a local business man is dumped out of his automobile the item on the bulletin board before the public has heard of it will excite more interest than an item about a defeat of the Turkish army with great loss. Local news matter may well be given the preference.

This news section of the board may also carry the weather report every morning if there is room for it. Below the news space should be the main advertising section.

The advertisements should be written in a way to make them as interesting as possible. The plainest of lettering should be used because the difference between plain and careless lettering is the difference between a profitable and an unprofitable bulletin board.

Attractive pictures will often stop people when simple type inscriptions would not do it. Whenever possible the pictures ought to have some reference to the text, and it is a good plan to make them illustrative of the goods mentioned. The manufacturers of some lines supply posters and illuminated show cards which can be used whole or cut up in making good bulletin signs.

If there is any way in which the latest news item or the weather prophecy can be made to fit in with the advertisement of goods below it, the connecting of the two will make the advertisement the more profitable.

Of course the advertising part of the bulletin must be changed every day just as the news items must be. People who are going to become interested in the store because of its bulletin board must find that board at all times a live proposition with NEW matter on it. It is the expectation of finding something new there that is going to make the public stop, that is going to get the people into the habit of noticing it.

Another form of sidewalk advertising that can sometimes be made to produce results is lettering right on the pavement itself. This can be done with chalk or with some kind of paint that can be washed off with water, such as whiting preparations. A permanent paint is not desirable unless a permanent sign is desired, and then it is better to have one set in in metal. More or less sensational stunts have been resorted to by some dealers to attract attention to their sidewalk work. Some have imbedded a silver coin in the cement of the pavement, or some metal article from the merchandise in the store. This plan results in a great many people being made to appear foolish by their efforts to pick up the article, and any one thus embarrassed, it may be certain, will go on with little feeling of friendliness for the store.

A comparatively new thing in sidewalk advertising is what is called by some a Projectoscope. This instrument acts a good deal as the old-fashioned magic lantern used to work. It is wired and contains an incandescent lamp, and when connected with an electric light socket and the lens pointed at the sidewalk outside, a brilliant circle of light is thrown out in which any sign desired can be made to appear by inserting the corresponding slide in the lantern. If it is dark outdoors the brightness of this spot on the pavement and the novelty of the idea will make it valuable advertising.

These projectoscopes can be bought at from $12 to $17, and it is said the cost of operation, for current, etc., is about $2.50 per month.

A live store is always on the lookout for new sidewalk advertising schemes, as well as for new ways in which the old plans can be made more profitable. The dealer who wants more business will find it possible to get it in such ways.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

The Baltimore wholesale and retail firm of Lilly, Dungan & Company, have an unusual convenience for their customers that could be copied to advantage by other dealers throughout the country.

Have Humidor Cabinets for Box Trade

Several years ago one of the firm decided that many of their customers would get in the habit of buying cigars more by the box, were it not for the fact that when they did, they smoked too much in their offices and in addition, the cigars often dried out there until the last ones in the box were scarcely in smokeable condition.

To simplify this difficulty they had built in their "Flat Iron" store two cabinets. They are really humidors and contain about forty compartments each, where the customer, after purchasing a box to his liking, can put his cigars. He is given a key to the compartment and any time he wants a smoke can come to the store for them, or either send a boy.

Every morning these customers come to the store and get their day's supply of cigars. These men have the advantage of getting the box price on the goods. They select the box carefully and are getting their particular color each time. In addition, the cigars are kept in good condition, which might not be the case were they taken to the office. As a rule, these smokers consume about three times as many cigars by this plan as they do by buying them several at a time.

This scheme is undoubtedly a good one and should be a splendid one for stores in other cities to follow. It certainly will hold the customer, when he can come to the store, strut in and open his own humidor. He feels that he is a bit above the other fellows. No rent is charged for these compartments. The added consumption of cigars more than justifies the cost of installation and rental.

Retailers at times cudgel their brains to get up good schemes for attracting the attention of the passerby, but in an endeavor to get something out of the ordinary, occasionally get "in wrong." One thing which is considered bad is the placing of a coin in the sidewalk. There have been cases where dealers have thought this was a clever trick and enjoyed seeing some one stoop down and try to pick it up, only to find that it was embedded in the cement. One dealer said recently that one irate customer, who had been tricked, came into the store and gave the cigarist his opinion of him and flounced out again. Although a regular patron theretofore, that man has never been in the store since.

Trick Window Displays Valuable if Used Right

Something on this order, which is amusing, without offense being given, has been tried by crackerjack window trimmers. They take a cigar box and cut it through diagonally with a saw. Then after smoothing the edges carefully, one-half of the box is glued on the outside of the window glass. The other half is glued on the inside, taking particular pains to have the two portions of the box lined up right so as to make them look as one box.

Next a piece of soap is used to make lines radiating from the box in all directions. This gives the appearance of some one having heaved a box through the window and is bound to attract attention. It is an excellent optical illusion and as no one's feelings are ruffled, as in other trick displays, it is a safe one to use.

A unique display was recently made in the windows of Carroll's cigar store, Queen Street, in the Canadian Soo, says our Detroit correspondent. Some time ago a contest was announced in which women were invited to make cushions from the ribbons contained in "Players," "Murad" and "Fatima" cigarettes. The display consisted of the products of twenty-two ladies, and drew thousands to the Carroll store window.

Unique Cushion Making Contest —Use Cigarette Ribbons

To those who did not possess the genius necessary for the making of these ornamental cushions, the possibility of cigarette ribbons was a revelation. Prizes were awarded to the five best cushions. A handsome new front in oak, with olive green velour hangings had recently been put in by Mr. Carroll at this store, which made a fine background for the exhibit.

Some time ago, while in one of the Western cities, the writer noticed a "rinkle" that is worth mentioning. As he came out of the hotel he happened to glance down and saw on the pavement an arrow pointing up town. Behind the arrow were the words "The Right Place." He was just curious enough to follow that arrow and further up the street saw another, with the same words. He followed the sign still further and at last saw them, two this time, pointing to a cigar store.

Using Arrows to Lead Patrons to Store

There in the window was one of the most attractive window displays it has ever been his good fortune to see. Unusual taste was used in the groupings of cigars and tobacco, and the color scheme was harmonious enough to make a dyspeptic smile. A special sale of one brand of cigars was on the programme that day, and judging by the men passing in and out of the store, those arrows must have figured in that day's profits.

Have you ever thought of the parcel post as a means of increasing your sales on cigars? Don't you think that the fellow who is outside of the city and can now be reached by the parcel post might get cigars or tobacco that way, if the matter was put before him in the right way?

The Parcel Post in the Retail Cigar Business

Some manufacturer is probably pushing his cigars in your community. If you are a distributor, put a plan something on this order before him. Tell him there are a certain number of customers who could be reached through the parcel post and that if he supplied you with a number of cigars you would see that they would reach the right persons, and that you would pay the postage on them.

Then get a list of men who you know smoke and send them a cigar or two, explaining the convenience of the parcel post in sending them their supplies of cigars. And that you have made arrangements for handling business in this way in addition to your regular trade.

Of course there will be a number of men who would not get their cigars in this way. They want to see them before they purchase. But this circular and sample will go a long way toward showing those fellows that you are up to date and have a fine line of goods. A man may come in the store out of curiosity after receiving such a letter, and if you make a permanent customer out of him, even if he never uses the parcel post, it will have been worth while.

Semi-Editorial Puffs for the Thinking Dealer

HAVE you ever made a determined and organized attempt to cultivate the good will of your patrons? The importance of this element in cigar retailing should come home to you with full force. How often we see clerks handing goods across the case with that wooden demeanor that means absolute indifference to the purchaser and his likes and dislikes. Especially in large cities this is noted. Some retailers seem to think that as they cater largely to a floating trade it is not necessary to attempt any pleasantry as the chances are it will be met with a half-resentful attitude anyway and any cheerfulness is wasted.

And they bemoan the fact that their trade is decreasing because of inroads by chain stores. Chain stores have no patent on the good will policy. They work it up to its very highest degree and every customer looks to them like every other, no matter what the size of the purchase.

If you pursue this policy closely, you also can get a clientele that will make purchasing at your store a very habit. A prominent man said recently in the course of a conversation on the subject, that the majority of the clerks in the stores where he purchased committed almost every sin known to retailing but short-changing. If this applies to you, Mr. Retailer, take it to heart and see if you cannot in greater degree secure the good will of your patrons whether you know them personally or not.

And now the question comes up again: Can a young man be perfect to the female eye—be desirable as a husband, in fact—and still be a smoker? Truly girls are getting down to fine points when they consider that a really harmless habit which is world-wide should be considered as being against a young man when they come to decide that all-important question of "yes" or "no."

The young women of a church society in Chicago discussed this question recently with varying opinions. It is gratifying to young fellows who love the weed to learn that they failed to reach an agreement on the question. Eight of the girls said it was immaterial to them whether the ideal man smoked. Three of them said they would expect him to. The remainder said they would not agree to any such habit. We are not informed as to how many constituted the remainder.

Then it was found out that some of the most popular young men in the church were smokers, which perhaps accounted for inability on the part of the young ladies to settle the question, so it is hardly likely that the course of true love among them will ever be blocked by the smoking habit.

"No more credit for me," said a cigar dealer to me the other day. "I was stung so badly this morning that it has cured me for all time. You know I took over this store only a short time ago. I need not tell you what shape the business was in when I took charge, but it couldn't have been much worse. Well, I determined to build it up and I think that I have come pretty close to doing it now after a year.

"I found that there were a number of men in the office buildings near here that were in the habit of sending here for cigars, often buying by the box. They never came in person, but sent their office boys, and I now have many such customers that I have rarely if ever seen, who pay their bills regularly.

"But I have found to my sorrow that some of these men have been the fly-by-night kind of customers. I had gone in pretty deep with one fellow and there were a few others whom I determined I would shake up. Well, I went around to the building yesterday and went up to his office. I found that the fellow had gone to parts unknown. This morning I saw the boy on the street who used to buy the cigars and asked him about it. 'Oh, that guy fired me a short time ago,' he said. I later learned he had left the city.

"I don't know about the other fellows. They probably are dodging me, but if I find any of them they will cough up or be made to feel pretty cheap. Here's where I turn over a new leaf on the credit business. If a fellow can't pay cash for his cigars, let him do without them until he gets the money or borrows it."

IT COULDN'T BE DONE

Somebody's said that it couldn't be done,
But he with a chuckle replied
That "maybe it couldn't," but he would be one
Who wouldn't say so till he'd tried.
So he buckled right in with the trace of a grin
On his face. If he worried, he did it.
He started to sing as he tackled the thing
That couldn't be done—and he did it!

There are thousands to tell you it cannot be done,
There are thousands to prophesy failure;
There are thousands to point out to you one by one,
The dangers that await to assail you.
But just buckle in with a bit of a grin,
Then take off your coat and go to it;
Just start in to sing as you tackle the thing
That "cannot be done"—and you'll do it.

—Edgar A. Guest, in Detroit Free Press.

Enthusiasm is one of the most valuable assets the retail cigar dealer can have. The cigar dealer who impresses upon his customers that he is "always on the job" and takes pride in his work, will find that this will have a decided effect upon some of his customers. It will often overcome prejudice and opposition among the most skeptic. Faith in your business and ability to show the man who comes into your store that you are fully alive to what you are selling to him cannot fail to have a most beneficial result. Start the spirit of enthusiasm in your cigar store; show it by your manner and your methods of doing business. Many men who could purchase the same cigars at other places, will come to you, not realizing that the cheerful atmosphere and hustling spirit of the place means something to them.

European street railway companies, too, have been oppressing the long-suffering smoker, as was instanced in Berlin a short time ago when the authorities of the subway and elevated lines issued an order doing away with the smoking compartments in their cars.

Their reason for this move was that schedules were upset by smokers who wasted time looking for the smoking compartments of the trains. It is characteristic of the Teuton mind that instead of marking them by some easily-discovered sign and thus avoid any delay, the question was solved by abolition of the smoking compartments.

The smokers' action in the matter was quick and forceful They simply stopped using subway and "el," causing the receipts to fall alarmingly low. When it is known that in Germany almost every man smokes almost all the time, the effect of their action can be fully appreciated. Under this tremendous pressure the company held out for only a short time and now the Berlin smokers search out their own compartment with due deliberation as before.

Corner Store Chat

YOU have doubtless seen many gold-tipped cigarettes, but I wonder if you've ever seen a gold-tipped cigar?

I was in the Upmann factory in Havana, recently, and in the packing room my nostrils were assailed with the odor of gold paint. I walked over to one of the tables, and there stood several thousand beautiful large size Upmann cigars, which had been treated with a gold tip, extending about half an inch, and a gold band painted around them, about an inch from the end. I was informed that these goods were made up specially for a prominent London Club, which originally ordered a small shipment, and are now handling them in lots of several thousand. The goods were of a very expensive size, which easily retail at three shillings in London. I wondered if the gold paint on the tip could have added anything to the flavor of the weed.

Fads are a wonderful thing! I shouldn't be surprised to hear ere long, some enterprising club in Dublin had ordered some special goods, painted with a green tip.

* * *

Since hearing of the experience of Card Garrison, vice-president of the Banner Cigar Company, of Detroit, his friends are wondering what they must do to have a railway Pullman named after them. Mr. Garrison has traveled almost continuously for twenty-five years on the steam roads. In all that time he has saved the little checks given by the Pullman Company showing the rate paid for the section, the starting point and the destination of the journey. As his traveling career progressed a younger brother took these checks and pasted them in a scrap book.

In 1909 Mr. Garrison conceived the idea of having a Pullman named after him. He accordingly took out his scrap book and estimated that he had spent more than $15,000 with the Pullman Company. He wrote a note to the company stating the amount, and making the request that a car be named after him. Several months later he was pleasantly surprised when taking a train from Chicago to Omaha to find that his reservation was in a bright, new car, with the name "Garrison" in gilt letters on each side.

Here is your chance now, Mr. Oldtime Traveling Man, to have a car named after you. Send along your checks and see what happens.

* * *

Now that Pierpont Morgan and Joe Cannon are no longer in the public eye, reporters are wondering who will furnish "copy" for an occasional cigar story. Mr. Morgan, who was known for his good taste in tobacco, would smoke none but the best, and he was willing to pay any price to secure just the right kind of cigar. Many stories have been told of his good judgment in tobacco and his fondness for the weed. He was often cautioned by his doctor to cut down on smoking, and at times made valiant efforts to do so.

Joe Cannon, though still very much alive, will probably not figure in the public eye so much as formerly. The figure of the Speaker of the House of Representatives with his black cigar was a familiar one to Washingtonians. The last three Presidents have done little or no smoking. Theodore Roosevelt never used tobacco and Taft, his successor, used it rarely. Mr. Wilson never uses the weed in any form, nor does the Secretary of State, Mr. Bryan. General Grant and Major McKinley were two of the heaviest smokers that ever occupied the Presidential chair, especially the former.

* * *

Frank Bucher, the Dayton cigar manufacturer, had an amusing experience several weeks ago. Mr. Bucher was in the outskirts of the city, shortly after the flood in that section, and was mighty glad he could stay there at the time. But business one day necessitated his going down into the town. He went down and was looking over the place on the way when an over-zealous officer of the regular army, which was stationed in Dayton, noticed him. Every one available was being pressed into service to help clear up the debris and Mr. Bucher was ordered to get to work as soon as the official saw him. His protests were of no avail. "Important business" meant little to the officer, and before Mr. Bucher realized it he was in the shovel gang helping to clear the streets of Ohio River mud. He worked away for several hours when he was able to secure his release.

* * *

The revolution in Mexico has resulted in a number of privations, one being the lack of tobacco among the common soldiers. The Mexican is an inveterate smoker from the cradle to the grave. Every one in the country from the lately weaned baby to the gray-haired grown-up, on the edge of the grave, smokes cigarettes or cigars. This is true of both the sexes.

When the war was well under way, it was not long before tobacco became a scarcity. Prices went soaring in the cities. The soldiers, both rebel and federal, began to smoke marihuana, a deadly native plant of Mexico. When some of them were captured they were found to have some of the plant in their possession. Many of them smoked it in the prison in Mexico later and became insane as a result.

A few Americans have experimented with the weed. A number of years ago a citizen of San Antonio purchased a coffee plantation in Mexico and was induced to try marihuana by some one. He became addicted to the plant and finally became insane. Another American, the superintendent of a mine, was cordially hated by a number of his men. One of them started to mix the weed in his tobacco and the American, without finding out the cause, became insane, and while in one of his fits attacked some of the men, who killed him in self defense.

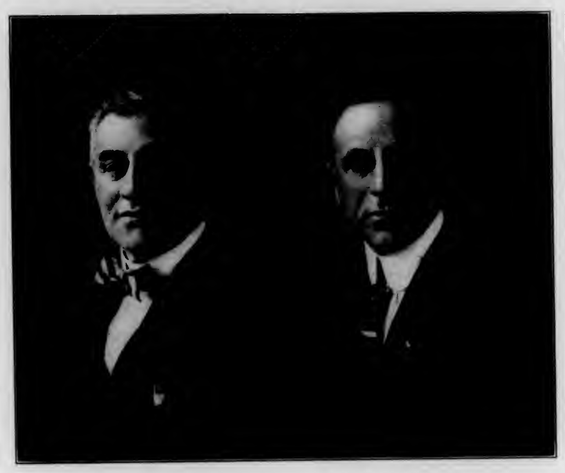
The plant is one of the most dangerous that grows in Mexico. It grows wild in some localities. The government realizes how dangerous it is and employs special inspectors to watch the markets for the drug.

THE ONLOOKER.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

WERE one to study the history, growth and methods of many business houses nowadays, analyzing and comparing them carefully, he would probably find that they were all pretty much alike. He would also note that among the number were houses that were comparatively young, but had shot up suddenly, almost over night, and were making good at a pace that was just a bit out of the ordinary. An analysis of these concerns would disclose the fact that they were, in many respects, much like their smaller competitors, but that they had hit upon an original idea, one that the public had apparently been waiting for, and by backing up the idea by modern business methods and quality of product, had shot ahead in a wonderful manner.



ISAAC WERTHEIMER SAMUEL WERTHEIMER

A cigar manufacturing firm in Baltimore has reached their present successful position by just such means as this. They have been manufacturing cigars in that city since 1898, and the business flourished from its inception. The brands of this house are few, they having adopted the policy of many other firms in the tobacco trade—of having few brands, but good ones, and concentrating their efforts upon them. Their first cigar was the "El Werth." This brand made good headway and is still a large seller, yet the cigar, which embodied the idea spoken of above is the "El Dallo," one that is now known from Coast to Coast. At the time the manufacturers of the "El Dallo" introduced it, in 1911, they realized that cigar smokers were thinking along sanitary lines, and with that point in view, put out this piece of goods wrapped in tin foil and paper. When the smoker began to find out that he could carry the "El Dallo" around in his pocket, and that it would stay fresh and not break, the sales began to soar, yet had not this idea been backed up with superior and uniform quality, the success of the cigar would have been short lived. But the manufacturers laid special stress upon quality, which with the unique wrapping, spelled success.

Wertheimer Brothers, of Baltimore, manufacturers of the "El Dallo," was organized in that city in 1898, by Isaac Wertheimer, who still watches the workings of the business as closely as when the firm was in its infancy, and Samuel Wertheimer, the sales manager, who is well known in every part of the country. He is on the road the greater part of the year.

It appears as though the whole Wertheimer family has the true cigar instinct. Isaac Wertheimer had been superintendent in a number of New York cigar factories previous to going into business for himself in Baltimore. He learned his trade in the old Mendel factory on Broadway, New York. Samuel Wertheimer is also well known in cigar circles in that city.

Isaac Wertheimer's sons, Leonard and Milton, are both active in the business, and bid fair to follow in their father's footsteps. They were made members of the firm shortly after its organization. They are usually to be found at the factory and attend to the details of the business. They are both well known in amateur dramatic and musical circles of Baltimore, and are themselves actors and musicians of no mean ability. They are keen and alive to any matters pertaining to the welfare of the business and believe thoroughly in modern, up-to-date methods.

Wertheimer Brothers have been pressed so hard with orders the past year that other quarters had to be secured for manufacturing purposes. Part of a building was leased some time ago to help out the congestion in the regular factory, but this did not count for much before long. For that reason the new factory secured by them in Baltimore is now being occupied by the firm and should be commodious enough for some time to come. It occupies an entire city block in that city, bordering on Preston, Wolf, Durham and Gay Streets. The lot is 248 by 120 feet in size and the two buildings to be used have a combined floor space of 50,000 square feet, which will give them at least three times their present space.

The sanitary feature, which has always figured so largely in the methods of this firm and their product, is carried out in this latest factory. No pains have been spared to make it ideal for the employees. It has light on all sides, and a number of conveniences in the nature of dining and rest rooms are provided for the hands, which should insure the "El Dallo" a most satisfactory home in the future.

How Turks Graft in Selling Tobacco to Foreigners

In One Instance, Courage of American Puts Stop to Practice of Collecting "Bakshish"

THE famous tobacco from which the world's Turkish and "Egyptian" cigarettes are manufactured is practically all grown on odd little terraces amid the rocks near the Ægean Sea, in Southern Macedonia, says Paul Scott Mowrer, special correspondent for the Chicago "Daily News," in Salonica, Turkey. The railroad from Dedeagatch to Salonica runs through the length of this unique region. Less heavily here than elsewhere has fallen the shadow of the war. Save for a few guerrilla crimes and the burning of a few Turkish communities, there has been little bloodshed or destruction.

About the neat, gay colored Greek towns the Bulgar troopers of the occupying divisions lounge luxuriously, smoking inexhaustible quantities of the most delicate cigarettes from the warehouses of the Ottoman Government monopoly, contented as farmers after a full harvest. And, indeed, no tract in Turkey, commercially speaking, was so well worth the conquering as this. Bulgaria may rightly pride itself that the entire trade in the finest tobacco of the Orient will henceforth be in its hands.

The tobacco trade is almost the only commerce in Turkey wherein America has an interest. It is hard enough for Americans even in France or Germany to get used to the slow and roundabout ways of doing business, but imagine an American here, where the first word a foreigner learns is "bakshish," meaning gratuity; and the second, "yavash." "Yavash" is the very root and essence of Moslem character: "Go easy!" "No hurry!" "Take your time!" "Tomorrow will do!" It is the commonest word in the Turkish language.

The absurd commercial situation is well illustrated by the following incident, which happened shortly after the last war: A group of Salonica banks purchased on speculation a large quantity of tobacco from a certain Turkish bey, or overlord, at Seres, paying him the full price, cash down. The tobacco was bought from them by a large American company, which also paid cash down. It still remained, however, to get the tobacco from the bey's warehouse. The bey had locked the doors and wouldn't give up the keys. The directors of the banks summoned him.

"Yavash," said the bey. "Give me $500 bakshish and we'll call it square."

The directors had expected this. They paid the money. But still the doors remained locked. The bey now wanted another $500. The directors protested, but what could they do? They pulled out their pocketbooks. A week passed. The locks on the bey's warehouses were beginning to rust from disuse. The directors sent for the bey.

"How much do you want this time?" they asked angrily.

"Yavash! Yavash!" grinned the bey, pushing back his fez and settling down comfortably to talk it over. He soon confided that he had set his heart on $1500 more, making in all $2500. He considered that a fair price for putting a man to the trouble of opening such rusty locks. But the directors thought otherwise. They could not easily restrain themselves from kicking the great man out.

The case was carried to John E. Kehl, American Consul at Salonica.

"I think I can help you," said Mr. Kehl. He sent word to the Governor of Salonica that he intended to have his Vice-Consul, Mr. Morris, and his consular guard go over to Seres next morning, and that if the locks weren't off the warehouses by noon these two could be compelled to pry them off.

"Yavash! Yavash!" replied the Governor, suavely. "I assure you nothing of the kind will be necessary. I will send word to the bey immediately that he must allow the tobacco to be removed tomorrow."

Nevertheless, Mr. Morris, who played football not very many years ago, and the consular guard, who is a tall Montenegrin with a genuine love for this sort of thing, went to Seres next day to make sure. They sat on the railing in front of the warehouse to see what would happen. The news of their presence spread around and a large crowd gathered. One o'clock came. Mr. Morris stood up, stretched and leaned against the first door. Snap! went the rusty bolt. The door stood open. Suddenly there was a commotion in the crowd. A heavy figure plunged upon the scene. It was the bey.

"What are you doing on my property?" he shouted. "I'll have you arrested!"

"Yavash!" cooed Mr. Morris, and went on opening doors.

The bey hastily summoned his own guardsman, who strode up in a businesslike manner. He was met, however, by the tall Montenegrin. The latter took him firmly by the shoulders, spun him around and started him off toward the South at a rate calculated to carry him clear to the sea unless he hit something hard meantime. That was all. Mr. Morris telegraphed the American company to come get its tobacco. And "L'Independent," the local French newspaper in Salonica, published an article which filled the front page, headed, "How the American Consul Does Business."

It is the foreign residents' hope that the regime of beys and bakshish is now forever ended in this region. Whether Salonica goes to Bulgaria or to Greece, civilized business conditions are sure to follow.

"Thank you" looks very insignificant, but it is a most significant thing in some retail establishments. So much so that any sales person caught dodging the expression, after having sold a customer, is hauled over the coals for it. You don't have to be so obsequious that the patron is uncomfortable. Try to make it just as cordial when it is a five-cent purchase as when the smoker takes home with him a box of the most expensive imported brands.

FISHING FOR BUSINESS AFTER THE FLOOD

Facsimile of Postcard That Charles Dreyfus, of Dreyfus Bros., Cigar Dealers, Hamilton, O., Sent to His Customers Shortly After the Flood in That Section, Which Cleaned Out the Dreyfus Store. After the Waters Went Down in That City, Mr. Dreyfus Started Up in Business Again, Using a Borrowed Cigar Case to Hold His Goods

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, JUNE 1, 1913. No. 11.

30 Per Cent. Increase in Leaf Tobacco Now Held by Dealers and Manufacturers

According to Cantrill Law Report, Amount Now Totals 1,359,252,597 lbs., an Increase of More Than 310,000,000 lbs. Over That Reported Last Fall—Many Sections Show Heavy Increases

(*Special to The Tobacco World.*)

WASHINGTON, D. C., May 27.

DIRECTOR of the Census Durand yesterday issued the following statistics on the leaf tobacco held by manufacturers and dealers on April 1, 1913, and October 1, 1912, as provided for by the Cantrill law. The figures, which are a preliminary report, are even larger than those published last November, the amount of leaf tobacco on hand totaling 1,359,252,597 lbs., as compared with a total of 1,047,404,560 lbs. reported last November, an increase of more than 310,000,000 lbs. in six months.

These statistics represent for dealers in and manufacturers of tobacco other than the original growers: First, the quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the calendar years 1912 and 1911, respectively, more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who on an average had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the calendar years; second, all imported leaf tobacco in the United States bonded warehouses on April 1, 1913:

	Pounds of Leaf Tobacco on Hand April 1, 1913		Pounds of Leaf Tobacco on Hand October 1, 1912	
	Total	Per ct. of total	Total	Per ct. of total
Aggregate (1)	1,359,252,597	100.0	1,047,404,560	100.0
Chewing, smoking, snuff, and export types:				
Burley	327,078,118	24.1	215,307,012	20.6
Dark District of Kentucky and Tennessee—				
Dark fired as grown in Clarksville and Hopkinsville and Paducah District	142,932,046	10.5	91,096,894	8.7
Henderson	13,210,207	1.0	1,022,912	0.1
Green River	64,999,386	4.8	42,876,262	4.1
One Sucker	36,982,698	2.7	22,586,208	2.2
Virginia Sun Cured	13,097,801	1.0	11,156,671	1.1
Virginia Dark	53,857,371	4.0	34,593,494	3.3
Bright Yellow District of Virginia, North Carolina and South Carolina	254,160,204	18.7	237,189,249	22.6
Maryland	3,945,559	0.3	6,644,252	0.6
Eastern Ohio Export	3,006,429	0.2	2,709,455	0.3
All other domestic, including Perique-Louisiana	664,243	(2)	1,724,258	0.1
Total	913,934,062	67.3	666,906,757	63.7
Cigar types:				
New England, including Connecticut	51,979,997	3.8	43,777,427	4.2
New York	5,853,361	0.4	5,238,871	0.5
Pennsylvania	141,014,950	10.4	118,782,280	11.3
Ohio	90,327,075	6.6	89,575,073	8.6
Wisconsin	93,763,622	6.9	71,157,148	6.8
Georgia and Florida	6,231,271	0.5	7,676,950	0.7
Porto Rico	3,814,318	0.3	2,942,421	0.3
All other domestic	571,432	(2)	(3)	(3)
Total	393,556,026	28.9	339,150,172	32.4
Imported types (4)	51,762,509	3.8	41,347,631	3.9

(1) The 1,359,252,597 pounds of leaf tobacco on hand April 1, 1913, includes 825,350,781 pounds for which the "marked weight" was reported (i.e., weight at the time it was placed in the warehouse) and 533,901,816 pounds for which the "actual weight" was reported. The corresponding amounts included in the 1,047,404,560 pounds for October 1, 1912, were 578,468,720 and 468,935,831 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "marked weight" was reported in order to ascertain the actual weight.

(2) Less than one-tenth of one per cent.

(3) Not reported separately.

(4) The 41,347,631 pounds of imported tobacco shown for October 1, 1912, included only that reported by establishments of the size covered by the law. The 51,762,509 pounds for April 1, 1913, includes the total amount reported by the Bureau of Foreign and Domestic Commerce as remaining in bonded warehouses April 1, 1913, plus the imported tobacco withdrawn from bond and held by dealers and manufacturers of the class covered by the law.

One Per Cent. Tax on Business Done by Mail Order Houses Provided for in New Bill

Congressman Hinebaugh, of Illinois, Says Small Merchant Should be Protected from Large Corporations—Taxes to be Apportioned Among States—Measure to be Considered in December

(*Special to The Tobacco World.*)

WASHINGTON, May 26.

A BILL, which is aimed at the mail order houses of the country, has just been introduced in the House of Representatives by Congressman W. H. Hinebaugh, of Illinois. This measure provides for a tax upon all persons or firms doing an interstate mail order business, the tax to be based at the rate of 1 per cent. upon the total cash value of all the goods a house sold within any state.

Firms coming under the provisions of this law would be compelled to keep on their books an accurate account of all goods sold, the account to be submitted to the Secretary of the Treasury, who would determine the amount of tax that firm or person would pay.

The taxes derived from this measure it is intended will be apportioned to each state by the Secretary of the Treasury, according to the amount of the goods sold in each state. This money is to be put to any purpose that the states receiving it desire.

"I have long since felt," said Mr. Hinebaugh recently, "that we should do something for the small town merchant as his field is being encroached upon by the gigantic mail order houses. With the coming of the parcel post, this necessity was rendered doubly so."

It is expected that the bill will not be taken up until the December session of Congress. It is now before the Ways and Means Committee.

Concluded on Page 24

Leo. W. Mayer Passes Away in New York

Leo W. Mayer, secretary and treasurer of Neumann & Mayer, Philadelphia cigar manufacturers, died suddenly at his residence in New York last Wednesday at 2 A. M. The funeral is to be held in that city on Friday, at 9.30 A. M.

Mr. Mayer, who was 47 years of age, is survived by a widow and two daughters, aged 13 and 17 years. His many friends are unanimous in their expression of sympathy for Mr. Mayer's widow and children, and speak of him as a man of sterling character and attainments.

Delegates to 15th Annual Convention of National Cigar Leaf Tobacco Ass'n

Taken before the Hotel Shelburne, the headquarters of the association in Atlantic City. Those in the front row are the officers. Taken in their order from left to right they are: Charles Emory Long, secretary; Aaron B. Hess, President; Fred B. Griffin, vice-president, and Ferdinand Cranz, treasurer—all of whom were re-elected at the recent convention.

Senator Fletcher Proposes Four Amendments to Pending Underwood Tariff Bill

One for Protection of Manufacturers of Havana Cigars—Dock Weight Question Also Taken Up—Wrapper Percentage in Bales Increased from 15 to 25 Per Cent.—Philippine Clause Changed

(Special to The Tobacco World.)

WASHINGTON, D. C., May 29.

THE Senate Finance Committee does not contemplate making any changes in the tobacco schedule of the Underwood bill. This was indicated to your correspondent by Senator Simmons, chairman of the committee. Three sub-committees, comprised exclusively of Democrats, were authorized to take under consideration apportioned schedules of the House bill and to report back to the full Democratic membership of the committee. Senator Simmons said that the tobacco schedule was not assigned to any of these sub-committees because it is not proposed to alter the existing law.

Nevertheless, Senator Fletcher, of Florida, was permitted to appear before the sub-committee, of which Senator Williams is chairman, to plead for the insertion of an amendment permitting the withdrawal of cigars manufactured in bonded warehouses upon the payment of the tariff duties. The Fletcher amendment reads as follows:

"*Provided*, That cigars manufactured in whole of tobacco imported from any one country, made and manufactured in such bonded manufacturing warehouses, may be withdrawn for home consumption upon the payment of the duties under such regulations as the Secretary of the Treasury may prescribe, and the payment of the internal-revenue tax accruing thereon in their condition as withdrawn, and such cigars shall be stamped to indicate their character, origin of tobacco from which made, and place of manufacture."

Senator Fletcher has another amendment which has met with the approval of all cigar manufacturers and dealers throughout the country. This provides that the payment of a duty on imported tobacco shall be on the withdrawal weight instead of the dock weight which is the present basis of payment. Importers and manufacturers who import tobacco see no reason why they should be expected to pay duty on the moisture which the tobacco absorbs in being brought to this country.

The third amendment of Mr. Fletcher increases the limit of weight of wrappers in bales of tobacco from 15 per cent. to 25 per cent.

The last of Mr. Fletcher's amendment provides for the striking out of the phrase, "or 20 percentum in case of manufacturers of tobacco," in that section of the tariff bill taking up the free trade question with the Philippines as related to tobacco products. This last feature of the tariff bill is one that is being opposed by cigar interests all over the country, particularly the Cigar Makers' Unions.

Up to the present writing but one protest in writing has been filed with the committee against any of the tobacco feature of the bill. This was against the unlimited free importation of Philippine cigars. The protest was on one printed sheet, stating the cigar makers in islands receive an average daily wage of, in pesos, .74, equal to 37 cents in United States currency.

The statement said that the fifty-three cigar and cigarette factories in the islands paid in wages 2,183,049 pesos, average wages per annum 193 pesos, equal to $93.50 in United States currency, less than $2 per week.

V. GILMORE IDEN.

Trade Items

C. A. Winters has taken over the cigar store of A. H. Rieger, Freeport, Ill., located 50 Chicago Street.

In order to meet the demands of their rapidly increasing business, the Bankable Cigar Factory, located at Frankfort, Ind., is rushing work on the excavations necessary for the foundations of the new building which they are planning to erect.

The Niles & Moser Cigar Co., of Kansas City, have just completed negotiations whereby they become the owners of the cigar store located at Market Street and Douglas Avenue, Wichita, Kan. The management of the new store will be under the direction of Glenn Barker and Harry Tatlock.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Confidence in Answering Legitimate Ads

In a recent address on "Making Advertising Efficient," Professor Walter Dill Scott, a noted psychologist and advertising expert, told of how he propounded the following questions to 21,820 people, who had answered advertisements in mediums, general and trade paper:

"Do you answer advertisements?

"Are you satisfied?

"If not, what is your complaint?"

Speaking of the test, Professor Scott says: "Of that number 17,855 asserted that they made use of advertisements. The remaining 3965 declared that they had never answered advertisements or else had ceased to do so. Of the 3965 who did not answer advertisements the overwhelming majority said that they did not trust the statements of the advertisers. Practically all would have been glad to make use of advertisements and would have done so if it were not for this element of distrust. Of the 17,855 who have answered advertisements 90 per cent. of them reported that their experience had been perfectly satisfactory.

This fact comes out in the result of the research: Although it is lack of confidence that makes the people hesitate to answer advertisements yet the number of persons who are disappointed in answering advertisements has been relatively small.

Readers of "The Tobacco World" need not be chary about answering advertisements in this publication. We have never, knowingly, accepted any fake advertisements. The majority of the firms advertising in our columns are known to "The Tobacco World" staff personally, and the mere fact that we accept their business, is a guarantee that we believe in their propositions, and it is also a certification that what they advertise is in good faith.

One of the best evidences of the fact that our readers have confidence in our advertisers, is the generous manner in which they respond to the efforts of our advertisers to reach them. Advertisers tell us that they not only constantly receive many inquiries from "The Tobacco World's" readers, but that the majority of these inquiries are superior as a class to those obtained from other sources.

Tax Proposed on Mail Order Cigar Business

The measure recently introduced in Congress by Representative Hinebaugh, of Illinois, to levy an internal revenue tax of 1 per cent. of the value of the merchandise sold by mail order houses, would affect the cigar and tobacco business less than many other branches of merchandise.

Nevertheless, since the new Parcel Post law went into effect, a number of new mail order cigar factories have sprung into existence, and these with some of the older established ones, have been conducting very aggressive campaigns of late to sell their cigars direct to the consumer.

In our opinion, the mail order game is not likely to prove a fortune maker nor to develop into an appreciable menace to local retailers, but if the Hinebaugh idea becomes a law, this tax together with the heavy advertising expenses necessary to a heavy mail order business, would likely drive what few houses there are today to quit the game and do business along established lines.

What the Leaf Men Did at the Shore

Reviewing the proceedings of the Fifteenth Annual Convention of the National Cigar Leaf Association held during the past month at Atlantic City, N. J., we find that this convention took a firmer grasp on the vital trade problems than any convention in recent years.

That the delegates and officers were alive to the needs of the leaf tobacco trade, is evident by the quick and almost unanimous action on the various matters presented.

Critics who came to scoff remained to get busy.

It is hoped that the committees appointed to draft plans for a credit bureau, and the adoption of new trade customs, will make their action speak louder than words by quickly framing up some definite plans for carrying out the sentiments of the association along these lines.

It is the habit of some members and even some trade journals, to accuse the leaf association of dalliance and inaction. These criticisms may be best answered by the speedy translation of the convention's resolutions into definite action.

The last report of leaf tobacco on hand, just issued, as provided for by the Cantrill law, is well worth the study of leaf dealers and cigar manufacturers. What will those persons say, who were surprised to hear last November that there were more than a billion pounds of leaf tobacco on hand, when they find out that this amount has increased 30 per cent. since that time? Here is another chance for the man, who likes to analyze statistics, to get to work.

Country's Output of Tobacco Products Increases Heavily

Figures for First Four Months of the Year Also Ahead of the Same Period in 1912

THE production of cigars, cigarettes and manufactured tobacco of the country for the month of April, as compiled from the Internal Revenue receipts, show increases in all lines. Cigars and cigarettes continue to hold their own in a surprising manner, the increase in cigars for the month over the same period last year being 59,749,443. The total cigar output of the country for the first four months of the year is also well ahead of the same period last year.

The figures for the month, compared with April, 1912, are as follows:

	APRIL.		
	1913	1912	Increase
Cigars	635,746,916	575,997,473	59,749,443
Small cigars	98,119,920	83,313,320	14,806,600
Cigarettes	1,125,633,432	1,046,338,552	79,294,880
Cigarettes at $3.60	1,552,572	1,298,900	253,672
Snuff, lbs.	2,683,414	2,363,981	319,433
Tobacco, mfd. lbs.	33,616,602	32,075,878	1,540,724

TOTAL OUTPUT FOR FIRST FOUR MONTHS.		
	1912	1913
Cigars	2,191,802,865	2,374,611,908
Little cigars	347,950,373	354,846,880
Cigarettes	3,945,980,856	4,500,999,448
Cigarettes at $3.60	5,956,519	5,608,625
Snuff, lbs.	10,214,708	11,960,998
Manufactured tobacco, lbs.	134,803,551	133,750,786

Price-Cutting Druggists Explain

RETALIATORY action has been taken by the Riker-Hegeman Drug Stores Co. of this city, since this firm was cut off the jobbing list of the American Tobacco Co., because of flagrant price-cutting. In striking back, the Prince of Price-Cutters is using much newspaper and billboard space, stating that they "cut prices only to meet competition." They say:

"It is a fixed policy of the Riker & Hegeman Co. not to be undersold. We generally lead in straight, direct, low prices, and if any one tries to lead us in an indirect way we meet them or go them one better—in a direct way.

"When a certain company retailing cigarettes and cigars offered a particular brand at 20 cents per package, and gave with each package two coupons which are advertised as being worth 2 cents each in redemption value, we took the direct road and sold the same brand at 16 cents. We pursued a similar course in the sale of imported cigars."

Mr. Schlesinger Becomes Secretary

Succeeding Maurice Wertheim, who recently retired, Sig. Schlesinger has been elected secretary of the United Cigar Manufacturers' Co. in recognition of his faithful work during his 15 years' connection with that corporation. Mr. Schlesinger is well known among the cigar trade and his promotion to the new office has been the cause of many congratulations.

Retail Tobacconists Hold Special Meeting

Pass Resolutions Endorsing Stanley Coupon Bill Now in Congress—Discuss Measures for Restoring Prices on Cigars and Cigarettes

AT a special meeting of the Independent Retail Tobacconists' Association, held on Thursday, May 22d, in Terrace Garden, various measures were discussed looking toward a restoration of prices on cigars and cigarettes. Resolutions were passed unanimously to support the Coupon Bill introduced into Congress by Representative Stanley. This bill proposes "to levy a tax upon the issuance of coupons, prize tickets and other devices, and on the redemption, payment, purchase or exchange of coupons, prize tickets, tags, bands, or other devices, things or parts of articles, or things which shall have been attached to, tacked in, or with, or formed a part of, or encircling, or given with any manufactured tobacco, cigar or cigars, cigarettes or snuff, or any stamped package or receptacle thereof." This measure provides for a tax of 2 cents upon every coupon.

Secretary Otto S. Jones read correspondence from other dealers throughout the country, showing that a keen interest is being taken in the progress of the Stanley bill, which is now before the Ways and Means Committee.

A letter from the Assistant Attorney General, J. A. Fowler, of the Department of Justice, to Harry H. Hunter, counsel for the independent dealers, in response to an inquiry whether the American Tobacco Co. dissolution case will be re-opened, is as follows:

"SIRS:

"Yours of the 9th inst., in which you state that the Independent Retail Tobacconists' Association has directed you to ascertain if anything further is to be done by the Department of Justice in the so-called dissolution suit against the Tobacco Trusts, was received. In answer, will say, that the department at present has no statement at present to make upon this subject."

A resolution was offered by A. Benovitch, and later was passed, directing the secretary of the association to communicate with the American Tobacco Co., asking why independent dealers are not given the same privileges as are extended by big manufacturers to other concerns.

E. Spingarn, of E. Spingarn & Co., sails on May 27 for the purpose of attending the inscriptions abroad.

H. Duys & Co. Purchase 5500 Bales Abroad

Harry Duys, who is representing the firm of H. Duys & Co. abroad, has cabled the New York office that he secured 700 bales of tobacco at the May 23d inscription. This tobacco is all from the Deli Maatschaappij plantation, and is said to be of a superior quality. This firm has already bought over 5000 bales of Sumatra and Java tobacco, and state that the sales so far to their customers are over 1000 bales. They have recently received samples of some lots bought at the later inscriptions, and state that the tobacco is desirable in every way for the manufacturer of nickel cigars. The sales on the imported tobacco of the firm so far this year is close to 40 per cent. ahead of the same period last year.

New York City Items

Charles Gans, of Max Gans & Son, will shortly leave for Porto Rico, accompanied by Mrs. Gans.

Carlos Fernandez & Co., the Manila cigar house, have moved from their old quarters at 42 East Twenty-third Street to 121 East Twenty-fourth Street.

The Retailers' Co-operative Cigar Co., Orange, N. J., was recently incorporated with a capital of $100,000, N. E. Mullen, J. T. Kelly, Orange, N. J., and A. Morris, Jr., New York City, being named as the incorporators.

An office has been opened at 155 Water Street by Percival Levy, the broker.

Offices have been secured at 171 Pearl Street by A. Diax & Co. Jose A. Cuyar will be in charge.

According to the will of the late Abraham Cohn, who died last August, an estate valued at $955,300 is left to the widow and four children. The widow receives property valued at $703,347; and the children, three sons and a daughter, a legacy of $20,000 and a quarter interest in the residue of the estate.

P. Pavon Alvarez has become a member of the firm of Jose D. Riera & Co., the well-known San Juan, Porto Rican cigar manufacturing and leaf tobacco house. The firm have opened offices at 98 Water Street under the direction of Frank E. Adams.

Jonas' Plea for Re-Hearing Dismissed

THE effort made by Otto S. Jonas, the independent tobacco dealer, to have the Federal District Court review the dissolution decision affecting the American Tobacco Co. has failed. Judge Mayer, sitting in the District Court of New York, dismissed the application, holding that it was impossible for the court to review the decisions of the Circuit Court of Appeals.

Mr. Jonas had endeavored to show that the dissolution of the American Tobacco Co. was not in accordance with the decision of the court, and that the damages to his business resulted from the connection previously existing between the Metropolitan Tobacco Co. and the American Tobacco Co.

H. Upmann's Wonderful Assortment

A recent visitor to the great factory of H. Upmann, in Havana, learned with interest from Theodor Garbade, that their factory is now turning out over two hundred and fifty-two distinct sizes of cigars, ranging in price up to eight hundred dollars. One of the recent sizes introduced is known as the "Upmann Demi Corona," which is an exact Corona shape, half size. Other brands which are distinctly popular in the United States, in addition of course to their standard perfectos, are the "Upmann Prominenencias," as well as the "Pyrimads," and "Petit Pyrimads": their "Iris" shape has also been in strong demand. As is well known, Charles Landau, 82 Wall Street, is sole agent for these goods in the United States and Canada.

Chicago

Wholesalers and Retailers Optimistic Over Outlook—Changes Noted—New Stores Opening

CHICAGO, May 26.

BUSINESS in the leaf tobacco market has been of fair volume. This is to be expected as the cigar industry has made wonderful strides of late, which is indicated by the recent report published on internal revenue returns. Trade in Sumatra goods especially is active and the demand for this particular kind has broadened considerably of late. Despite the advanced prices for new crop leaf the trade is taking hold freely and goods are disposed of as fast as they are imported. The demand for domestic leaf also has broadened out. While it is too early to pass judgment on the new Havana leaf yet, buyers show a desire to hold off as reports have been contrary regarding the burning qualities of that kind.

While business in cigars has been rather disappointing up to the present time, owing to unfavorable weather conditions, yet the trade as a whole take a very optimistic view and look for the next six months of the year to make up for the dullness experienced during the first half of 1913. There is good reason for this belief.

As can be remembered, the year 1912, or rather the late winter and spring months of last year, were similar as to weather conditions as the present year. But the summer and fall period more than made up for the deficiency and there is no reason why these same conditions should not prevail during the current year. There has been a big increase in the make of cigars so far this year, which is attributed to the nickel and seed and Havana manufacturers. Manufacturers of clear Havana cigars also show a tendency to increase their output.

Elmer S. Peterson, of Oshkosh, Wis., has been appointed manager of the United Cigar Store at 53 West Madison Street.

Adolph M .Seckbach, formerly with Santaella & Co., and F. Bolano & Co. has bought an interest in the San Alto Cigar Co. With Mr. Seckbach in the firm are J. H. Cohan and H. M. Cohn. "El Continuo," "Flor de Pindus," "San Alto," "La Cremata" and "Emancipo de Cuba" are the leading brands of the concern. The new firm will now enter the Western field for business.

Robert Elliot has opened a billiard hall at 1363 Michigan Avenue. He has added a cigar line to his hall, the stock including all of the well known 5, 10 and two for 25-cent lines.

Isaac Horner, of Henry Horner, the well known wholesale grocery house, died May 22 after a short illness.

Henry Horner & Co. are featuring the Lipschutz "44" cigar, made in Philadelphia. George T. Loker, the new manager of the cigar department of that house, has arranged for a big advertising campaign on this cigar.

The Anargyros & Lorillard Cigarette Drop Shipment of six cartons from jobbers' stocks has been withdrawn.

J. & B. Moos have made up a list of seven cash prizes ranging from $30 down to $5 for the salesmen who interest the most dealers in their new "Moos Guarantee" cigar.

W. T. Flynn, of the American Tobacco Co., has inaugurated a selling campaign on "Giant" tobacco. For a limited time he is offering free with every package of "Giant" tobacco a fine "Togo" corncob pipe. This campaign is bringing about good results in the way of sales.

R. Sinsheimer will open a cigar stand about June 15 at the North Shore Arcadia dance pavilion at South Haven, Mich., for the summer season.

E. W. Shaw has opened a new place at Seventy-ninth Street and Cheltenham Place.

J. W. Moyer, of Ninety-second Street and Commercial Avenue, is having his place remodeled, putting a new entrance on the Ninety-second Street side of the building.

A. G. Fisher bought out J. Hermanson and is having his store, which is directly opposite Moyer's place on the corner of Ninety-second Street and Commercial Avenue, remodeled. He will improve the stock and put in new show cases.

Schermerhorn & Co. have secured a lease on the corner store at Randolph and Fifth Avenue, formerly occupied by Hittel Bros. Paul Koppel has been appointed manager of the new place.

Clarence Hirschhorn & Co. report that their sales of "Optimos" show an increase of 30 per cent. over last year's business. "Bank Notes" also are selling more freely and they expect big gains in the sale of "Tom Moore's" and "Little Toms."

James E. Flynn, formerly Western manager of the Khedival Company, died suddenly. He is survived by a wife and one child. Mr. Flynn was connected with the Khedival Company for three years and was well known throughout Wisconsin, Missouri, Iowa and Illinois. His body was taken to Perry, Ia., for burial.

A. Caro, of the Preferred Tobacco Co., was visiting the jobbing trade and stated that he had booked considerable business on his "Henry the Fourth" line.

During the last week all of the cigar stores in the Loop received direct orders to remove their punch boards. Most of the trade took it good naturedly and all seemed of the opinion that the removal of this device was a benefit rather than a detriment to their trade. The dealers are well pleased also on the stand taken by Mayor Harrison in regard to the dice game.

Mail Order Bill Before Congress

Concluded from page 19

This bill in detail is as follows:

A BILL

To provide for a tax upon all persons, firms, or corporations engaged in interstate mail-order business, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That all persons, firms, or corporations in the United States which are now conducting, or which may hereafter conduct, a mail-order business interstate for the purpose of selling goods, wares, and merchandise direct to the consumer shall pay a tax of one percentum upon the total cash value of all goods, wares, and merchandise sold within any state.

Sec. 2. That every person, firm, or corporation conducting a mail-order business as defined in section one of this act shall keep in proper books, to be provided by the Secretary of the Treasury of the United States, an accurate and complete account of all goods, wares, and merchandise of every character and description so sold, together with the actual selling price of the same.

Sec. 3. That on the thirty-first day of December, after the passage of this act, and on the thirty-first day of December of each year thereafter, every person, firm, or corporation engaged in such business shall render a full and complete statement to the Secretary of the Treasury, upon blanks to be furnished by him, of the total cash value of all goods, wares, and merchandise sold during the year in the various states of the United States.

Sec. 4. That the Secretary of the Treasury shall determine the amount of the tax to be paid by each person, firm, or corporation (at the rate of one per centum upon the total cash value of all goods, wares, and merchandise sold within any state) engaged in such mail-order business, and shall give notice of the amount of said tax due and payable, pursuant to the terms of this act in such manner as in his judgment is most practicable.

Sec. 5. That every person, firm, or corporation subject to said tax under the provisions of this act and reporting to the Secretary of the Treasury shall pay said tax on or before March 1 of each and every year after this act shall become a law.

Sec. 6. That the Federal courts of the United States shall have power to enforce the collection of said tax upon the application of the Secretary of the Treasury.

Sec. 7. That the Secretary of the Treasury shall apportion said tax among the several states in the ratio of the actual amount of goods sold in each state.

Sec. 8. That the tax so apportioned shall be paid by the Secretary of the Treasury to the various state treasurers entitled thereto; said tax to be used in such manner and for such purposes as the said states may by law direct.

The Tobacco Trade in Germany

THE net receipts from the tobacco tax in the German Empire increased from $16,630,000 in the year 1906-7 to $35,866,000 in 1910-11, the per capita thus being $0.27 and $0.55 respectively. It is noted that the duties and taxes on tobacco have increased by 105 per cent. per capita. There is a still further increase for 1911-12. On the other hand, consumption per capita has decreased. Government statistics show that the average annual consumption of raw tobacco per capita from 1871 to 1875 was 3.9683 pounds; from 1876 to 1880, 3.7479 pounds; from 1896 to 1900, 3.5274 pounds; and for the fiscal year 1910-11, only 3.2 pounds.

Saxony, and particularly Dresden, is the center of the German cigarette industry. According to official statistics, 51 per cent. of all cigarettes manufactured in Germany and 54 per cent. of the cigarette tobacco prepared in the Empire come from Saxony factories. According to the Suddeutsche Tabackzeitung, in the German Empire during the fiscal year 1911-12, 9,382,400,000 cigarettes were manufactured. These figures include the Grand Duchy of Luxemburg. Of this number 4,756,200,000 were made in Saxony, 3,057,100,000 in Prussia, 427,500,000 in Bavaria, 426,700,000 in Alsace-Lorraine, 240,500,000 in Baden, 193,200,000 in Wurttemberg, and 184,700,000 in the Free Cities—Hamburg, Bremen and Lubeck. In the year in question 192 cigarette factories operated in Saxony, each factory making on an average 24,000,000 cigarettes. The average for the 1312 factories of the German Empire was only 7,250,000.

It is reported that just as soon as James B. Hayden, who operates a jewelry store on Kansas Avenue, Topeka, Kansas, disposes of his stock, the space now occupied by Mr. Hayden will be taken over by the United Cigar Company.

A regular quarterly dividend of three per cent. on common stock, payable June 2 to holders of record May 16, has been declared by the Liggett & Myers Tobacco Company.

The American Tobacco Company also has declared a regular quarterly dividend of five per cent. on common stock, payable June 2, to stock of record May 15.

Trade Paragraphs

The McAndrews & Forbes Company, at one time a subsidiary of the American Tobacco Company, issued its first annual report recently, in which the net profits for the year 1912 are given as $989,440.96, from which $191,233.50 was deducted for dividends, leaving a surplus of $798,207.46. The assets of the company are given as $8,526,097.33.

F. J. Sullivan has opened a cigar store and newsstand in the Stanton Building, Scranton, Pennsylvania.

Night-riders are again committing depredations in the neighborhood of Princeton, Kentucky. Nearly every day brings new developments in regard to the destruction of the tobacco plant beds. Usually the night-riders remove the canvas from the tobacco beds, scratch the surface of the earth and sow grass seed, after which the canvas is replaced as if nothing had happened.

J. A. Griffin, who was first appointed receiver of the Ybor City Building and Loan Association, of Tampa, has been succeeded by G. A. Petteway. This was done because Mr. Griffin was a stockholder in the association. It has been found that the affairs of the association were in very bad shape. About $4,000 cash was in hand, and many payments made within the past six months had not been credited upon the books by S. L. Biglow, who had been managing the concern. It is expected that the court will try to recover some of this money from the estate of Mr. Biglow.

A. J. & C. R. Hermance have purchased the John McLaughlin cigar store, at 747 South Division Avenue, Grand Rapids, Michigan.

D. Brauer and C. G. Hillmer have opened up a wholesale cigar store at 46 South Galena Avenue, Freeport, Illinois.

Another location has been rented by the Ben E. Meyer Cigar Company, of Denver, at 1655 Blake Street, that city.

An innovation which may go a long way toward improving conditions among the retail cigar trade of San Francisco, is the appointing of a sifting committee by the San Francisco Retail Cigar Dealers' Association. Hereafter before any representative of a cigar or tobacco firm can place his line with members of the association, he will first have to present his goods to the committee and show that the prices on them are fair to the San Francisco cigar men. He must also guarantee that they will not advance in price within a year's time.

Moore & Jones, of Nashville, Tennessee, report a heavy trade on the "Havana Ribbon" cigar, made by Bayuk Brothers Company, of Philadelphia. The factory representative in that section is L. T. Shacklett.

Hoyt Brothers have purchased the cigar factory of Charles L. Wetzel, of Clarkeville, Arkansas, and expect to enlarge the plant.

Henry Gauvreau and John Hoffman have purchased the C. W. Douglas cigar store in Hastings, Nebraska, and will take possession as soon as they secure the license from the city council.

Cleveland

Retail Cigar Business Undergoing Many Changes—Harry Fagan, Formerly With Jenkinsons, to Open Up Cigar Store at 816 Superior Ave., N. E.—Wm. E. Standen, New Teitelbaum Representative

CLEVELAND, May 25.

A TOUR of the several down-town thoroughfares at this time reminds one of a boom town in the West. Everywhere you turn are cigar stores. All the choice locations are at a premium, with the lessees reaping a harvest.

Cleveland is undergoing a complete revolution of its retail cigar business, with big chain stores heading the list. The fronts of most of the prominent cafes are being remodeled and leased for cigar stands. All the owners of chain stores are scouring the city for the good locations. It is nothing unusual to see two and three cigar stands, one right alongside of the other. On Euclid Avenue, from East Ninth Street to the Public Square, are ten big cigar stores and an equal number of restaurants, lobby stands in the prominent buildings and drug stores handling cigars, cigarettes, tobaccos and smokers' articles. Just stop and consider what that means; in the short space of three blocks are twenty stands catering to the smokers' needs. These stands, if all bunched, would occupy one-third of the most valuable property in the city. The three highest-priced corners of the entire city boast of a cigar store; the next three in price have cigar stores two doors away.

On Superior Avenue, from East Ninth Street to the Public Square, a distance of but two short blocks, are no less than twenty-five stands handling smokers' articles; nearly every other store in that short space boasts of a cigar stand of one sort or other. One concern has three stores in this section, and they are so close together that you could stand in one and toss up stones and hit the other two. Five different chains of stores are represented here. And if you are a very particular sort of a person you can have your pipe made-to-order while you wait on your cigars; all this in two short blocks.

The Joseph T. Snyder Co. have just consumated one of the biggest deals pulled off in Cleveland in recent years. They have bought all the retail stores of the R. & W. Jenkinson Co. This gives them six stores here. Saturday was their grand opening day and they were taxed to capacity to attend to everybody's wants. Those who came here for the opening were: Messrs. Joseph T. Snyder, Matthias, Traenkle, Getofeo and Kibbler, of the Buffalo stores; Mr. Jack Merriam, of the Merriam Co., and Frank Horning, of Anton Bock & Co. The Cleveland office of this concern will be located at 506 Superior Avenue, West. They are stocking there new stores with all the brands handled in the other two stores.

Fred P. Shields has just returned from the East, where he has been doing a large business on "La Saramitas" and "Saramita Fives."

The Shields-Wertheim Co. is receiving bunches of orders from Bert Smith in the Middle West and J. C. Leverance in the Far West. Billy Blaschke, one of the Shields-Wertheim city men, says business is increasing nicely and the only fault the trade finds is that they can't get the goods fast enough. L. B. Shields, the "grand old man" of the cigar game in this locality, can be depended on to show a nice increase from month to month on "La Saramitas" and "Saramita Fives."

Mr. Sanburn, of the Pyle & Allen Co., reports business as booming both in their wholesale and retail departments. They are highly elated over the showing of their East Fourth Street stand, which has developed way beyond their fondest expectations. They have just added two new brands, the "Pauline Hall," a 10-cent cigar, and the "Trade Mark," a nickle proposition, made by the Charles J. Spietz Co., of Detroit.

Mr. Sanburn devised a novel way of increasing business in their Hippodrome stand. He had a candle made 6 feet high and 5 inches in diameter, weighing 40 pounds. This was lit at nine o'clock on the morning of May 10, and from then on with every purchase the customer was handed a card which entitles him to a guess as to the duration of the candle. This novel scene has brought many customers to the store and has increased the daily sales about 20 per cent. This concern also has the sale of reserved seats for the ball games, which is bringing many new faces into their Superior Street store.

L. J. McGuire has been made manager of store No. 1. He was formerly with the Stranahan Company and managed their cigar department up to the time it was taken over by the Fred G. Gollmar Co.

One of the features of the down-town business section this week was the handsome window display in Morris Glucksman's window in the Leader Building of "La Saramita" cigars.

The Fred G. Gollmar Cigar Co., with three stores, are gliding along in good shape and are having big success with their own brands, made by the Shields-Wertheim Co., Corral-Wodiska, Andrez Diaz, S. G. Brown and several others. The new "Saramita Fives" is an exceptional big seller and they have trouble in getting enough to supply the demand.

Harry Fagan, formerly with the R. & W. Jenkinson Co., will open up a cigar store at 816 Superior Avenue, N. E., and will carry the highest grade of cigars, tobaccos, cigarettes and smokers' articles. He will feature a line of clear Havana cigars, manufactured by Corral-Wodiska, "Counsellors," "Flor de Manuel," "Van Dycks" and "La Saramitas" and "Saramita Fives." Mr. Fagan is very well known in this section and should make a success.

George Scrambling, of the George B. Scrambling Co., reports business very good and is bringing in bunches of orders every day.

Billy Hewitt, formerly with the R. & W. Jenkinson Co., has been made manager of the Richland stand at 523 Euclid Avenue.

The many friends of Mr. Max Mendelsohn will be pleased to note that he is rapidly recovering from his recent illness.

William E. Standen, formerly of Mendel & Co., has connected himself with I. Teitelbaum & Co. He has been working locally for the past few weeks placing "Sarzedas" to good advantage. His regular territory is in the South and Middle West. Mr. I. Teitelbaum is in the West and has been sending in many nice orders. Their big complaint is the lack of labor to turn out their merchandise.

Mr. F. J. Mittelberger, of the Newman & Mayer Co., has just returned from the West, where he has succeeded in opening up several new jobbers. He reports conditions very good and looks forward to a big increase in business on "White Knights" and "Bella Mundos."

The Louis Klein Cigar Co., of this city, will open up a new store in the Moreland Hotel, on Euclid Avenue, near East Fourteenth Street. The building is being remodeled and a beautiful front is being added. The fixtures will be most modern in every respect and will correspond with those of their Weber Cafe stand. Among the choice brands there will be "Baron de Kalb," "Corina," "La Integridad," "Charles the Great," "Perfecto Garcia," "Cortez," "Julia Marlowe," "Smokecraft," "El Verso," "La Azora," "Barrister" and "Girards." This should be one of the best locations in the city within a very short time, as many of the big business houses are moving into this district.

JERRY.

Los Angeles

Convention of "Eagles" Boosts the Cigar Business, Despite Warm Weather—Morris Burke Placing "Luxello" Cigar Widely Through Klauber-Wangenheim Co.

LOS ANGELES, May 22.

THE Eagles are here and are a joy to the retail cigar people. All the stores are feeling the remarkable increase in business. Complaints are very few pertaining to poor business, despite the warm weather we are experiencing at present.

Albert Greenwood, credit man for Klauber-Wangenheim Co., left for a two weeks' vacation to Wheeler Hot Springs for a much needed and deserved rest.

Ed. Elliott, formerly with J. J. Gans Bros., has accepted a position with the A. B. Greenwald Cigar Co. and will call on the city trade hereafter. As Ed. is a very popular young fellow hereabouts, he will have little trouble boosting his new lines for the new house. Ed. says "Barrister" first, last and all the time.

Morris Burke claims that work agrees with him and smoking does not interfere with his business. He is working again. This time he is pushing two cigars that have already gained note, due chiefly to his efforts, namely, "Luxello and "Picadura" cigars. These cigars are the talk of the town and sales shown already bid fair to stamp them as the best brands in this territory. Window displays of these two cigars are preferable over others. One or more boxes can be seen in each showcase down town.

The Abbot Drug Co. have a most attractive window display of "Luxello" cigars. The first day this display of "Luxello" cigars was exhibited to the public the Abbot Drug Co. disposed of approximately 600 of the cigars.

Sam Blundell, representing the Surbrug Company, is showing good results in his sales of "Milo" cigarettes for the Klingenstein Company, distributors of Surbrug's lines in this territory.

Mr. E. Neiders, city salesman for the Emil Frank Cigar Co., is doing some fine work on "R. B." and "Gato" cigars. Look at his fine work: In the past 10 days Mr. Neiders has sold 160,000 "R. B." and 86,000 "Gato" cigars.

T. J. Shields, representing the Solis Cigar Co., of Denver, Col., has just returned from San Diego with some nice orders on "Dry Climate" cigars. M. A. Newmark, of this city, are distributors of this brand.

The Max Roth Cigar Co. are facing a shortage again of "Bachelor" cigars. It is hard for them to supply the enormous and steady demand for this good seller.

The "Cinco" cigars are steadily taking the lead of all 5-cent cigars in this territory. The Klingenstein Company handling this cigar have increased their standing order on "Cinco" cigars in order to supply the demand.

J. J. Gans has just returned from a four weeks' "vacation" and can be seen around the store again doing business at the "old stand" as before. "Lawrence Barrett" and "Tom Keene" are holding their own.

The Beck Cigar Co. are making a strong campaign on "Counsellor" cigars and are meeting with a great amount of success for their efforts.

PHILADELPHIA.

Samuel Bayuk Visits Western Jobbers of "Havana Ribbon"

BAYUK BROS. CO. have closed their books on one of the most successful month's business ever experienced on their "Havana Ribbon." Mr. Dave S. Achenbach has just completed a trip through his Pennsylvania territory and was successful in lining up a large portion of his jobbers on standing orders. J. V. Revercomb, Southern representative, is working in Virginia and West Virginia at the present time and reports all of his jobbers there doing a most satisfactory repeating business on the brand. Lyle T. Shacklett, who covers the extreme South, has just completed a sales campaign in the interest of Smith Bros. Co., of New Orleans, who have control of "Havana Ribbons" for that territory.

Mr. Samuel Bayuk expects to reach San Francisco early in June and has paid a number of social calls on the "Havana Ribbon" jobbers en route. He recently visited O. McCaffrey & Co., distributors for Maquoketa, Ia.; The Mosher Cigar Co., who have control for Omaha, and The Harle-Haas Drug Co., who have jurisdiction at Council Bluffs. Mr. Bayuk intends remaining in Frisco for a short period as the guest of Ehrman Bros., and will then return by the way of Kansas, where he will visit some of the distributors in Kansas, Missouri and Illinois.

Crawford & Koshland New Leaf Firm

The new leaf tobacco firm of Crawford & Koshland, which was organized the middle of May, announce that they will handle all classes of cigar leaf tobacco, and will act in a commission capacity for a number of firms which they will represent in this territory. The members of this firm are well known to leaf tobacco circles. Charles E. Crawford has been connected with the firm of Dohan & Tait for a number of years. Albert Koshland, the other member of the firm, is known as having traveled for the leaf firm of Kemper & Sons, of Baltimore, which went out of business a short time ago, after the death of Mr. Kemper. Crawford & Koshland have taken offices at 107 North Third Street.

Sig C. Mayer is home again after an extended trip to Western points. He found the new sanitary package of the "El Wadora" taking good hold everywhere it had been placed. This is especialy the case in Los Angeles, where the "El Wadora" is one of the big sellers. Sales on "Rey Oma" are well above the average for this time of the year. Mr. Mayer will shortly take a trip to the South. He will stop off at Old Point Comfort, where he expects to enjoy a much-needed rest.

"Bold" Jobbers in Other Cities

Max Breuer, the jobber of "Bold" cigars, Bobrow Bros., in Wilmington, Del., is meeting with pronounced success on this brand in that city. Mr. Breuer was a practical newcomer in cigar ranks in that city at the time he took on this brand, but the wide distribution it has received at his hands the past six months has done much to make him recognized as a factor in the trade. Among the "Bold" jobbers that have shown marked effort in placing the brand widely are L. W. Bosart, of Springfield, O., and Bentley Bros., of Dayton.

Louis H. Eisenlohr Visits Western Jobbers

Louis H. Eisenlohr, of Otto Eisenlohr & Bros., is again in the city after an extended trip to the many "Cinco" jobbers in the Middle and Far West. Mr. Eisenlohr traveled as far as the Pacific Coast and found conditions excellent there for the future of the "Cinco." While in Los Angeles, one of the strongholds of the brands, he called upon the jobbers, the Klingenstein Company, who are to a great extent responsible for the position this brand occupies in Southern California. There it is known as one of the few brands which a cigar dealer is compelled to carry, whether he wishes or not, due to its popularity.

Benjamin Labe & Sons purchased seventy-five bales of Sumatra tobacco at the inscription held in Amsterdam on May 23d. They are represented abroad at the inscription by Jacob Labe. The tobacco just purchased is said to be of a superior quality, and is desirable in every way for the customers of this well-known Philadelphia house.

H. P. Farrand, district sales manager for D. Theocaridis, New York, cigarette manufacturer, recently completed a quick trip through Central Pennsylvania, where he opened up quite a few new accounts on the Theocaridis brand. These cigarettes are selling like hot cakes in Philadelphia, and Farrand is delighted with the manner in which the duplicates are coming in from his territory.

Leo Rosenthal, who has been representing A. S. Valentine & Son in the Middle West, making his headquarters in Chicago, has resigned this position to take an interest in the store of Tracy Bros., wholesalers and retailers of cigars, in Omaha, Neb. Mr. Rosenthal formerly resided in Omaha, and he is glad to get back to his old town where he expects to boom things in his new connection.

Quaker City Notes

Claude E. Turner, whose abiding faith in "Charles the Great" Havana cigars has led him to eat, think and sleep nothing but his brand, for the past few years, spent a week in Philadelphia in May calling on local distributors and opening quite a few new accounts.

Nathan Baum returned recently from a trip through the Middle West, where he conferred with Bert Thompson, their representative in that section. Mr. Thompson has been very successful in securing good connections for the "Coiner," the Baum-Jaffe nickel proposition in those sections.

The new factory recently opened in Quakertown is expected to greatly help in relieving the congestion in orders with Theobold & Oppenheimer Co.

A new cigar store was opened the past two weeks at 11 South Eighteenth Street by John Deacon.

The cigar dealers are losing no sleep over the new cigarette law. The majority of the down-town retailers say that it will affect them little, as the profits on cigarettes are a small percentage of the total earnings of any store. They depend on their cigar sales to "bring home the bacon."

The engagement of Nelson M. Vandegrift, of Sheip & Vandegrift, to Miss Ethel Luth, of Cincinnati, has been announced.

Jack Frechie has recently returned from Baltimore and Washington, where he called upon the jobbers in the interests of his father's line of cigars and those of Luis Martinez, of New York, which firm he represents in this territory.

An individual booth has been opened at Washington Park, on the Delaware, by the Baum-Jaffe Company, which will be used for advertising their cigars among the pleasure-seekers who frequent the park.

Jack Mittelberger, the genial Western representative of the Neumann & Mayer Co., is in town. He made a hurried trip East from his headquarters to attend the funeral of the late Leo W. Mayer, of this firm, in New York on Friday, the 30th.

Mendelsohn Co. Succeeds E. A. Kline & Co.

Announcement has been made that the Mendelsohn Company, of Cleveland, succeeds E. A. Kline & Co., manufacturers of the "Rigoletto" cigar. This business was virtually taken over a year ago by the Mendelsohns, but the concern has been operating under the old name. Max Mendelsohn is president of the company, and Grover Mendelsohn is secretary and treasurer. The "Rigoletto" cigar will continue to be manufactured by this concern, as well as the "El Symphonie," "Decision" and "Opinion" cigars.

The Charles Donovan Cigar Co., of Chicago, have taken on for distribution in the Central West, the "Ponce De Leon" cigar of Cuesta, Rey & Co., Tampa. It will be handled in 17 sizes.

A new salesman in the person of William E. Stawden, has been taken on by I. Teitelbaum & Co., of Cleveland. The territory assigned to Mr. Stawden is the South and Middle West. He will specialize on the "Sarzedas, "Addison" and "El Sallago."

Letters to the Editor

Wants Manufacturers of Cheap Cigars

Editor THE TOBACCO WORLD:

DETROIT, MICH., May 18.

Dear Sir—Will you kindly advise me of the names of the manufacturers making short filler cigars ranging in price from $8.00 to $12.00, and long fillers from $12.50 up? Thanking you for your attention in the matter, I am,

Yours very truly,
J. L. BOLDY,
387 Park Avenue.

Manufacturers of this class of goods are asked to communicate with the writer of the above letter.

Union Cigarette Manufacturers Take Notice

WAYCROSS, GA., May 17.

Editor THE TOBACCO WORLD:

Dear Sir—Kindly furnish me with the names of factories making Union-made cigarettes.

Yours very truly,
L. H. PALMER.

I. B. Krinsky, Brooklyn, N. Y., manufactures a complete line of Union-made cigarettes.

Wholesale Houses in Philadelphia and Atlantic City

SOMERSET, PA., May 24.

Editor THE TOBACCO WORLD:

Dear Sir—Will you please send me the addresses of several wholesale cigar houses located in Atlantic City and in Philadelphia? Thanking you for the favor, I am very truly yours,

GEORGE R. CASEBEER,
Manufacturer of Hand-Made Long Filler Stogies.

Answered by letter.

Wants Name of Ninth District Manufacturer

PERTH AMBOY, N. J., May 15.

Editor THE TOBACCO WORLD:

Kindly tell me who operates Factory No. 43 Ninth District of Pennsylvania, and oblige,

Very truly yours,
H. RIPPEN,
Perth Amboy.

M. M. Lichty, Hellam, York County, Pa., is the manufacturer using the above number.

Wants Names of Pennsylvania Manufacturers

INDIANAPOLIS, IND., May 19.

THE TOBACCO WORLD,

Dear Sir:

Kindly send us the manufacturing name that goes on this number in the Ninth District—Factory No. 857, Ninth District of Pa.; Factory No. 913, Ninth District of Pa. By so doing you will greatly oblige,

Yours very truly,
DAVID GLUCKMAN & Co.

Factory No. 857, Ninth District of Pa.—George W. McGuigan, Red Lion, Pa. Factory No. 913, Ninth District of Pa.—Referred to readers.

Wants Information on Cigar Making Machine

PITTSBURGH, PA., April 4.

THE TOBACCO WORLD:

Gentlemen—If you can give me any information on the machine of the Cigar Machine Corporation of America which they are putting out, and the stock of which company is being put out by The C. Ford Seeley Company, of Baltimore, the same will be greatly appreciated. They have an office here in Pittsburgh and are offering the stock at a price of $2.50 per share. They claim for this machine a revolutionizing in the cigar industry.

Any information you can give me will be appreciated.

Yours truly,
W. J. McKEE,
624 Grant Street.

This concern is demonstrating its machine in Baltimore, where it apparently is making good. A full description of the device appeared in a recent issue of THE TOBACCO WORLD.

JOBBERS & DISTRIBUTORS DEPARTMENT

Klauber-Wangenheim Co. Distributing "Luxello" Widely

THE Klauber-Wangenheim Co. salesmen of Los Angeles are showing splendid results on the two new cigars taken on recently by this firm. They are the "Luxello" cigar, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, and the "Picadura Import," manufactured by L. Newberger & Bros., of Cincinnati. Duplicate orders are pouring in steadily every day. These cigars have at last started on their way due to the efforts of Klauber-Wangenheim Co.'s hustling force of salesmen.

Klauber-Wangenheim Co. recently placed an order with the Manhattan Briar Pipe Co. for $30,000 worth of pipes. This concern has secured the services of William Levy, who will have full charge of the pipe department.

New Jobbing Arrangements in Pittsburgh

Arrangements have been made by the United Cigar Manufacturers' Co. to distribute their goods in Pittsburgh through the Bock & Stauffer Co., successors to R. & W. Jenkinson Co., who will handle the "Owl," "Duquesne Club," and other brands formerly sold by Jenkinson. The distribution of the "Robert Burns," "Little Bobbie" and "Bank Note" brands will be made by the Siller-Narten-Barnes Co.

New Pipe Business For Northwest

A pipe department under the management of Mr. Lea, formerly connected with the National Grocery Co., of Seattle, Wash., is being installed by the Rosenfeld-Smith Co., of Portland, Ore., and the Rosenfeld-Rovig Co., of Seattle. Mr. Lea will personally control both of these departments and expects to be ready for business by the first of June. Both of these businesses will be run separately from the cigar end of each concern, and the present plans call for an extension of the trade by which the States of Oregon, Washington, Idaho and Montana will be covered, in addition to British Columbia and Alaska.

L. Singer Candy Co. Takes on "Bold" Cigar

The L. Singer Candy Co., of Newark, N. J., retailers and wholesalers, will shortly open up a campaign in that section on the "Bold" cigar, manufactured by Bobrow Bros., of Philadelphia. They recently took on the brand and have placed it in a number of the more prominent cigar stores of Newark. Another big selling nickel brand with this concern is the "44" cigar, made by the "44" Cigar Co., of Philadelphia. This is one of the big sellers throughout Northern New Jersey. In order to facilitate deliveries, this wholesale house recently bought a new automobile delivery wagon.

The Niles & Moser Cigar Co., of Kansas City, have taken over the Pfister Cigar Store, at Douglass and Market Streets, Wichita, Kan. S. A. Welsh, who had been proprietor of the stand for the last 10 years, retains possession of the billiard hall in connection with the store. Mr. Welsh will continue his other store on East Douglass Avenue, Wichita. Niles & Moser will use their store for headquarters in Wichita.

S. L. Uhrig Tobacco Co. Offers 25 Per Cent.

The S. L. Uhrig Tobacco Co., Inc., of Pittsfield, Mass., have sent out notices to their creditors offering 25 per cent. in settlement of all claims against the concern. Recently suit was brought against the company and others had been threatened. The notice sent out by the firm states that their affairs are in such shape that they cannot pay the outstanding bills in full. One reason given for the lack of cash is that collections were very slow. There are preferred claims for labor amounting to $105 and other bills outstanding amount to $1400. The letter states further that under a forced sale it is believed that the creditors could not realize more than 15 per cent. William G. White is president of the firm, and Joseph F. Gardner, treasurer.

Hoffman-Moore Co. in New Building

The Hoffman-Moore Co., the San Francisco wholesale house, have removed to their new four-story brick building at 465 Mission Street. The old quarters of this concern were becoming too cramped for the growing business and this new large store with the basement 180 feet in length, was badly needed for the transaction of their business. A number of conveniences for the traveling man have been installed. This concern distributes the "Sinceridad" cigar of Gonzalez, Fisher & Co., of New York.

Jobbing Notes

David Ellis, the Buffalo retail and wholesale cigar dealer, with store at 184 Main Street, has leased a four-story building at 19-21 Terrace, from which he will conduct his jobbing trade. John Bollin and Louis Morris are in charge of the jobbing department.

Announcement has been made both in New York and Denver of an arrangement whereby Rothenberg & Schloss, of Denver, Col., will resume the handling of the "Owl," "Joan of Arc" and other brands formerly made for them by the United Cigar Manufacturers' Co.

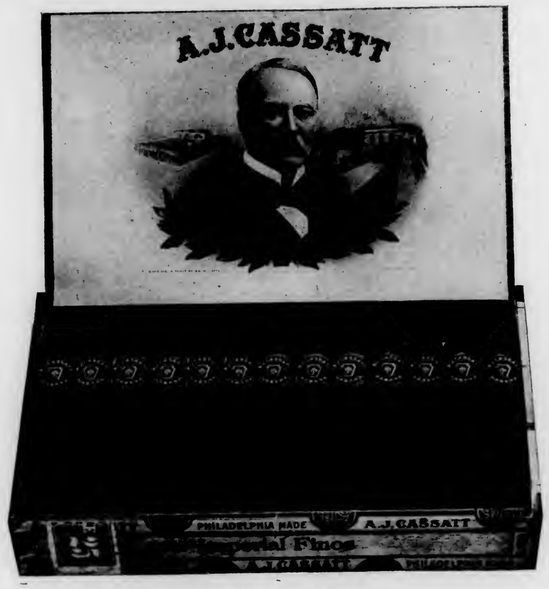
T. Wright & Co., distributors of the "Webster" cigar of Y. Pendas & Alvarez, of New York and Tampa, in St. Louis, report an increasing demand for this cigar in that section. They recently closed a campaign on the brand with the assistance of Allen Lutt, the factory representative.

The "El Roi Tan" cigar, manufactured by Seidenberg & Co., of Detroit, has been taken on for distribution by the Badger Tobacco Co., of Milwaukee, and is being placed in that city. This firm also distributes the "Havana Ribbon" cigar of Bayuk Bros. Co., Philadelphia.

The Smith Bros. Co., of New Orleans, recently received shipments of "Charles the Great" cigars, Salvador Rodriguez, and "Americans," Regensberg & Sons. Both of these brands have been selling especially well in that city.

"A. J. Cassatt", the Cigar that Made Good in Less Than a Year

JUST about twelve months ago there was organized in the city of Philadelphia a cigar manufacturing firm, which immediately after getting into operations began to advertise and get after business on a scale that surprised many manufacturers in the trade. They stated from the beginning that their slogan would be, "The larger the sales the better the quality." Among one of their brands was the "A. J. Cassatt," named after the late well-known railroad king. It was a broad leaf wrapped, Havana cigar, and it began to make friends immediately by reason of the campaign of publicity which the makers used. This cigar has been advertised in trade journals, billboards and in the newspapers. As a result it was not long before it could be found in almost every worth while store in the Quaker City, and soon after that it began to be pushed on the outside.



One of the Popular Packings

The jobbers and dealers throughout the city and in other cities realized that the cigar was of a superior quality, and that pains were taken to keep it so. They reasoned also that the manufacturers evidently had faith in their product to put it before their notice in the manner they did. As a result, smokers began to try them, and at this writing the brand "A. J. Cassatt" is strongly entrenched as a quality article.

The members of the Baum-Jaffe Company at the time of its organization were unknown among the cigar trade. Nathan and Isadore Baum had been connected with one of the oldest liquor firms of the city. But they lost no time in getting in touch with the pulse of the trade, and with the assistance of Isaac Jaffe, a widely known expert on leaf tobacco and cigar making, they made excellent headway from the beginning. Mr. Jaffe had been superintendent of Sulzberger-Oppenheimer, Inc., of Philadelphia, for a number of years, and knows cigars as few men do. He is continually experimenting with new combinations in an endeavor to get the best possible quality in their cigars.

To have placed the "A. J. Cassatt" cigar, as this firm has done, and in less than a year has meant hard and consistent effort. Yet the Baum-Jaffe Co. state that they aim to make it a national seller in every sense of the word. To that end they wish to get in touch with jobbers in sections where they are not represented and guarantee that the co-operation that has made the cigar so successful in its present stronghold will be extended to other jobbers who appreciate a fine piece of goods.

The "Coiner," their nickel brand, is making friends fast. This cigar had not been pushed as heavily at first as the two ten-cent cigars, the "A. J. Cassatt" and the "El Jaffe," but when the opportunity presented itself no time was lost in placing this among the dealers. The "Coiner" is a hand-made long filler, Havana blended cigar, and stands up well with the other big brands coming out of Philadelphia, the big "Nickel Market."

Americans Take 3500 Bales at Sixth Inscription

At the sixth Sumatra inscription held on May 23 in Amsterdam, competition was fairly keen between the cigar manufacturers and the importers. American purchasers succeeded in securing 3,500 bales. Among the purchasers and quantities taken are the following: E. Rosenwald & Bro., 1,800 bales; H. Duys & Co., 700 bales; E. Spingarn & Co., 350 bales; Hinsdale, Smith & Co., 50 bales; G. Falk & Bro., Otto Eisenlohr & Bros. and the Deisel-Wemmer Co., also bought. Benjamin Labe & Sons, of Philadelphia, Pa., purchased 75 bales.

New West Virginia Cigarette Law in Force

The new cigarette and tobacco law passed by the West Virginia legislature went into effect in that state on May 21. According to this law, it is unlawful to sell or to give to any minor under the age of 21 any cigarette or cigarette paper. It is also against the law to give to any youth under the age of 16 years, any tobacco of any kind or to provide him with any pipe or other means of smoking or using tobacco. Smoking is strictly prohibited on any school property.

Newsy Trade Jottings

Albert and Julius Tafel, wholesale and retail cigar and tobacco dealers, Piqua, O., are now occupying their new building on West Ash Street. The new quarters are up to date in every respect.

Harry Copeland is reported to be the new owner of the cigar and newsstand located on South Main Street, Carthage, Mo.

Fred A. Strobach has retired from the Koch & Strobach Cigar Factory, Rolla, Mo., having disposed of his interest to his partner. Mr. Koch will continue the business, manufacturing as heretofore the "Century," "Half Century" and "Supremo" brands of cigars, which retail at 5 cents and 10 cents.

A cigar factory has just been opened at Faribault, Minn., by M. A. Timmins, in the Endres Block on Central Avenue.

Edward Barnes has opened a tobacco store on East Bridge Street, Oswego, N. Y.

J. George Kremelberg Passes Away

GEORGE KREMELBERG, senior member of Kremelberg & Co., tobacco exporters, of New York, died in East Orange, N. J., after a short illness, recently. Mr. Kremelberg was a native of Germany, having been born there in 1837. He came to America in 1858 and went into business with his brother in Baltimore, doing an export tobacco business. The New York firm of Kremelberg & Co. was organized in 1863, Mr. Kremelberg becoming its president and remaining so until the time of his death. He was a member of the Metropolitan Museum of Art and the Essex Country Club, of Orange, N. J. He is survived by one daughter.

Mr. Kremelberg was a man of sterling qualities and world-wide reputation. He had been actively interested in the business almost up to the very last and supervised the branch house of his concern in Louisville, Ky., as well as being interested in J. D. Kremelberg & Co., of Baltimore. These houses have built up a big business with European tobacco monopolies and have acted as representatives for the Spanish Tobacco Regie, as well as purchasing for the Imperial Austrian Tobacco Regie.

In the death of Mr. Kremelberg the tobacco trade loses one of its most highly respected and valued members.

A. Story Goodrich Killed in Automobile Accident

A. Story Goodrich, of A. S. Goodrich & Co., wholesale tobacco dealers, of Milwaukee, Wis., was killed by his own automobile in Winnetka, Ill., on Tuesday, May 13, while on his way to Chicago. Mr. Goodrich was cranking his automobile, but in dismounting from the car he failed to throw out the clutch and the engine plunged forward as he twisted the crank. He was caught between the automobile and a telegraph pole and fatally crushed.

Mr. Goodrich was born 55 years ago in Kingston, N. Y. He came to Milwaukee when quite young, starting with a tobacco firm and later going on the road as a traveling salesman for Bernard Leidersdorf & Co., large tobacco manufacturers. About 20 years ago, he embarked in business for himself and made a success of it from the beginning, his concern at the time of his death employing eight traveling salesmen. He is survived by a widow.

Colonel Elijah Withers

Colonel Elijah Withers, well known to every tobacco man in the tobacco districts of Ohio and Kentucky, died several weeks ago on a railroad train coming South from Mt. Clemens, Mich. Mr. Withers' health failed about three weeks ago and he went to Mt. Clemens to recuperate. Soon after arriving there he saw that his death was only a matter of a short time, so that he insisted on being taken back to Cincinnati. One peculiarity of Mr. Withers was that though he had probably sold more tobacco at auction than any other man in the United States, he never smoked nor chewed in his life.

Frank Kroeger, a cigar manufacturer, of Louisville, Ky., died recently at his home in that city, aged 60 years. He was a native of Germany and had been a resident of Louisville since 1872. Mr. Kroeger is survived by a widow, two sons and six daughters.

Urge "Made in Bond" Amendment to Tariff Bill

Edward C. Berriman Claims Government Would Realize More in Taxes—Would Do Away With So-called Havana Cigars

EDWARD C. BERRIMAN, a member of the firm of Berriman Bros., Tampa, Fla., manufacturers of the "Jose Vila" cigar, and the Tampa Board of Trade, appeared before the Senate Finance Committee in Washington recently, in urging the adoption as an amendment to the pending tariff bill, a provision to allow the manufacture of cigars of imported tobacco in bonded warehouses, the manufacturer to pay the internal revenue tax when the cigars are taken out of bond. The Florida cigar manufacturers all demand the passage of this bill, and since it was considered impracticable to introduce it as a new bill, Representative Sparkman, of Florida, put it in the form of an amendment to the pending tariff bill.

In arguing for the adoption of this amendment, which appeared to be favorably received by the Finance Committee, Mr. Berriman said in part as follows:

"There are two very desirable objects to be accomplished by this provision. One is the furnishing consumers of cigars manufactured in this country out of foreign grown tobacco evidence that such cigars are what they purport to be. The other is better and more convenient facilities for collecting the duty upon tobacco used in cigars for exportation to foreign countries.

"The desirability of accomplishing the first mentioned object grows out of the following conditions. The so-called tobacco trust, it is said, controls from 60 to 75 per cent. of the cigars made in Cuba and exported to the United States and other foreign countries. Further that they also control 85 per cent. of the raw material and manufactured products from Porto Rico which are marked and sold as Havana cigars in competition with the real Havana cigars made in the United States. Thus the government loses a duty it would have received if these cigars were made out of Havana tobacco as claimed to be and the sale of the real Havana cigar is lessened in proportion to the amount so made, estimated to be 150,000,000 per year.

"Before the United States took possession of Porto Rico the duty on tobacco from Porto Rico was the same as the duty on tobacco from Cuba; that is, 35 cents per pound on filler and $1.85 per pound on wrapper less 20 per cent. It is now, of course, entered free, and the former duty becomes in fact a profit to the tobacco company, which permits them to sell the cigar made of Porto Rican tobacco at what it costs the American manufacturer to produce the genuine Havana cigar. The tobacco company's practical monopoly of the imported Havana cigar on the one hand and of the Porto Rican material and the cigars on the other hand reduced the production of the real Havana cigars made in the United States over 150,000,000 in 1912, and will, if continued, entirely destroy that industry.

"Thousands of skilled cigar workmen, about 7000 to be exact, are out of employment in Tampa and Key West, the principal Havana cigar producing cities of the United States, and are forced to accept the charity of those cities. In addition to this the government naturally loses a duty amounting to a large sum on the 150,000,000 cigars made of Porto Rican tobacco and sold as clear Havana goods.

"To permit the American cigar manufacturer to make his cigars in bonded warehouses with stamps as asked for would quickly relieve the condition now existing, destroy the monopoly, and would give this product an equal standing with the cigars made in Cuba in the markets of the world.

"The stamp would also protect the consumer against the imitation Havana cigars, and increase the income to the government."

Samuel Mendelsohn

Samuel Mendelsohn, one of the oldest tobacco merchants of New York City, being connected with J. Mendelsohn & Bro. for many years, died on Tuesday, May 13, from a complication of ailments. Mr. Mendelsohn was 83 years of age and had retired from business a number of years ago. He leaves five sons, Abraham, Samuel, Julius, Max and Jacob, all of whom are in the tobacco business, and two daughters.

Ernest Bunzl, the last member of the old firm of J. Bunzl & Sons, pioneers in the leaf tobacco trade of New York City, died at his home in that city on May 19, after a prolonged illness. He was 53 years of age and had been a member of a number of clubs. He leaves a widow, one son and a daughter.

Detroit

Business Among Cigar Manufacturers and Retailers Good—Two More Snyder Stores Opened Auspiciously—"Lozano" Distributoion Increasing

DETROIT, MICH., May 24.

IT is interesting to note that the report of the State Labor Commissioner shows that more than 300 new factories have been established in Detroit during the past year, which indicates that this city was never more prosperous and on a more substantial footing than right today. Traveling men who have visited Detroit in May have been free to admit that business was not up to expectations in other cities, that people were holding back orders, that collections were slow, etc., but no such condition applies to Detroit. All the manufacturers are busy and do not anticipate any slump, despite the change in administration and the tariff agitation.

Cigar manufacturers say that business is showing much improvement. As for the retailers, May was decidedly profitable. The convention and tourist season as a rule does not start before the first of June, but this year things started to boom early in May. Detroit entertained 5000 delegates of the Order of Railway Conductors, who remained two weeks and were liberal spenders. Then came the Northern Baptists' Convention, bringing about 4000 delegates, and last week 500 members of the National Association of Manufacturers, who had headquarters at the Hotel Pontchartrain. At the banquet given the manufacturers, "Count Pontchartrain," "Romeo & Juliet," "Manuel Garcia" cigars, and "Philip Morris" and "Nestor" cigarettes were served.

Charles Coombs will be back in Detroit about June 5. He is president of the Central Cigar Co., which operates five retail cigar stores, and has been in Europe for the past two months for his health.

At a reception given May 10 in honor of Edward Lichtig's engagement to a Cleveland girl, friends and relatives numbering close to a thousand were present. Mr. Lichtig sells the "Philip Morris" cigarette in Michigan.

The opening of the "Snyder Segar" stores at 117 and 158 Woodward Avenue proved highly satisfactory. Jos. T. Snyder had advertised in the daily newspapers, stating that expensive and useful souvenirs would be given with each purchase exceeding 25 cents. Mr. Snyder was here personally for the opening, and he said he was well pleased with the day's results. "Every time we make a sale today of 25 cents or over we lose money," he said to THE TOBACCO WORLD. "Our souvenirs are costly, but we believe that it is good advertising and that the people we sell the opening day will come back." Mr. Snyder is opening two more stores in Toledo this month and another one in July, which will give him a total of seven in the Maumee city.

Louis Heitman, of the Louis Heitman Co., of Dayton, O., was in Detroit looking for a factory in which to locate, moving here from Dayton. Mr. Heitman suffered a big loss from the Ohio floods, and as he must practically start all over again, believes Detroit would be the best place. He did not make a definite decision while in Detroit, but will return here soon.

Damage amounting to $25 000 was done to the plant of the Detroit Tobacco Co., at 126 Lyman Place, on May 9. The company made cigar cases, which were given away free with the purchase of a certain amount of cigars. William I. McGraw, president of the concern, says the plant was only partially covered by insurance and that it is unlikely he will rebuild at present.

Fire on May 17 in the carpenter shop of the National Can Co.'s plant did about $25,000 damage and for a time threatened to destroy the entire plant.

The Hartman Cigar Co., of Battle Creek, claims to have the largest pipe in the city. Mr. Hartman says the pipe will hold 28 full packages of "Bull Durham" tobacco, packages and all. The pipe has been on display in the company's window.

A new billiard and cigar parlor was opened in Jackson at 121 East Cortland Street, known as the Alexandria, under the ownership of Bobby Reakes, of Lansing, once claimant of the lightweight wrestling championship of the world.

William H. Forster, of the Forster news agency and cigar store on Fifth Street, Calumet, has just let contracts for the erection of a two-story business block which he expects to occupy by the Fourth of July.

Karreman & Bogerd, proprietors of the cigar store at 137 Lyon Street, Grand Rapids, have recently remodeled and now possess one of the neatest stands in the western part of the state. They report business to be unusually good.

Since Snyder came to town calabash pipes have been strongly featured, not only in his stores, but LaFond & Harris have been showing a similar line in their windows. All made the same price—$1.

J. A. Miller, who conducted a cigar store and buffet at 22½ Gratiot Avenue, has moved around the corner to 59 Farmer Street.

Allen Conden has opened a cigar store at the corner of High and Michigan Streets, Marquette.

At the new club rooms of the Wolverine Automobile Club in the Springfield Building Frank Smith has the cigar privilege. His confectionery and cigar store at 27 Woodward Avenue, opened a few days ago, is doing fine.

Frederick W. Linneburg, a Mt. Clemens cigar manufacturer, was married this week.

Jacob Mazer, of the Mazer Cigar Co., says that his Western sales manager, R. L. Olive, has finished a business trip through Texas which was a very successful one, and that early in June he will start on an extensive trip through Colorado.

Real estate men in Detroit say that they have closed a deal with the Statlers, of Buffalo, for down-town property on which will be erected an 800-room hotel, involving a total expenditure of $4,000,000. Plans are said to be in the hands of the architects and contracts will be let very soon.

Herman Lieberman, general manager of the Central Cigar Co., announces the following managers at the various branches: M. Winniee, manager at 8 Monroe Avenue; F. Kowalk, manager at the Peter Smith Grocery; H. Marks, manager at the Erskine Street store; J. Robinson, manager at Broadway and Gratiot, and F. L. Scott, manager at 295 Woodward Avenue.

The cigars of F. Lozano, Son & Co., of Tampa, have been making great headway here. Ben Lesser, of the factory, says that in Detroit he has found it to the advantage of his concern to have the best dealers handle the F. Lozano brand rather than have it handled by one firm exclusively. Every high-class retailer is now handling the "Lozano" brand, which is proving to be one of the largest Tampa-made sellers in the city.

Ebenezer Gould has opened a cigar store at the corner of Main and Washington Streets, Owosso.

Tommy Burns and Jack Johnson have formed a copartnership and on May 24 opened a cigar store at 20 Monroe Avenue, next to the Berghoff Hotel. Mr. Burns is one of the best known cigar men in Detroit. He has managed the Berghoff cigar stand for many months and made it one of the most popular places in town. His partner, Mr. Johnson, was for ten years connected with the United Cigar Stores, having for the past year and a half been sales manager of the company's stores in Chicago.

Hector Weir and Frank Ponsford, clerks at the Berghoff stand, will be in charge for the present at least. Both have been employed there for some time and are well acquainted with the trade.

Gordon Bailey returned this week from a visit to the western part of Michigan and secured some nice orders on "Nestors" and "Milo" cigarettes.

Archie Hiscott has been doing a splendid business on his Western Michigan trip in the interests of the "Sir Rahmas" cigar.

The Soper Cigar Co. has found it necessary to add an extra clerk owing to the increase in the business. The lobby store will be opened about the first of June.

D. Weiss, district manager for the American Cigar Co., was a visitor here the middle of May.

The new "El Tyco" brand being put out by E. M. Harris at 119 Woodward Avenue is well liked by his trade. The brand is made by E. M. Schwarz & Co.

The Booth Cigar Co. at 29 Michigan Avenue has been sold to Paul Sikora, a leading light in local pugilistic circles. Business has already shown signs of improvement.

According to the internal revenue department there were approximately 23,000,000 cigars manufactured in the First District of Michigan, which includes Detroit, during the month of April. For May the number will reach 25,000 000.

The Ambos Cigar Co. has opened another store at 123 Wayne Street, directly across from the post office. The lease on the present store at the corner of Shelby and Lafayette Streets expires the first of July to make way for a large theatre building.

Heine Kuhn, salesman in Cleveland for Melachrino cigarettes, is in Detroit, being laid up with a bad foot.

O'Brien & Co. have added the "Walls-Court" brand, made by F. Lozano Son & Co., Tampa. Ed Heineman, manager of the cigar department, hopes to make it one of his leaders.

Henry F. Johns is a new addition to the sales force of the Harry W. Watson Co. in Detroit, and is covering the West Side. Walter Smith, formerly with a Chicago cigar company, is now handling the East side in place of Frank Nash, resigned.

The cigar store at 27 Cadillac Square owned by the M. L. Tobias Co. shows considerable improvement since the installation of all new fixtures.

"Charles the Great" is having a splendid run at O'Brien & Co.'s cigar department. Ed Heineman says he considers it to be one of his best clear Havana sellers. "We have a number of customers who buy them always by the box and wouldn't have anything else," he said.

Steve Herz, booster of "Henry the Fourth," was a visitor this week and said he was well satisfied with the way this brand was selling everywhere. He wrote some good orders in Detroit.

E. G. Weymuth, sales manager of the "Fatima" department of Liggett & Meyers, was here last week. No need to say that "Fatimas" are by far the leading 15-cent seller today.

Visitors: John Duys and Howard Kinney, of H. Duys & Co.; Harry Nathan, of Spingarn & Co.; Abe Hirsch, of L. Hirsch; Jules Marquzee, Ed Jandorf, L. Schmid, H. Shelteman and W. C. Tanner, of M. F. Schneider, New York; C. S. Sarluy, of F. & E. Cranz; Walter Eisenman, of Eisenman Bros., Cincinnati.

Cigar men: Sig C. Mayer, of Philadelphia; E. C. Smering, of Pavon Alvarez & Co.; C. K. Duschnes, of Jameson & Metzler; Paul Dickerson with "Rameses" cigarettes; Jack Gordon, of Harned-Hewitt Co.; George Becker with "Tadema;" Col. G. H. Crane, of Krause & Co.; Hi Hammer with "Julia Marlowes."

AL U. THORNBURG.

Cigar Factories, Recently Damaged by Fire, Make Settlements—Key West Cigar Co. Fully Insured and Others Make Satisfactory Adjustments—All Local Cigar Plants Report Conditions Fair

KEY WEST., FLA., May 25.

IN view of the fact that existing conditions in the cigar and tobacco trade throughout the country is not at all very encouraging, business in Key West is quoted fair and steady, according to the reports from various local factories.

In an interview at the office of Martinez Havana Co. the manager stated: "Business with us is good; the major part of our cigarmakers are making our 'Louis Martinez' cigar, which is enjoying a healthy increase, and while business could be a great deal better, we have no complaint to make considering existing conditions." Mr. Louis Martinez, president of this firm, passed through the city this week en route to Havana from New York.

Mr. Menendez, manager of the M. Perez Cigar Co., stated: "Conditions remain practically unchanged; orders are coming in steady as usual and we make large shipments of our 'Pinzon' cigar on nearly every steamer leaving Key West."

Some addition in force has been made by the E. H. Gato Cigar Co., who quote business as good.

At the office of Trujillo & Co. business is quoted fair and steady; 50 per cent. of the cigarmakers are confined to the manufacture of the "Polinius" cigar.

Business is listed as brisk by the Cortez Cigar Co.; 275 cigarmakers are being employed with no limit of production. "Hernan Cortez" is having quite a run.

Practically no change is apparent at the factory of Ferdinand Hirsch Co. Orders are coming in steady and large shipments are being made as usual.

J. Pendas, manager of Moreda & Co., has just recently returned from Tampa, where he had been on a short business visit.

Mr. M. J. Bloom, New York leaf dealer, was a caller on the trade last week.

Mr. R. S. Tatum, representing Liggett & Myers Tobacco Co., was in the city for one day calling on the trade in the interest of "Sovereign" cigarettes, after which he sailed for Tampa.

The chief events of the past two weeks were two successful aviation flights, made from Key West to Havana by the daring Cuban aviators Domingo Rosillo and Augustine Parla, on May 17 and 19, respectively. The two daring aviators were to race on Saturday the 17th, and when everything was in readiness they started. Unfortunately the Curtiss hydro-aeroplane in which Parla was became out of order and refused to rise out of the water. Signor Parla was compelled to turn back when he saw that his machine refused to rise from the water, and when he landed he attempted suicide when told that he must not try the trip. He was prevented by the prompt action of his brother, Louis, by knocking up the hand holding the pistol. Signor Rosillo kept on going and made the 90 mile trip in about two hours; carried by the aviator was a note of much interest to the tobacco trade to the Eduardo H. Gato Tobacco Co. in Cuba, duplicating an order for 450 bales of tobacco which was sent here sometime ago for the E. H. Gato Cigar Co.

Owing to the strong winds which sprang up for two or three days after this excitement Signor Parla was not permitted to make the flight by his manager and brother, but he assured them that he was going to try his machine, and would not go to Havana. Being assured that Signor Parla would not attempt to go to Havana the manager and Parla's brother permitted him to try his machine, but when he started he kept on going on a straight course to Havana, and reached there in spite of the strong winds.

Stanly Baker made application for a cigar manufacturer's license, factory number to be assigned.

Revenue Inspector Charles H. Ingraham was in the city for a few days calling on the manufacturers.

The Key West cigar factory, destroyed by fire on May 7, will receive the full amount of their insurance.

A setlement has also been made with the Principe de Golfo Cigar Co. in a most satisfactory manner.

J. M. Navarro also stated that his insurance was settled satisfactorily.

At present it cannot be ascertained as to whether or not the insurance company will make satisfactory settlement with S. Wolf's Sons, but judging by the other three factories it is thought that they will.

Mr. William Torres left for Havana on the 19th inst., where he will board one of the Ward Line steamers for New York, where he will remain for sometime calling on the trade in the interest of the Principe de Golfo Cigar Co.

Tobacco Importations.

	Bales
Cortez Cigar Co.,	189
S. & F. Fleitas,	5
Moreda & Co.,	35
Havana-American Co.,	87
Ruy Lopez Ca.,	66
Total bales,	382
Withdrawals—bales,	487

JOS. G. MARUCCI.

Shipments from Key West to New York per steamers "Sabine," "Alamo" and "Lampasas," which left Key West May 13, 17, and 20, respectively, and all other shipments from May 10, inclusive:

	Cases.
Jas. Anthony & Co., Providence, R. I.	1
Reymer Bros., Pittsburgh, Pa.	1
J. H. Fleming, Buffalo, N. Y.	1
Clements & Smith, Detroit, Mich.	1
E. H. Gato Cig. Co., New Yerk	6
Weiler & Arthur Drug Co., Quincy, Del.	1
Duncan & Moorhead, Phila., Pa.	3
M. Grossman & Co., Milwaukee	1
Geo. W. Nicholas, New York	4
Groynn, Strauss & Co., New York	2
G. S. Mahn, New York	1
G. S. Mahn, Phila., Pa.	2
Ruy Lopez Ca., New York	1
The Haas Tob. Co., Buffalo, N. Y.	1
J. & B. Moos, Chicago, Ill.	2
U. Koen & Co., New Orleans, La.	4
Johnston & Norfield Co., Sioux City, Iowa	1
Rickseeker Cig. Co., Kans. City, Mo.,	1
Hotel White & Co., Kans. City, Mo.,	1
Fred Worferman, Kansas City, Mo.,	1
Board of Trade Cig. Co., Kans. City,	1
Joseph Way, Phila., Pa.	3
Potter, Sloans, O'Donohue, N. Y.	2
Duncan & Moorhead, Phila., Pa.	4
L. H. Opperman, Johnstown, Pa.	1
J. C. Shuck & Son, Lancaster, Pa.	1
The Star Tob. Co., Wilkes-Barre, Pa.,	1
T. Wright & Co., St. Louis, Mo.	1
E. H. Gato Cig. Co., New York	2
Wilkerson-Gaddis Co., Newark, N. J.,	1
Dusel-Goodloe Co., Phila., Pa.	3
Havana-American Co., New York	2
National Cig. Stand Co., New York.,	1
United Cig. St. Co., Chicago, Ill.	6
United Cig. St. Co., Brooklyn, N. Y.	21
M. A. Gunst & Co., New York	1
Geo. W. Nichols, New York	7
G. S. Mahn, Phila., Pa.	3
Ruy Lopez Ca., New York	2
G. S. Mahn, New York	1
Park & Tilford, New York	4
Martinez Havana Co., New York	4
E. Bradford Clark Co., Phila.	1
H. T. Lyons, New York	1
Lowden & Co., New York	5
J. W. Stephens, New York	1
Stoddard-Gilbert Co., N. Haven, Ct.,	2
S. T. Conventry & Co., Rochester, N. Y.	1
Harris Bros. Cig. Co., At. City, N. J.,	1
E. P. Capwell, Wilkes-Barre, Pa.	1
Brewster, Gordon & Co., Roch., N. Y.,	1
Milton Pembleton, New York City.,	1
E. H. Gato Cig. Co., New York	1
Geo. W. Nichols, New York	3
Martinez Havana Co., New York	2
Nat'l Cig. Stand Co., Chicago, Ill.	1
Nat'l Cig. Stand Co., New York	1
Groynn, Strauss & Co., New York	2
M. Perez Co., New York	1
Albert Breitung, Chicago, Ill.	1
G. S. Mahn, Phila., Pa.	1

Other Shipments.

S. Bachman, San Francisco, Cal.	35
Platter Tob. Co., Dallas, Tex.	1
Un. Cig. St. Co., San Francisco, Cal.,	1
Glaser Bros., San Francisco, Cal.	2
M. A. Gunst, San Francisco, Cal.	2
M. A. Gunst, Los Angeles, Cal.	2
A. B. Greenwald, Los Angeles, Cal.,	1
Rinaldo Cig. Co., Santa Cruz, Cal.	1
C. M. Rhodes, Galveston, Tex.	4
Metzler Bros., Dallas, Tex.	4
Gunter Hotel, San Antonio, Tex.	1
E. Eppstein & Co., Dallas, Tex.	7
Abe Frank, Austin, Tex.	1
J. Loewenstein & Son, Houston, Tex.,	2
Simon & Salzenstein, Dallas, Tex.	3
Corpus Christi Boot & Stot. Co., Corpus Christi, Tex.	1
Joe M. Lach, Breammont	2
Max L. Block, Houston, Tex.	3
W. S. Proctor, Houston, Tex.	1
Dunlap Drug Co., Breammont, Tex.	1
Carter Groc. Co., Ft. Worth, Tex.	2
Los Angeles, Drug Co., L. Ang., Cal.,	1
J. T. Capping, Waco, Tex.	1
Z. E. Marvin, Dallas, Tex.	1
Blumman-Frank Drug Co., Pt'd., Or.,	7
Sam Freund, Waco, Tex.	2
Southwest Cig. Co., Dallas, Tex.	2
Smith Drug Co., Texarkana, Ark.	1
S. Bachman, San Francisco, Cal.	21
S. Goldstein, Austin, Tex.	1
J. M. Crook, Paris, Tex.	1
B. B. Treaddwell, Corp. Christi, Tex.,	1
M. A. Gunst & Co., Portland, Ore.	1
Southwest Cig. Co., Dallas, Tex.	1
Sam Freund & Co., Waco, Tex.	2
M. A. Gunst & Co., S. Fran., Cal.	1
Glasio Bros., San Francisco, Cal.	1
J. M. Loeb, Breammont, Tex.	1
Metzler Bros., Dallas, Tex.	4
Henry Lowe Cig. Co., Ft. W'th, Tex.,	1
Abe Frank, Houston, Tex.	1
Curbin Drug Co., Waxahachee, Tex.	1
Platter Tob. Co., Dallas, Tex.	2
Max L. Block, Houston, Tex.	5
Geldeft Bros., El Paso, Tex.	1
Semmers-McElroy Drug Co., San Antonio, Tex.	1
Simon Salzenstein, Dallas, Tex.	6
E. Eppstein & Co., Dallas, Tex.	2
J. Eppenheimer & Co., San Antonio, Tex.	2
Casey, Swasey & Co., Ft. W'th, Tex.,	3
B. Frank Drug Co., Portland, Ore.	2
Geo. G. Edloff Cig. Co., Dallas, Tex.,	3
C. N. Rhodes, Galveston, Tex.	1
A. B. Greenwald Cig. Co., Los Angeles, Cal.	2
H. Bercovich, San Francisco, Cal.	4
U. Koen & Co., New Orleans, La.	3
Valloft & Dreux, New Orleans, La.,	1
Lewison Cig. Co., Richmond, Va.	1
Southern Cig. Co., New Orleans, La.,	4
J. S. Pinkussohn Cig. Co.,	2
W. E. Brown Cig. Co., Webster City, Iowa	1
Lewis Bear Co., Pensacola, Fla.	1
O'Conner & Lyons, Savannah, Ga.,	2
Deaton Groc. Co., Columbus, Ga.	1
C. C. Snider, Birmingham, Ala.	1
The Weidman Co., Cleveland, O.	2
Dallas Gross, Lake Charles, La.	1
Peoples-Pitner Co., Chat'n'ga, Tenn.,	1
O. A. Olin, Wallace, Idaho	1
Spooles & Wigley, Twin Falls, Idaho,	1
The Hart Cig. Co., Portland, Ore.	5
P. M. Jacory, Spokane, Wash.	1
Heminway & Moser Co., Salt Lake City, Utah	2
Best & Russell Co., Memphis, Tenn.,	1
M. A. Gunst & Co., Portland, Ore.	1
M. A. Gunst & Co., Seattle, Wash.	1
Cortez Cig. Co., Savannah, Ga.	15
Frank Riley, Pensacola, Fla.	1
Moore & Jones, Nashville, Tenn.	2
Lilly, Dungan & Co., Baltimore, Md.,	1
S. A. Rosenberg, Pine Bluffs, Iowa.	1
Phillip Frowich, Nashville, Tenn.	3
M. A. Gunst & Co., S. Frans'co, Cal.,	1
Rothenberg & Schloss, Kan. City, Mo.,	4
Metropolitan Cig. Co., Denver, Col.	5
R. D. Burnett Cig. Co., Birmingham, Ala.	1
Oberholtz & Poinsett, Kan. City, Mo.,	1
C. B. Lewinson, Butte, Mont.	1
T. M. Pauley, Walla Walla, Wash.,	2
Lilly, Dungan & Co., Baltimore, Md.,	1
Delman Cafe, Louisville, Ky.	1
L. G. Deschler Co., Indianapolis, Ind.,	5
Baker & Holmes Co., Jacks'ville, Fla.,	1
Wm. N. Hull Saloon, Miami, Fla.	1
P. & H. Cig. Co., Muskogee, Okla.	1
Sanford, Chamberlain & Albert Co., Knoxville, Tenn.	2
Watt Cig. Co., Minneapolis, Minn.	4
C. G. Pauby, Burlington, Iowa	1
Patterson & Hoffman, Okla. City, Okl.,	1
Myers, Cox & Co., Dubuque, Iowa	2
Hill Bros., Miami, Fla.	1
U. Koen & Co., New Orleans, La.	1
Cortez Cig. Co., Savannah, Ga.	2
H. Bercovich, San Francisco, Cal.	1
Will Martin, St. Augustine, Fla.	1
John Johnson, Jacksonville, Fla.	1
L. Washington, Jacksonville, Fla.	1
Cortez Cig. Co., Savannah, Ga.	5
I. Garfunkel, Marathon, Fla.	1
Albert R. De Leon, Cincinnati, O.,	1
Cortez Cig. Co., Savannah, Ga.	2
Columbia Drug Co., Savannah, Ga.	2
Cortez Cig. Co., Savannah, Ga.	2
Weissman & Aronovich, New York.,	1
Cortez Cig. Co., Savannah, Ga.	2
Total cases	415

The Cuban Market

From our Exclusive Havana Bureau, Neptuno 24, Altos, Havana, Cuba.

HAVANA, May 23.

THERE are various reasons why we cannot report a more hopeful condition of the state of our market during the past fortnight, although after all there is nothing serious the matter, and in due course of time we fully expect that the present drawbacks will disappear and give way to increased activity and a more cheerful outlook all around.

The delay in the passage of the new American tariff is, of course, one reason that to a certain degree makes the manufacturers of clear Havana cigars holding back in trying to invest already in the new crop. The latter has been delayed in coming to our market in larger quantities through continued dry weather, although fortunately during the past week some rains have fallen in the country, which have created more humidity in the atmosphere, thus enabling the vegueros to bundle and throw into piles their remaining stock of dry leaves. The high pretensions of the farmers in asking exorbitant figures for their leaf are bound soon to some to an end. A perplexing question is, however, the strike of the hands employed in the Partido region, which virtually ties up all escogidas, and while it was thought that the same would not last more than a few days, it is now doubtful how long the strike leaders will be able to keep the rank and file from their customary labors. Our association of leaf dealers, packers and growers of tobacco of the Island of Cuba had named a committee to have a conference with the bosses of the union, but the latter, thinking perhaps that our packers were in a hole and would have to give in to their demands for higher wages, which under the prevailing circumstances were entirely unwarranted, refused to listen to any conversation which might have arranged matters in an amicable way by making some mutual concessions, and therefore the good intentions of the committee could not be carried out. In the meantime the bosses are spending money freely, have a good time, eating well, and as their only work are riding around in automobiles from one village to another, haranguing the strikers to stand firm, as they try to make them believe that they will surely gain the day. The packers are, on the other hand, in no great hurry, as the tobacco in the piles can only improve by a further prolonged fermentation, and there is no urgent demand on the part of the manufacturers. As soon as the hands learn that their services are not needed yet for some time to come, it is hoped that they themselves will see their folly and go to work again at the old rates.

Fortunately there is no strike in the Vuelta Abajo and the new crop is coming forward in increasing volume.

We have had no further news from the Santa Clara province, but as soon as the rains should become general it is hoped that the vegueros will come down from their high horses and be willing to accept reasonable offers for their crop.

There have been more buyers from the United States in our market, but their principal object has been to post themselves about the new crop. Nevertheless there have been some sales of old tobacco, as well as of the new crop already. One cigarette manufacturing concern shall have contracted for future delivery 2000 bales of Vuelta Abajo colas, paying full prices for them. The German exporters have also operated to some extent in low grades to that country. There are, however, reports that the first shipments of last month had fallen flat and remained unsold, owing to the uncured condition of the leaf. This, of course, creates no surprise, as the nature of leaf is entirely different this year, and while the 1912 growth could be shipped without having undergone much, or even any fermentation in the piles, the same procedure so early in the season was only inviting a setback. The Argentine Republic continues to call for more tobacco and the shipments have been fairly heavy right along. The local demand on the part of our cigar manufacturers has been limited, but on the other hand our various cigarette manufacturers have operated more largely.

The sales during the past two weeks totaled 4288 bales, which divided represented 2810 of Vuelta Abajo, 862 of Partido and 616 bales of Remedios.

Buyers were: Americans, 1632; exporters to Europe, 795; shippers to South America, 544, and our local manufacturers of cigars and cigarettes, 1317 bales.

Exports during the past two weeks ending May 17 from the port of Havana were: to all ports of the United States, 6847; to Europe, 852, and to South America, 429 bales; thus making a total of 8128 bales.

Receipts of Tobacco From the Country.

	For Two Weeks Ending May 16, 1913.	Since January 1, 1913.
Vuelta Abajo,	4,108 bales	21,321 bales
Semi Vuelta,	570 "	2,493 "
Partido,	71 "	1,336 "
Remedios,	266 "	2,049 "
Oriente,	2 "	858 "
	5,017 "	28,057 "

Leaf Buyers That Come and Go:

Arrivals—From Tampa: Celestino Vega, of Celestino Vega & Co.; José Escalante, of José Escalante & Co.; Salvador Rodriguez, of Salvador Rodriguez (owner of the famous "Charles the Great" factory); Facundo Argüelles, of Argüelles, Lopez & Bro.; José Lovera, of José Lovera Co.; Manuel Garcia, of Perfecto Garcia & Bro.; Valentine M. Antuono, of Val. M. Antuono; Jorge Leon and José G. Ramirez, of San Martin & Leon Co.

From Key West: Luis Martinez, of Luis Martinez Havana Co.

From New York: M. Klein, of E. M. Schwarz & Co.; Charles Vogt, of Carl Vogt's Sons; Thomas Healy, representative of the Ramon Allones factory for the United States.

From Chicago: Edmund Delbert, of Delbert & Co.

From London: M. P. Troy, representative of the Henry Clay and Bock & Co., Ltd., for Great Britain and Ireland.

Returned to Havana—Ladislao Menendez, of Menendez & Co.; H. Struckmann, of José M. Muñez, and Theodore Smith, of Hinsdale Smith & Co.

Departures—To New York: Charles Vogt.

To Philadelphia: Felix Eckerson.

To Spain: Saturnino Garcia, of Fernandez & Garcia; Antonio Villaamil and L. S. Houston, of the Henry Clay and Bock & Co., Ltd., who, however, is first visiting all the other European countries on business.

To Tampa: Salvador Rodriguez, Celestino Vega and José G. Ramirez.

Cigars.

Business has been quieter during the past two weeks in our cigar factories, but still there has been no retrograde movement perceptible, as compared with last year, therefore conditions are normal for this season of the year. Some hopes are placed upon an increased activity of the new conservative party in power, as through the message of our new President, General Mario G. Menocal, the latter has promised to look out in future to foster and protect the three vital interests of the Island of Cuba: Agriculture, commerce and industry. If through reciprocity treaties our cigar industry should at last get a fresh impulse, our manufacturers would indeed be thankful, as the Liberal party evidently had no time to give to this important matter, and had been principally intent how to increase the income and how to spend the same benefiting the office-holders.

The following factories are working in good shape: Romeo y Julieta, H. Upmann, Partagas, Sol, Castañeda, Flor de P. A. Estanillo, and the chief ones of the Henry Clay and Bock & Co., Ltd.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez sold 376 bales of leaf to their various customers during the past two weeks.

F. Rocha & Co. closed transactions to the extent of 250 bales of Vuelta Abajo and Partido to their customers.

Ernst Ellinger we learn has been very active in the country and acquired some very choice lots of the new Vuelta Abajo.

José C. Puente & Co. disposed of 150 bales of the new crop to several of their customers during the past fortnight.

J. F. Berndes & Co. were the heaviest buyers for the German market not alone, but also to Buenos Aires, their takings amounting to 649 bales in the last two weeks.

Menendez & Co. turned over 150 bales of their holdings to exporters and manufacturers of their clientage.

Maximilian Stern has been very active in the country making purchases for the account of his customers. While in town we have learned only of 410 bales of leaf as the extent of his operations.

Other buyers were: Celestino Corral, for Corral, Wodiska & Co., 214 bales; Cuesta, Rey & Co., 210; E. H. Gato Cigar Co., 170; Partagas, 200; Gutierrez & Diehl, 173; Leslie Pantin, by cable for his customers, 133; Adolfo Moeller, 117, and C. E. Beck & Co., 100 bales.

Mr. Hermann Diehl, of Gutierrez & Diehl, is expected home from his bridal trip to Europe during the coming week. Don Miguel Guiterrez has been very active in the country making contracts of leaf for future delivery to their escogidas.

Mr. René Berndes will leave Germany on May 31 per S. S. "George Washington" for New York, and ought to reach here about June 17.

Mr. Walter Keffenburgh continues to devote his time to supervising the heavy purchases made for their firm of I. Kaffenburgh & Sons in the Santa Clara province. We understand that they purchased heavily of the Manicaragua crop as usual. Mr. Albert W. Kaffenburgh is expected here by the end of this month.

The principal nine shippers above 200 bales of tobacco from the port of Havana during the last two weeks, ending May 17, were: Max Stern, 1758; Mark A. Pollack, 1333; J. F. Berndes & Co., 753; Leslie Pantin, 347; Menendez & Co., 334; M. A. Suarez & Co., 322; Diego Montero, 230; José H. Cayro & Son, 219, and Manuel Suarez, 218 bales.

Don Antonio Garcia, who deposits his tobacco at 100 San Miguel Street, has purchased in San Juan y Martinez the justly famous vegas of La Isleña, El Gacho, Manuel Cabrera and Juan Lopez in escogidas by the vegueros. He also purchased in bundles, to be packed by him, the vegas of Juan D. Hevia, La Chorrera and the vega of La Viuda de Abra. The prices paid were high, but there are some wrappers, and the aroma is as fine as could be possibly desired, therefore the manufacturer that should acquire these vegas would be fortunate indeed in getting some of the cream of this year's crop. There will be about 1500 bales in all when the packings are finished.

ORETANIV.

What Cigars are Selling in Minneapolis

Investigators Found that Advertised Brands Lead—A Detailed Report on Smoking Tobacco, Too

AS the result of an investigation of merchandise sold and in demand in the downtown shopping district in Minneapolis, the Tribune, of that city, has prepared a very interesting report on the cigar and tobacco trade. Fifteen wholesale cigar and tobacco stores and 70 retail were visited by the investigators in Minneapolis proper.

In addition to the cigar stores, in the Minneapolis market there are the following cigar houses in territory contiguous to that city: St. Paul, 16 wholesale and 51 retail; Minnesota, outside of Minneapolis and St. Paul, 58; North Dakota, 26, and so on. In addition to the strictly cigar stores, there are 8815 general stores and 2381 drug stores in this territory, nearly all of which retail cigars.

Speaking of Minneapolis proper, it was found that there are 1000 cigar stands, including those operated in connection with other kinds of business, six of them being United Cigar Stores.

Dealing specifically with the brands in demand, the report says:

Twenty important cigar stores and drug stores in the downtown district of Minneapolis have furnished us with a list of the 10 best selling 10-cent cigars. This list makes a pretty good representation of the 10-cent demand in Minneapolis.

Those mentioned more than once are indicated by a numeral at the side:

Don Antonio.
La Securidad, 2.
El Salero, 5.
La Venga.
Lovera, 7.
Lawrence Barrett, 8.
Corina, 2.
Roi-Tan, 13.
Aquilas, 5.
Tom Moore, 13.
Webster, 2.
Lozano.
El Sidelo, 3.
La Toca, 2.
La Azora, 11.
Charles the Great, 7.
Buddha, 2.
Van Dyke, 2.
Sanchez Haya.
Coraza, 7.
Chancellor, 4.
Garcia, 7.
Rigoletto, 7.
El Firma, 6.
Henry the Fourth, 2.
Seal of Minnesota, 10.
Commercial Club, 3.
Alcazar, 2.
La Preferencia, 6.

It will thus be observed that the "Tom Moore" cigar is one of the 10 best sellers in 13 out of 20 leading cigar outlets; "Roi-Tan" is equally popular; "La Azora" is one of the big sellers in 11 of these places; and "Seal of Minnesota" in 10 of them. The relative popularity of any of the above brands can thus be noted.

The 10 best 5-cent sellers from each of the same dealers resulted in the following list:

Little Tom, 12.
P. D. Special, 3.
El Merito, 3.
Black & White, 3.
La Azora, 10.
Cinco, 10.
Henry George, 13.
Preferencia, 6.
Chas. Denby, 12.
Sight Draft, 12.
Bachelor, 7.
Little Barrett, 7.
Tom Keene, 5.
Newport Club, 3.
La Thama, 2.
Kossuth, 2.
Bella Mundo, 2.
John Ruskin, 5.
Owl, 2.
Full Weight, 2.
Little Seal, 6.
Portuondo, 3.
Sanchez Haya, 3.
Little Arthur.
Aquilas, 5.
El Radio, 2.
El Salero, 2.
Roi-Tan, 4.
Bank Note, 2.
Lovera Havana.
El Sidelo, 2.
El Firma, 2.

The "Henry George" seems to be the most popular 5-cent cigar; being one of the leading 10 in 13 of these places. It is closely followed by "Little Tom," "Charles Denby" and "Sight Draft" and "Cinco."

In the better grades of smoking tobaccos "Edgeworth" leads in distribution, being sold by about 70 per cent. of the dealers. "Herbert Tareyton," "Falk's American Mixture," "Falke's Serene Mixture" and "Cake Box Mixture," are all good sellers at most of the tobacco stores.

In the cheaper brands of tobacco, "Bull Durham" leads in demand, "Prince Albert" is second, "Tuxedo" third, "Velvet" fourth, "Shag" fifth, "Lucky Strike" sixth, "Epicure" seventh, "Twin Oaks" eighth, "Duke's Mixture" ninth. Some of the others called for frequently are: "La Mira," "Red Band," "Nicollet Mixture" and "Stag."

An analysis of the above shows very conspicuously that the advertised brands are the ones in big demand.

Such well-known 10-cent cigars as "Tom Moore," "Roi-Tan," "Seal of Minnesota," "El Salero," "Lawrence Barrett," "Charles the Great," "El Sidelo," "La Azora," "La Preferencia," "Rigoletto" and "Chancellor" have all been extensively advertised and show it by their popularity.

In the 5-cent sellers, the advertised cigars are equally prominent. "Henry George," "Little Tom," "Charles Denby," "Sight Draft," "La Azora," "Cinco," "Preferencia," "Bachelor," "Little Barrett," "John Ruskin" and "Little Seal" have all been well advertised in this city.

In the cheaper tobaccos, the influence of advertising is generally shown. "Bull Durham" has always been one of the best advertised tobaccos in America, and naturally leads. The most aggressive advertiser next to "Bull Durham" in the past few years has been the R. J. Reynolds Tobacco Co., and their "Prince Albert" has already climbed to second place in local demand. The next seven leaders have also been well advertised. In fact, the advertised cigars and tobaccos dominate the field in Minneapolis.

Louisiana Tax Collector Brings Suit Against "United"

JOHN FITZPATRICK, State Tax Collector of Louisiana, has brought a suit for $5000 against the United Cigar Stores Co., of that state, alleging that coupons or certificates are given away with purchases at the chain stores, which he considers is a violation of the law in that state against using trading stamps. Under the Louisiana law, a license tax of $5000 is levied upon all concerns doing less than $100,000 business yearly if these concerns use trading stamps. The suit so far has had no effect upon the United's way of doing business. They recently celebrated their twelfth anniversary in the city of New Orleans, and as is usually done on these occasions, gave double certificates. The independent dealers of New Orleans state that Mr. Fitzpatrick's interpretation of the trading stamp law will allow them to compete with the chain stores on a more even basis, provided he wins his suit.

J. T. Snyder Takes Over Jenkinson Stands

Joseph T. Snyder, of Buffalo, N. Y., the proprietor of a chain of retail tobacco stores, added four new stands to his chain on May 13, when he took over the R. & W. Jenkinson Co.'s stores in Cleveland, O. The R. & W. Jenkinson Co., who asked creditors for an extension a short time ago, have disposed of all their retail stores and will hereafter devote their efforts towards manufacturing cigars and stogies. This last deal of Mr. Snyder's gives him six first-class cigar stores in Cleveland. Within the last month he opened two new stores in Detroit and one in Erie, Pa.

Buys Interest in Enterprise Cigar Co.

An interest in the Enterprise Cigar Co., of Trenton, N. J., has been purchased by James Schucarth, a New Yorker. Samuel Levy and C. F. McDonald, formerly the members of the concern, still retain an interest in the business and will remain with the company.

The Enterprise Cigar Co. has a factory on Ewing Street and manufacture the "Lord Sterling," a 10-cent seed and Havana cigar, and the "Taking," nickel brand. Messrs. Levy and McDonald are the organizers of the concern and have held the controlling interest for a number of years.

Walter Sutter & Co. New Havana Exporters

A new Havana tobacco exporting concern which recently acquired a warehouse at Estrella, 55, that city, will conduct a commission and exporting business. The concern, known as Walter Sutter & Co., consists in addition to Mr. Sutter, of Fred Abbott and Manuel F. Quinto. They are all well known in the leaf tobacco circles of Havana.

The Independent Cigar Manufacturing Co., of Cincinnati, have purchased a property located at 124 East Pearl Street, that city, consisting of a three-story and basement building. It is understood that they intend using the entire building for manufacturing purposes.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

Doings of the Reading Trade

READING, May 21.

FROM reports given by leaf tobacco men and others who are in touch with all the cigar manufacturers in this district, there is every indication of a decline in the cigar output the last two weeks. All the factories are running in a fair manner, but the hustle that was so evident a short time ago is now lacking. This is true of the larger factories as well as the smaller ones. The concerns in Quakertown, Perkasie and other points on the way toward Philadelphia also make the same report. The manufacturers state that this is but temporary and that after the tariff bill has been passed, they look forward to a resumption of trade on the former scale. There is no doubt that in the Middle West there seems to be a tendency to wait until the tariff scare is over before stocking up heavily on cigars. And since the business of many firms in this vicinity depends on conditions in that section the present dullness is to be expected.

S. S. Stewart & Sons are making good headway on their "John Hay" and "John Hay, Jr.," cigars. The quality of these brands is beginning to be recognized in a substantial manner by the jobbers who are handling them. They are among the biggest sellers in Reading.

The cigar dealers state that there has been a decided falling off in cigarette sales since the new law has been passed, which prohibits the sale of cigarettes to any person under 21 years of age. One retailer interviewed stated that as far as he is concerned he was glad that the Thompson bill was enacted into law, for then the dealer was not worrying all the time whether he had sold to a minor or not. Under the new law the purchaser of cigarettes under age is compelled to tell the name of the dealer who sold him the cigarettes or the purchaser is held liable as well as the dealer. This has tended to make the young smoker a bit wary about misrepresenting his age. Many dealers say that their profits on cigarettes are so small that they would be willing to discontinue selling them. They say they are compelled to carry them for convenience.

Alderman Henry H. Wentzel, who died about ten days ago, was well known among the cigarmakers of this city and his death has been much regretted by his many friends. Mr. Wentzel was engaged in the manufacturing of cigars at his home at the time of his death. He lived at 527 Laurel Street and was 57 years of age. He is survived by a widow and six children.

John U. Fehr & Son report a lively demand the past month or so in Pennsylvania tobacco. When speaking of it recently to a TOBACCO WORLD representative, Mr. Fehr, Sr., said that they had a good amount of the best Pennsylvania on hand and that they were well prepared to take care of all calls for this variety of tobacco. This concern packs all their tobacco and carry anything that the present day cigar manufacturer needs in the way of leaf tobacco. They were losers in the flood in the Middle West recently. One carload of tobacco came through in good shape, but another was delayed by the railroads and was lost. The latter shipment should have been in Reading at the time of the flood, but on account of the delay by the railroad in shipping it on time it was caught by the rising waters and ruined. They are heavy sellers of Ohio tobacco, buying it from the farmers in that state and packing it in their warehouse here in this city.

Since the new plate glass has been placed in the Fourth Street side of the American House, following the renovations that popular hostelry has been undergoing, the cigar department has benefited by the change. It gives a good view of the business section of the city, and after the interior of the stand has been fixed up it should be one of the best stores in the city. Schlapping & Eddy, who operate the cigar department, carry a good line of cigars, catering to the traveling trade as well as to the Reading smokers.

Lancaster Packers Slowly Absorb 1912 Crop

LANCASTER, May 22.

THE local interests have been buying up the remnants of the 1912 Pennsylvania crop at prices of from 5 to 8 cents. Considerable tobacco has changed hands and it will not be long before all the crop is in the warehouses. A number of the Lancaster packers have been buying up York County tobacco the last month or so because it is cheaper than Pennsylvania, and they have had a call for cheap tobacco lately. From all reports the new tobacco is coming along nicely, although some packers report black rot. There is not much of it they state.

The tobacco growers evidently are beginning to turn over a new leaf this year. It was not thought at first that they seriously intended to raise Havana seed, but from all indications the acreage in this country will run close to 1500 acres. There is no question that the tobacco grower in this county can make more money raising that kind of leaf, but the question is, can he raise the required quality. He will probably realize from 18 to 20 cents if the tobacco comes up to the standard. If he does not raise the right quality, he will realize even less than he does on broadleaf. Several packers have stated to the writer that the Lancaster County grower will be compelled to pay more attention to his tobacco if he expects to raise Havana seed. If he goes at it the right way and does not use some of the methods condemned by the packers in late years he will make money.

At a recent meeting of the tobacco growers several members urged the farmers to grow binder tobacco. It was pointed out that Wisconsin could not be expected to raise all the binders and that if the Lancaster County farmer realized it he could supply a large part of the binder tobacco. There has been a pronounced dullness in cigar manufacturing circles as compared with a short time ago. Some of the manufacturers account for this by the unsettled condition of some parts of the country due to the pending tariff bill, and that dealers in the Middle West are wary about stocking up heavily. Whether it is that or not, there is no question that the factories are experiencing a slump.

J. K. Shirk, the wholesale dealer, has recently purchased an automobile delivery truck. He reports business as good for this time of year.

At the meeting of the Executive Committee of the Lancaster County Tobacco Growers' Association a resolution was passed, which will be forwarded to Congress, protesting against the free admission of cigars and tobacco to this country from the Philippines, as proposed under the new tariff law. They claim it would work injury to the domestic tobacco grower.

York Manufacturers Not So Busy as Formerly

YORK, May 22.

ALTHOUGH the majority of the cigar factories in this vicinity have been running to full capacity the first three months of the year, a number of plants report that business is not coming in now in the manner it should. This condition seems to prevail in almost all parts of the country, particularly in the lower end and down in Red Lion and Dallastown. The first months of the year have been so good that the cigar manufacturers are somewhat surprised at the change which has been so noticeable recently.

The C. H. Plitt cigar factory has been working night work for some time, but they are again only running on regular time. The "Liar" cigar has been pushed with excellent results since the first of the year and the many orders on file at the factory compelled them to run overtime for a while. The new shape "Liar," londres, caught on well and is one of the most popular shapes. One of the show windows of the Young & Busser store has had a catchy display on this brand the past week. The "Twentieth Century" cigar, the small, Havana filled brand of this house, is finding new connections regularly. Mr. Plitt stands back of his guarantee that the filler of this cigar is all Havana, and of the best quality, and challenges any manufacturer to equal the brand in quality.

George W. Parr, the Littlestown cigar manufacturer, has been operating his factory since the first of the year on full time and states he expects to do a record breaking business this year. His "Lord Wharton" cigar is one of his best sellers at present.

A trip by THE TOBACCO WORLD representative to Red Lion, Dallastown and McSherrystown disclosed the fact that the cigar manufacturers in those towns have been doing a good business so far this year, but that there has been a let-up the past few weeks. This drop has been surprising, in view of the activity only a short time ago.

Ask Injunction for Infringement of Title

H. Rippen, of Perth Amboy, N. J., has asked for an injunction against Samuel Fisher & Co., of Trenton, N. J., to restrain the latter company from manufacturing and selling two brands of smoking tobacco which they claim are inferior imitations of their "Kassan" and "Tisza" brands and infringe upon the trade-mark rights.

The brands in question are specially used for chewing and smoking by foreigners and the Rippen Company state that Fisher's were not only imitating the style of package and brand, but printed the words "H. Riplen" across the label in imitation of the original manufacturer. The application for the injunction is expected to be answered within the next week by Vice-Chancellor Lewis, of Jersey City, N. J.

The United Cigar Stores Co. opened their first stand in Charleston, S. C., on May 17, and as a result there is a lively warfare on between the independent dealers and the chain stores. Meanwhile, the smokers of Charleston are enjoying bargains never heard of in that city, many of them having become addicted to the coupon fever.

LEAF TOBACCO MARKET

Lancaster County Growers to Put Over 1000 Acres in Havana Seed—Transplanting Goes Along Slowly in Cigar Leaf States—Warmer Weather Needed Everywhere

NEW YORK.

NEW YORK CITY, May 23.

THE principal feature of the leaf market at present is the activity in Sumatra. The large importing houses are doing a fine business. Sales to out of town manufacturers have been unusually large. The totals are far above any figure of previous years.

Domestic tobaccos are selling fairly well, but there is no special demand for them at present, with the exception of binders and Havana seed. Ohio tobacco has been changing hands at figures a little above the average, but it is problematical whether this is due to any lack of the leaf. No one predicts any decided change in prices on account of the flood.

There is a let up in Havana tobacco circles. There has been little demand and the tobacco that changed hands was of only small amounts. Packing is going along slowly and the strike of the selectors in the Havana warehouses has helped to slow up the operations. In addition, the weather has been far from favorable.

Since the majority of the cigar manufacturers are optimistic as to their business so far this year and their plans for the coming months, there is no reason for not thinking that the leaf markets will not share materially in the prosperity. The delegates are again back from the convention in Atlantic City and report having a beneficial as well as enjoyable time.

PENNSYLVANIA.

LANCASTER, May 21.

THE tobacco growers of Lancaster County will take up the matter of growing Havana seed tobacco, instead of the usual broadleaf, to a greater extent this year than is generally supposed. Some growers have stated their intention of supplanting broadleaf altogether if things go the way they want them to this season.

Fully a thousand acres, mostly in the southern section of Lancaster County, will be planted with the Havana seed, and if it is a success it will mean a revolution in tobacco growing in Lancaster County, for beyond a doubt it would mean abandonment of the broadleaf, which has been the kind of tobacco favored by Lancaster County growers heretofore. The prices paid for broadleaf in the last few years have been about 10 and 11 cents a pound for wrapper goods and 2 to 4 cents a pound for the filler grades, and a poor market for the grades when they reach the packers' hands, at that. If the Havana seed turns out a good crop it means selling the grade for 18 to 20 cents a pound, and the packers would find a ready market for it.

The Lancaster County Tobacco Growers' Association has decided to institute a membership boom, which is very necessary, as only 200 out of the 10,000 tobacco growers of the county are members of the association. It is felt that until the body grows in numbers it cannot have the influence it should have in tobacco circles. A committee, consisting of George Hibshman, I. H. Weaver, F. N. Stevenson and Otto Olson, was appointed to arrange for a great farmers' outing on August 8, the committee to choose a place. The outing has in view interesting growers in the association. Considerable time was devoted to discussing plans for aiding the grower to secure better prices for his tobacco, but no definite action was taken. Community warehouses for receiving the tobacco, to be sold by agents, are favored by many.

CONNECTICUT.

SUFFIELD, CONN., May 18.

SOME of the tobacco growers have already begun the work of transplanting tobacco plants from the seed beds to the fields, but the work will not become general for a week at least. Some of the seed beds have been coming along very nicely and it has been necessary in some instances to thin out the plants in order to save the rest. The land is being prepared in all sections. Farmers say that in plowing up the ground they are unearthing an unusually large number of cutworms. This is probably due to the fact that the winter has been an unusually mild one and did not kill the worms. As many of the growers now prepare the ground before planting this may not injure the plants. The weather has not been quite as favorable as the farmers would have liked to have it, but a number who have larger acreages than usual were compelled to start earlier this season.

Even if the prices of Connecticut tobacco are good, there will not be a very large increase in acreage this year. It would seem that in view of the fact that Connecticut has been selling so well the past two years and that the duty on imported wrappers will not be reduced, that our growers would take advantage of this and raise more tobacco. The shaded acreage will not be larger than last year, at least not large enough to be noticed; but Havana seed and other tobacco will probably be grown more than last year. This may have the result of relieving the binder situation. But some of the Connecticut growers seem to think that the first time that Wisconsin raises a large crop that prices are scheduled to take a tumble in this section.

Reports from Manchester state that the Connecticut Sumatra Tobacco Co. will try another planting at the tobacco plantation in Buckland this year. It is said that 175 acres will be under cultivation. They have run a pipe line and the water is pumped to a reservoir where it is distributed to all parts of the plantation. All the tobacco is to be grown under cover.

WISCONSIN.

EDGERTON, WIS., May 16.

THE weather of the week past has proven entirely too cool for the satisfactory growth of the plant beds, quite severe frosts having occurred one or two mornings that might show its effect upon the unprotected beds. Warmer days must soon be forthcoming or the planting season will be delayed beyond the usual date in this state.

A couple of quite severe freezes occurred during the week which will doubtless have some effect upon the uncovered beds. There is complaint, too, that the plants are rather thin on a good many beds, resulting from the drying winds soon after the seed was sown. However, under influence of the right weather conditions the young tobacco plants come forward surprisingly, so it is hard to tell at this stage just what the coming month may bring forth, but the prospects at present must be put down several points below the normal at this date.

Three or four warehouses have still considerable packing to be done in this market before completing the season's handling, otherwise there is nothing about the local markets worthy of mentioning. Sales of cured leaf are confined to small order business.

Wherever the bulks of cased goods have been broken, it is found that the tobacco is sweating generally satisfactory, though an occasional bit of black rot is encountered in the early packings, but not enough to cause much alarm.—*Edgerton Reporter.*

OHIO.

CINCINNATI, May 17.

PLANT beds in the burley section have been doing well but are now delayed and in some instances permanently injured by the prevailing drouth and cool weather. Those late in breaking land will be further delayed by the dry weather. The ground is plowed with difficulty and is hard to prepare for plants. Another adverse feature is the prevalence of myriads of cutworms. However, interest in the situation is by no means waning. There is now practically no burley in the country and little in the growers' hands. A small amount is held at Cincinnati and Louisville. Speculators, however, still hold quite a large amount but a very small per cent. of the total crop. These holdings are being slowly sold at the two points mentioned above. The market is stronger and average prices slightly higher.

The financial matters of the Burley Tobacco Co. are found to be quite irregular by those appointed to investigate the same. Loose and incompetent bookkeeping, resulting in much uncertainty and confusion, is found in many instances. A lawsuit involving $100,000 is now pending against the organization and the result is being watched with much interest. Another important case is one instituted by this company against certain members for selling pooled tobacco. These cases are now before the Supreme Court which is considering them this week.—H. E. TWEED, in *Ohio Farmer.*

KENTUCKY.

HOPKINSVILLE, May 19.

MUCH tobacco is being set in Christian and adjoining counties today following the rains which fell in many sections yesterday and this morning. This is the first chance the farmers have had to transplant their plants, and as most of them had the ground ready and plants were well grown, they have been anxious for a season.

The rain was not as general as had been wished but in those sections visited it was generous. This will probably entirely relieve the dry condition throughout the county, which had almost reached the proportions of a drouth and as the result of which crops had begun to suffer and farm work was being delayed.

In the Church Hill neighborhood and possibly other sections, there was considerable hail recently. Some of the hailstones were of large size. But the hailstorm was of short duration and was not severe enough to do any real damage. This probably accounts for the cooler temperature which has prevailed since that time.

HENDERSON, May 17.

The grand jury has begun an inquiry into the tobacco plant bed depredations and a number of witnesses have been examined. Several tobacco growers who suffered at the hands of the miscreants have appeared before the body. It has been currently rumored that there are a few men whose beds were sown who have made statements that they know who the depredators were. Whether they will furnish information, and indictments returned as a result, or whether the grand jury will meet with the same failure as the Webster County jury, is only a matter of speculation, of course.

Leaf Tobacco Notes

The cool weather which has been general in all parts of the country the past two weeks, has caused many tobacco growers in all sections, who had planned to begin transplanting, to decide to wait for a while. This condition is found in Wisconsin where the young plants have made poor headway, in Pennsylvania where the growers had to contend with snails in their seed beds, and in Connecticut, where cool weather is hampering farmers in the work of setting the plants in the fields.

John H. Duys, of H. Duys & Co., the well-known Sumatra house, recently completed a quick trip to Detroit, where he personally disposed of a large block of Sumatra to cigar manufacturers.

The trial of the Imperial Tobacco Co., Inc., and the Imperial Tobacco Co. of Great Britain and Ireland, Ltd., indicted at the last January term of the Henderson Circuit Court, Kentucky, on the charge of combination in restraint of trade, will be tried either in Union or Henderson Counties, with the chances in favor of the former. The Imperial Tobacco Co. had asked for a change of venue, claiming that they could not get a fair trial in Henderson County.

A tobacco sales company in whose membership will be farmers and growers, who dissent from the policies of National Leaf Growers' Union, and its offspring, the Growers' Sales Agency, was formed at a meeting in the Phillips House, Dayton, O., on May 20. The new organization is capitalized with $150,000, with the par value of the stock placed at $25.

Several firms of leaf dealers have recently organized in Havana, Cuba. One of them just opened for business is Lozano & Miguel, at 130 Monte Street. Their warehouse is undergoing some alterations. The partners are Manuel Lozano and Saturnino Miguel, more familiarly known in that city as Casin.

Perea, Valdesuso & Co. is another leaf firm recently organized at 97 Amistad Street, Havana, and this firm will handle principally Remedios tobacco, as the two partners, Mr. Perea and Mr. Valdesuso are natives of the Santa Clara province. Don Cesareo Gonzales, also a member of this firm, will shortly leave for Spain for a short vacation.

Late reports from the Winconsin tobacco growing centers state that farmers are complaining of the poor showing the young plants are making for this time of year. This is due to the dry winds which killed much of the sprouted seed and cool weather which retarded the growth of the plants. Many growers have been compelled to re-sow their seed beds.

From Boston comes the news note that Benno Neuberger, of E. Rosenwald & Bro., New York, put through a big Sumatra deal in that city. This is not surprising. It's an old habit with this man.

The large re-drying plant at Winchester, Ky., which has been idle for three years, has been leased by G. L. Kirkpatrick and J. W. U. Clay, tobacco men of Mt. Sterling, Ky. The plant has a capacity for 60,000 pounds daily and was leased from the Planters' Loose Leaf Warehouse Tobacco Co. for a term of three years.

San Francisco

Scheunert Bros. Co., of Sacramento, Sell Out Jobbing Business to Reynolds & Dyer—Conditions of Trade Reported Fair

SAN FRANCISCO, May 26.

BUSINESS is not exactly booming in San Francisco, and with crops somewhat lighter than usual the country business is only moderate in most localities, but on the whole the situation offers little ground for complaint. The Exposition is constantly becoming a more important factor affecting the local trade, as nearly all the large buildings are now under construction and work on the grounds will be rushed for the next year and a half. Travelers who have an opportunity to observe conditions in many parts of the country state that the Pacific Coast is in as good shape as any part of the United States.

A change has taken place at Sacramento, Cal., which will be of considerable importance to the trade throughout the Sacramento Valley. Scheunert Bros. Co., one of the oldest cigar firms in the state, having been in business at the capital city for about 30 years, have sold out to Reynolds & Dyer, of Chico, Cal. The former concern has had quite a large jobbing business, mainly on the "long-shot" order, covering several counties around Sacramento; while Reynolds & Dyer have had a jobbing trade throughout the northern end of the Sacramento Valley, and by the purchase have added greatly to their territory. While the latter firm has already taken charge, the Scheunerts will look after their old accounts for a month or two before retiring from the business.

Mr. Furguson, covering Oregon and Washington for the Turco-American line of cigarettes, is making a short visit to San Francisco.

Edward Wolf, of the Edward Wolf Co., has just returned from a week's visit to Los Angeles. Mr. Wolf says the "Nestor" cigarettes are selling "like hot-cakes," the demand having grown rapidly in the last few months.

Harry W. Robare, representing V. Guerra, Diaz & Co., Tampa, whose "La Mega" brand he is featuring, is in San Francisco. Needless to say, he is busy.

Fillmore Street has had its ups and downs, and now seems to be coming up again, as the shacks of 1906 are being replaced by permanent buildings. A fine block of concrete stores is going up opposite Dan P. Carter's stand, at Turk and Fillmore, and he looks for lively times in that district on its completion.

W. I. Pixley has just returned from a tour of the South Coast counties and reports a fair business in Dill's tobacco, though he says crops in that district are very poor. The Krinsky cigarette line, he says, now has a good start, as the jobbers are beginning to send in some good orders of their own accord, and the goods are going well at many retail stands. Mr. Pixley will start shortly for his Sacramento Valley trip. H. T. Spencer is getting started on the Dill's campaign at Seattle.

Herman Moss, Western representative of the S. R. Moss Cigar Co., has returned from a Southern trip and reports business rather quiet at Los Angeles, which is beginning to feel some effects of the orange freeze. He has started North.

Reynolds Tobacco Co. to Improve Lexington Plant

Plans have been completed whereby the R. J. Reynolds Tobacco Co., which owns extensive warehouse property in Lexington, Ky., will make increases in their facilities in that city, by the building of a three-story storage warehouse and a modern power plant to furnish power and light for all the R. J. Reynolds houses in the city. The plans also call for the reconstruction of the old Bowmar warehouse on South Broadway, entailing an expense of thousands of dollars. The new three-story warehouses will be equipped throughout with automatic sprinklers.

C. Clinton Clark, a cigar salesman, of Westfield, Mass., died suddenly at his home in that city recently. He was 46 years of age, and before becoming a salesman for the Eastern Cigar Co., had learned the cigarmaking trade.

The many friends of General Emilio Nunez, who was formerly a partner in the Loeb-Nunez Tobacco Co., of Havana and Philadelphia, will be pleased to learn that he has been appointed Secretary of Agriculture, Commerce and Labor in the Cabinet of President Menocal, of Cuba. His friends in Cuba are congratulating him and feel assured that his administration will result in the improvement of agricultural and commercial relations.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

DR. GREEN:—25,969. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1913. Stanley F. Green, Hudson, Pa.

1-80-3:—25,970. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1913. Engelhardt Bros., Nashville, Tenn.

M. F. R.:—25,971. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1913. Manuel F. Rodriguez Cigar Co.

SICARD:—25,972. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1913. Steffens, Jones & Co., New York.

TREDGOLD:—25,973. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1913. Steffens, Jones & Co.

TWO ROBINS:—25,974. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1913. Geo. N. Williams, Reading, Pa.

OUR MINNIE:—25,975. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. Wm. Steiner, Sons & Co., New York.

COLONEL BAKER:—25,976. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. J. A. Shuhart & Co., York, Pa.

LA ADMIRABLE:—25,977. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. J. A. Shuhart & Co., York, Pa.

GREEN LADY:—25,978. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1913. Steffens, Jones & Co., New York.

DUTCH TRIAL:—25,979. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. E. Waegeman & Son, Bridgeport, Conn.

DUTCH TRIO:—25,980. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. E. Waegeman & Son, Bridgeport, Conn.

ENTHEMA:—25,981. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. Ruy Lopez Co., New York.

LA TEPHERRA:—25,982. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 10, 1913. Max Sorkin, New York.

GOBAK:—25,983. For cigarettes. May 12, 1913. Araz Grocery Co., Boston, Mass.

THE GENTLEMAN FROM KEY WEST:—25,984. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 12, 1913. R. C. Baccaise, Key West, Fla.

MARISTANO:—25,985. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 13, 1913. Kraus & Co., Baltimore, Md.

ALLIE K.:—25,986. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 13, 1913. M. M. Kitz & Sons, Oshkosh, Wis.

JEUN TURQUE:—25,987. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 14, 1913. Euripides Z. Argyropoulo, New York.

JOHN TOWNSEND:—25,988. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 14, 1913. Michigan Cigar Box Co., Detroit, Mich.

HAVANA RUBY:—25,989. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1913. Frankel & Popalow, Philadelphia.

FRIENDLY CLOUD:—25,990. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1913. Jacob Young, Pittsburgh, Pa.

THE PLEASANT WAVE:—25,991. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1913. Jacob Young, Pittsburgh, Pa.

LOANDA:—25,992. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1913. Ruy Lopez Co., New York.

LA ZAGALA:—25,993. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. (This registration is made conditionally.) May 15, 1913. Kaufman, Pasbach & Voice, New York.

HAVANA PURPLE:—25,994. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 16, 1913. A. F. Fix & Co., Dallastown, Pa.

DR. WILLIAM T. G. MORTON:—25,995. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 16, 1913. Kaufman, Pasbach & Voice, New York.

SPANISH BROWN:—25,996. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 17, 1913. The Moehle Litho. Co., Brooklyn, N. Y.

FOR BEAUTY SAKE:—25,997. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 19, 1913. M. Shelly, Philadelphia.

SIMPLE MUG:—25,998. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 19, 1913. M. Shelly, Philadelphia.

SHORT PROFIT:—25,999. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 19, 1913. Henry Gecheidal, Chicago, Ill.

HOTEL BADGER SPECIALS:—26,000. For cigars. May 19, 1913. Linder Bros., Merrill, Wis.

LENIGER'S C. B.:—26,001. For cigars. May 20, 1913. A. J. Leniger. Sent by Uganda Cigar Co., Danville, Pa.

COL. TRAVIS:—26,002. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 21, 1913. Kaufman, Pasbach & Voice, New York.

STEPHEN F. AUSTIN:—26,003. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 21, 1913. Kaufman, Pasbach & Voice, New York.

TRANSFER OF TITLE.

COLONEL BAKER has been transferred to Messrs. J. A. Shuhart & Co., York, Pa., by Messrs. Hene & Hyman, May 10, 1913. Also title **LA ADMIRABLE.**

LOCKSLEY HALL has been transferred to H. C. Nolan Co., of Philadelphia, by the Calvert Lithographing Co.

EL TEMA and **NISITA** have been transferred to the Jaynes Drug Co., of Boston, Mass., by H. C. Nolan Co., Philadelphia.

CANCELLATIONS.

O. U.:—25,698. Has been cancelled by Geo. N. Williams Cigar Co., Reading Pa., May 2, 1913.

Samuel N. Kramer a Bankrupt

Samuel N. Kramer, of Durham, N. C., at one time a member of the Ware-Kramer Tobacco Co., cigarette manufacturers, on May 19 filed a voluntary petition in bankruptcy at Raleigh, N. C., giving liabilities of $8000 and assets of $7000. Mr. Kramer will be remembered as having been interested in a suit which his concern brought against the American Tobacco Co. for damages. They won the suit, but the damages awarded went to the creditors of the Ware-Kramer Tobacco Co.

Otto Krahn Opens Cigar Store in Milwaukee

A cigar stand, with a pipe repairing department, has been opened at 591-593 Third Street, Milwaukee, by Otto Krahn, well known in that city as having been manager of the pipe department of Leo Abraham & Co. Mr. Krahn has a wide circle of friends in Milwaukee and knows the pipe repairing business thoroughly. A mail order trade will be a feature of the business.

New Stands for M. A. Gunst & Co.

The cigar stands of the Sun Drug Co., of Los Angeles, Cal., have been taken over by M. A. Gunst & Co. At present this drug concern has but three cigar stands, but they contemplate leasing four additional locations. The Gunst stores feature the brands manufactured by M. A. Gunst & Co., such as "Van Dyck," and those of the United Cigar Manufacturers Co., the "Robert Burns," "General Arthur" and the "Owl."

Late Trade Bulletins

Thad Troy, a Columbus, O., stogie manufacturer, has sold his business at 877 East Long Street, that city, to A. S. Anderson and Luke Lehmann. The new owners expect to reorganize and to improve the business considerably.

The E. J. Hamburger Co. has applied for a charter to manufacture cigars in Cincinnati, O. They start with a capital of $25,000. E. J. Hamburger is named as the incorporator of the concern.

G. Composti & Sons have opened a new tobacco store at 59 Central Street, Milford, Mass.

The new store of the Silversmith Cigar Co., at Fifty-first Street and Indiana Avenue, Chicago, Ill., was opened a short time since. They are carrying a full line of imported and domestic cigars, tobacco and cigarettes.

The Hub Cigar Co., 819 Fifteenth Street, Denver, lately owned by J. A. Bergey, has been sold to J. F. Dowell, who already owns three stands in that city.

The Lamar Tobacco Warehouse Co., of Lamar, S. C., has been organized in that city with a capital of $5000. The incorporators are R. J. Chapin, W. C. Mims, S. W. DuBose, J. F. Watson, M. J. Spears and L. J. Beasley.

A new pipe factory has been opened at 510 Fifteenth Street, Denver, which will do business under the name of the Denver Pipe Repair Shop. The members of the firm are A. B. Bernstein and H. Klompus, a practical pipe repairer.

Charles L. Steffen recently purchased the interest of A. H. England in the Cozy Cigar Store, in the Lemcke Building, Indianapolis. The store will be managed by W. J. Love, the local manager.

E. L. Moriarity, of Moriarity & Bray, cigar dealers, at Massachusetts Avenue and Alabama Streets, Indianapolis, has purchased Mr. Bray's interest in the firm and is now sole owner of the store.

The May Drug Co., of Pittsburgh, opened a new store at Sixth Avenue and Smithfield Street, that city, making the ninth stand of this concern.

A new retail cigar store has been opened at 913 Walnut Street, Kansas City, by Fred Lederman.

The Richards-Scheble Candy Co., of Hutchinson, Kan., have taken over the Travelers Cigar Co., of that city, and will continue the business along the same lines.

Incorporations and Changes in the Tobacco Trade

The Frederick Fleischman Co., Manhattan. Capital, $25,000. To manufacture tobacco. Incorporators: Frederick Fleischman, Isaiah G. Rosenthal and Frank J. Gleichman.

Progressive Cigar Co., Newark, N. J. To deal in tobacco. Capital, $10,000. Incorporators: H. M. Hyams, Newark; P. A. Regad and J. O'Hagan.

Lancaster Loose Leaf Tobacco Co., Owensboro, Ky. Capital, $30,000. Incorporators: W. D. Lancaster, George Bently and G. W. Robinson.

Frank P. Lewis Cigar Co., Peoria, Ill.; $100,000; manufacturing cigars. Incorporators: I. C. Pinkney, William T. Lewis and Tobe Jansen.

Haynes, Brown & Co., Mt. Airy, Surry County, N. C. To conduct a leaf tobacco warehouse. Capital, $40,000. Incorporators: William T. Haynes, Charles W. Fulton, William S. Haynes and Ernest L. Brown.

The Farmers' Tobacco Warehouse Co., Johnsonville, S. C. Capital, $3000. Incorporators: S. B. Poston, W. A. Tinsley and W. H. Dickson.

Farmers' Loose Leaf Tobacco Warehouse Co., West Union, O. Capital, $25,000. Incorporators: Scott Spears, S. S. Jones, John Graham, G. W. Anderson.

The Alderman Drug Co., Hartford, Conn. Capital, $16,000. Incorporators: A. F. Alderman, Carl E. Sheldrick, L. F. Bissell and F. E. Hardenbergh.

The Star Tobacco Warehouse Co., Johnsonville, S. C. Capital, $4000. Incorporators: Dr. A. G. Eaddy, C. C. Richardson and C. J. Rollins.

The West Gadsden Drug Co., Gadsden, Ala. Capital, $5000. Incorporators: L. E. Lokey and R. R. Dunaway.

The Folk Bros. Tobacco Co., Shelbyville, Ky. Capital, $20,000. Incorporators: A. M. Bond, Mike Hughes and J. H. Wakefield.

A voluntary petition in bankruptcy was filed in Louisville, Ky., May 16, by Louis Berman, a cigar manufacturer. He placed his liabilities at $2827 and his assets at $622.

Adolph M. Seckbach, formerly of Francisco Bolano & Co., has taken an interest in the San Alto Cigar Co., 114-120 North Franklin Street, Chicago.

A new location at 503 North Ninth Street, St. Louis, Mo., has been leased by L. D. Braden, a tobacconist, with a store at 417 North Tenth Street.

A new cigar store under the name of the Causeway Cigar & Tobacco Co., has been opened at No. 3 Causeway Street, Boston, Mass. The proprietor, Samuel Robbins, states that this is to be a cut-price stand.

Arvid Warner, of Rockford, Ill., has purchased a cigar store on Seventh Street formerly conducted by Kjellerstrom & Peterson. He took immediate possession of the place.

A Record

Our purchases of SUMATRA and JAVA Tobaccos for the American market:

1st	Inscription,	1,275	Bales
2d	"	375	"
3d	"	900	"
4th	"	560	"
Rotterdam,	"	800	"
5th	"	390	"
Java	"	500	"
6th	"	700	"
		5,500	"

We are daily adding new names to our army of satisfied customers. WHY NOT YOU?

H. DUYS & CO.

170 Water Street, New York

Samples of Rotterdam and Fifth Inscription Tobaccos are ready for inspection

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
86 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

NEW YORK CIGAR MANUFACTURER, thirty years established, incorporated; having paid all indebtedness, wants to reorganize. Desires the services of two with experience; each with $2500 to invest. Address "Opportunity," care "The Tobacco World."

UNEXCELLED OPPORTUNITY for a live jobber to handle the output of a cigar factory. Samples and prices on request. Address Box 500, "Tobacco World," Philadelphia, Pa.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

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Help Wanted.

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

YOUNG MAN wanted to take charge of Advertising Department, large cigar manufacturing company; one with executive ability and experience preferred. Apply Box 888, care "The Tobacco World," Phila., Pa.

LEAF TOBACCO SALESMAN for Philadelphia and vicinity. By an old established house. Splendid opportunity for the right man. Address Box 222, care of "The Tobacco World."

Situations Wanted.

PRACTICAL CIGARMAKER, age 34, four years' experience as foreman and manager of cigar factory, desires position as foreman or superintendent. References concerning experience and ability. Theobald & Oppenheimer Co., Philadelphia, or Quakertown, Pa. Not particular as to location. H. O. Sechler, Richland Center, Pa.

Patents of Interest to Tobacconists

1,033,933, Tipping attachment for cigarette machines, Vincent J. and W. Ragona, New York, N. Y.
1,034,308, Match box filling machine, Frank Schafer, Philadelphia, Pa.
1,033,240, Match box, Franz A. Fuller, Newark, N. J.
1,033,312, Case for smoking pipes, Joyn Glassinger, New York, N. Y.
1,033,482, Pipe for smoking, David H. Sibbett, Ann Arbor, Mich.
1,033,137, Pipe case, John N. Whitehouse, New York, N. Y.
1,035,542, Match, George W. Curtiss, Blackwell, Wis.
1,035,507, Humidor, Roland A. Wilson, Tampa, Fla.
1,034,617, Cigar lighter, Joseph L. Herzog, New York, N. Y.
1,035,014, Match scratching device for pipes, George Jaeger, Glendale, N. Y.
1,034,717, Smoking pipe, James F. Leeper, Lewistown, Pa.
1,036,198, Match box, George F. Dunn, Brockton, Mass.

DESIGNS.

42,858, Cigar holder and ash receiver, Otto Partenheimer, New York, N. Y.

LABELS.

16,491, "Extoler" (for cigars), Mi Lola Cigar Co., Milwaukee, Wis.
16,499, "Clay" (for cigars), Rudolph Phister, Erie, Pa.
16,509, "San Puro" (for cigars), C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,511, "La Domia" (for cigars), Julius Bien Co., New York, N. Y.
16,512, "Goldhaven" (for cigars), Julius Bien Co., New York, N. Y.
16,513, "El Telares" (for cigars), Julius Bien Co., New York, N. Y.
16,514, "Toyanah" (for cigars), Julius Bien Co., New York, N. Y.
16,515, "Doraz" (for cigars), Julius Bien Co., New York, N. Y.
16,519, "La Plantina" (for cigars), Moehle Lithographic Co., New York, N. Y.
16,478, "San Telmo Cigar Mfg. Co.'s Double Wrapped" (for cigars), San Telmo Cigar Mfg. Co., Detroit, Mich.

Copies of above patents may be obtained for 15 cents each, by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

Late Trade Items

The Left-2-U Cigar Factory, Barton, Fla., are now occupying temporary quarters in the building next to the Tillis House, that city, pending the erection of a new building to replace the old one destroyed in a recent fire.

Conrad Sweitzer has taken over the interest of Mr. Davisson, of the Sweitzer & Davisson Cigar Co., Maryville, Mo. Mr. Davisson plans to open a cigar factory at Greeley, Col.

The cigar factory of J. S. Boland, Forrest City, Ia., is now located in the building just east of Thompson Clausen's store.

William Miller, cigar manufacturer, Houghton, Mich., plans to move from the Toupon Building into the Getzen Building just so soon as the renovation which is now in progress is completed.

At a recent meeting of the wholesale and retail cigar dealers of Butte, Mont., plans of organization were perfected, officers elected, the board of directors chosen, and a constitution and by-laws approved. The organization, which was formed for mutual protection and business benefits, is headed by the following officers: Sig Schilling, president; Lee Marz, vice-president; J. A. Beers, secretary; P. C. Gillis, treasurer. The directors, including the officers, are Frank Walker, Julius Fried and Henry Lambert.

Sergius Benoit has purchased the interest of Phillip A. Letendre, in the firm of Letendre & Benoit, cigar manufacturers, located 262 Central Street, Gardner, Mass.

W. D. Hanchette and Claude Laquier are the new owners of the tobacco store formerly controlled at 119 Arsenal Street, Watertown, N. Y., by B. A. Wilcox.

A cigar and tobacco store was opened a short time ago at Macungie, Pa., by Samuel H. Hillegas.

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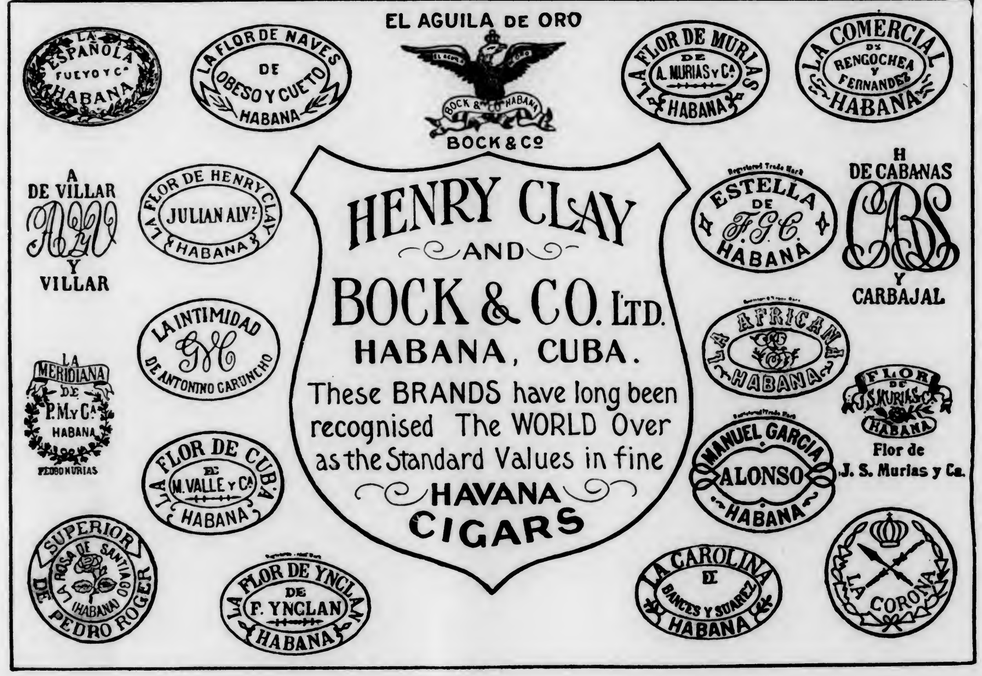

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¶ Does not necessarily improve quality.

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¶ The Florida-Georgia wrapper is not a substitute. It is the standard money making wrapper of the hour.

¶ Over 20,000 bales used last year by the leading cigar manufacturers in this country is proof positive.

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American Sumatra Tobacco Company

142 Water Street, New York

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American Sumatra Tobacco Company

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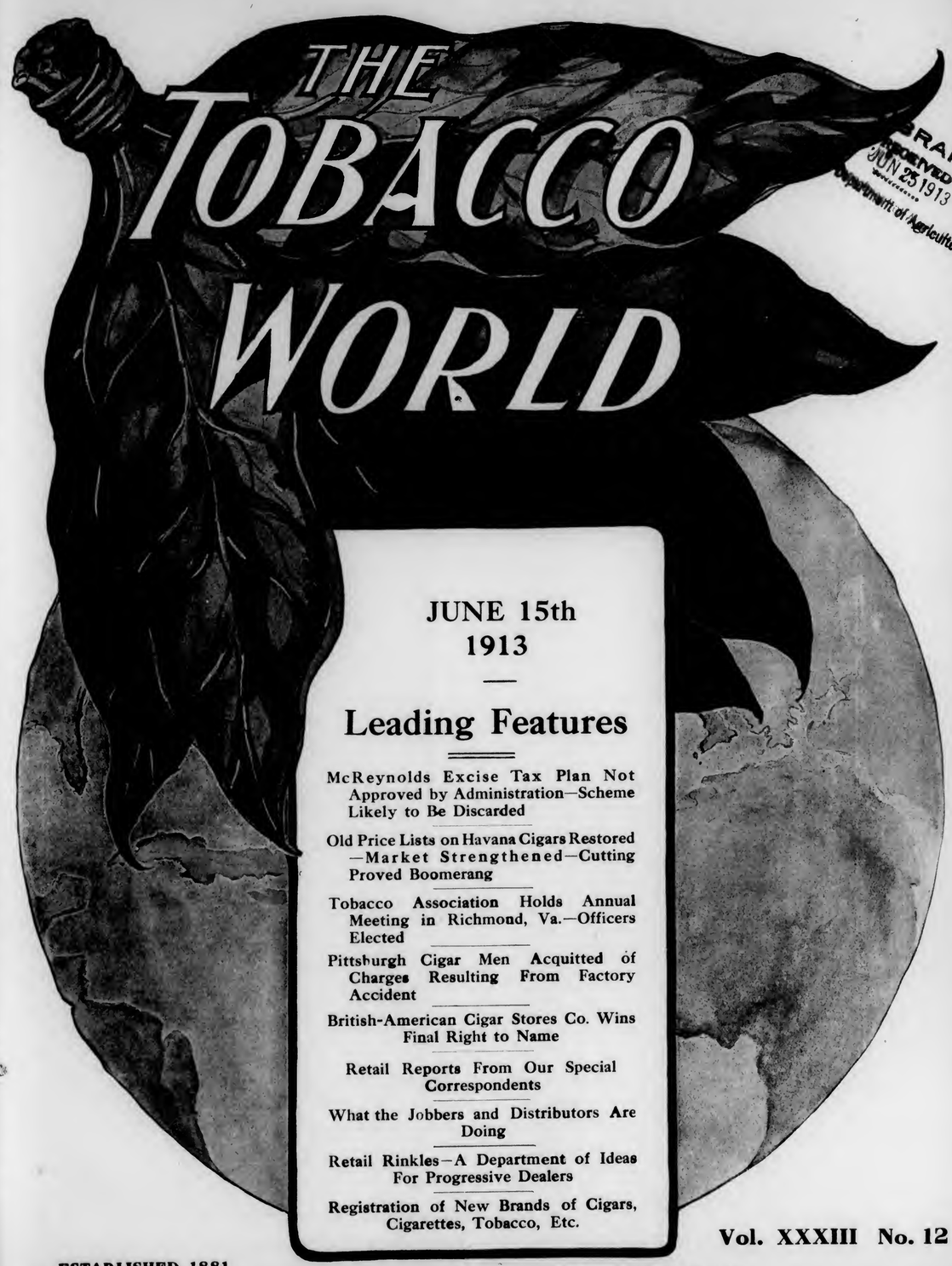

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Vol. XXXIII No. 12

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia
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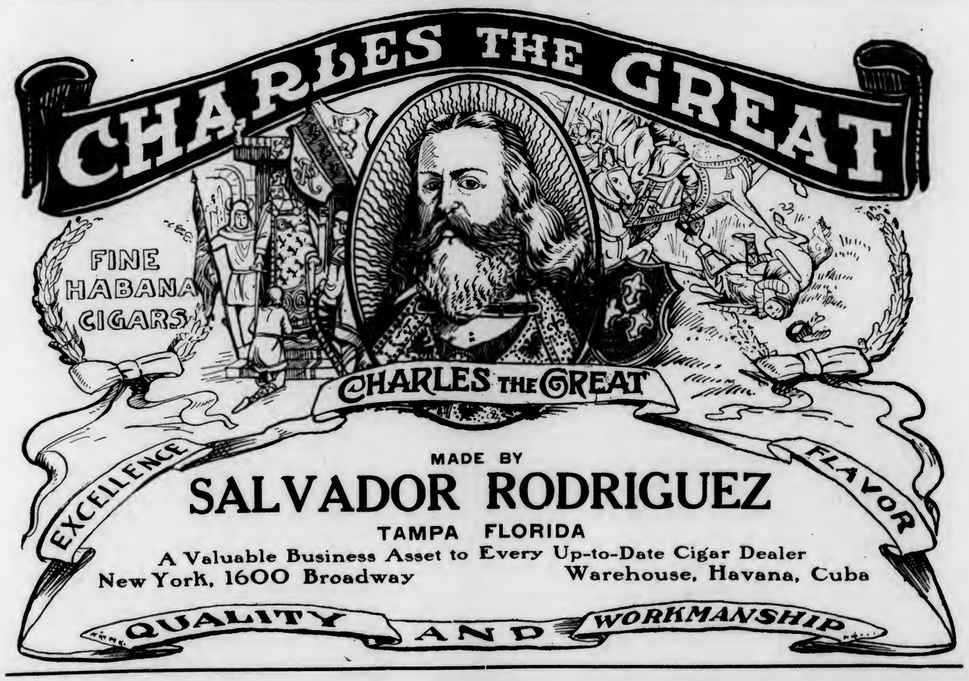

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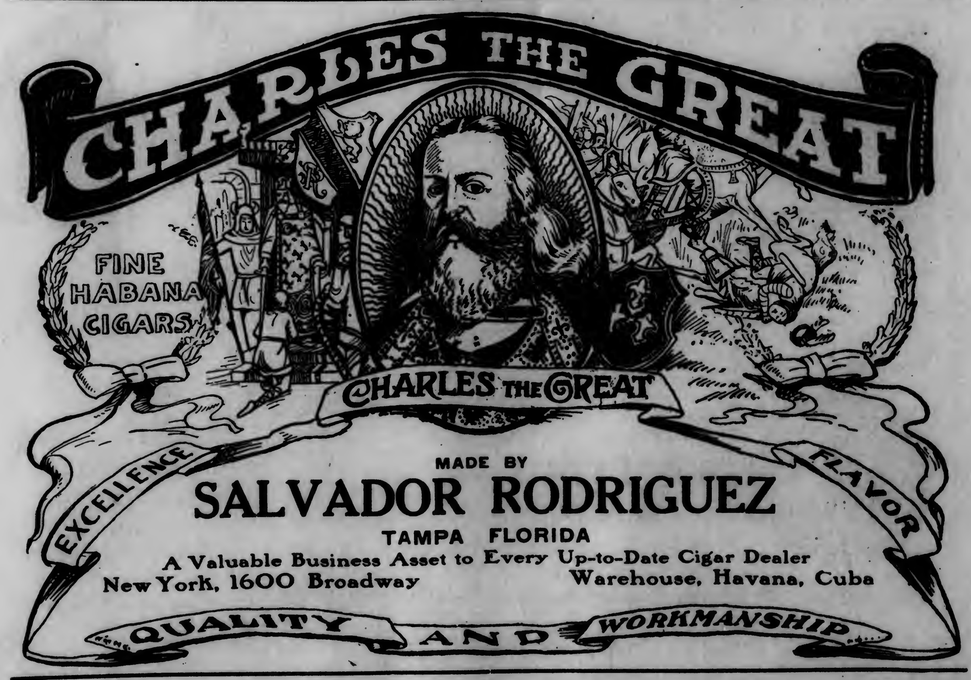

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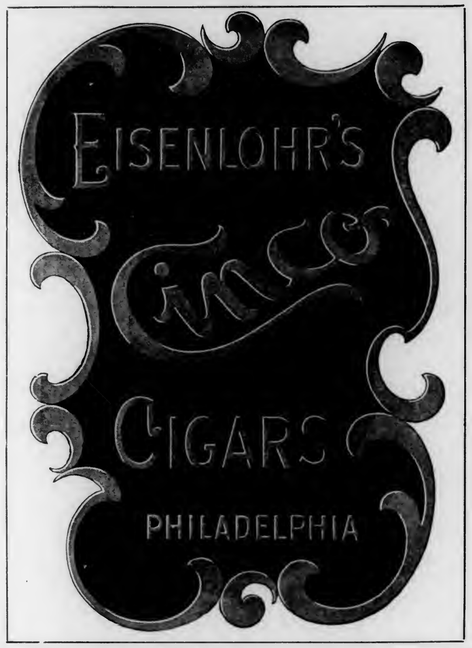

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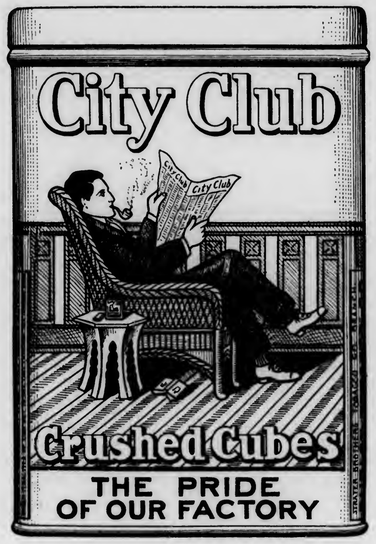

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Burley Tobacco Co., Inc., Louisville, Kentucky

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El Genio — Clear Havana Cigars

Are Made in Tampa, of Havana Tobacco, by Skilled Workmen

Mild, and at the same time aromatic, they meet the demands of the American smoking public

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257-265 Fourth Avenue — New York

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155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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CIGAR BOX LABELS AND TRIMMINGS.

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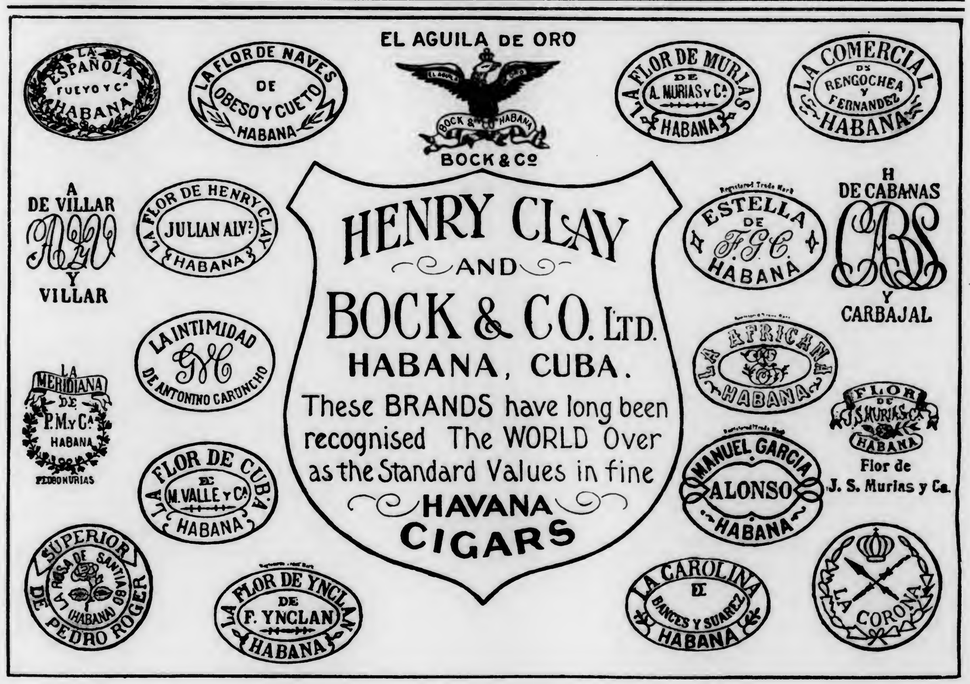
Equal to Imported

Write for Samples and Prices



Always— sells for 15¢ straight

That's the retail price of Fatima Cigarettes — New York, Frisco or any place between.

And dealers everywhere like that straight price feature of Fatimas. It assures them the maximum profit, and the attractive Fatima advertising that is regularly appearing in leading publications, keeps up the big demand for this cigarette, and emphasizes the one-price, 15 cents.

Another very pleasant fact in favor of Fatimas is their power to produce "repeat sales". Men will go out of their way for a package of Fatima Cigarettes, once they learn their matchless goodness.

Put the two together—standard price and staying quality. Then figure by any method you choose and see if you don't always come out ahead on Fatimas.

Liggett & Myers Tobacco Co.

St. Louis, Mo.

¶ More Fatima Cigarettes are sold than any other brand in this country.

"Distinctively Individual"

Following the Leader

Do you want to be the Leader; and show the way; or are you content to leave this to your competitor and when he has obtained the lead, go to him, get his brand at his price and follow the leader?

BOLD

is making Leaders almost daily. A word to the wise etc.

Get the Bold and be the Leader

BOBROW BROS.

114 S. Second Street, Philadelphia, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
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TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

MISKO

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MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

S. Loewenthal & Sons

131 Maiden Lane

New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, JUNE 15, 1913. No. 12.

Old Prices Restored on Leading Imported Cigars; Market is Steadied After Costly Cutting War

All Grades of "Partagas" and "Hoyo's" Restored—Other Brands to Resume Normal Level—Slashing of Prices Has Proved a Boomerang to All Concerned

On Monday, June 5, the old price-list on all grades of "Partagas" clear Havana cigars, was once again made effective, and Robert E. Lane, the American and Canadian representative for the factory, received congratulation from many sources.

The price of "Hoyos" is also back at the old list now, and the price of Perfectos is $190, less 5 per cent. on both of these makes, with other grades quoted at the figures which so long prevailed.

This action in connection with the attitude of the other manufacturers in Cuba, should go far toward re-establishing the strength of the clear Havana perfectos, especially in the American market, and if prices are rigidly maintained it is quite reasonable to expect that the price cutting on standard grades of Havana cigars must stop abruptly.

As a matter of fact, and from personal investigation, price cutting on Havana goods has acted as a boomerang, and it would appear that importers and distributors as well as the retailers, who have felt the suspicion of consumers at seeing their favorite brands become a cut-price football, are quite ready to cease operations along this line, and let normal conditions once again prevail.

First Pa. Cigar Output Continues to Increase

More Than Million and Half Increase in Production Shown for May

CONTINUED gains in production are shown by the cigar factories of the First Internal Revenue District of Pennsylvania. The latest figures showing the May production, reveal a gain of 1,664,530 cigars over the same month last year. Little cigars and manufactured tobacco show decreases. A comparison follows:

	1912.	1913.
Cigars	65,116,700	66,781,230
Little Cigars	21,613,330	7,654,000
Cigarettes	11,362,400	10,617,000
Cigarettes at $3.60	27,900	41,100
Manufactured Tob., Lbs.	98,651	94,345

Gonzales, New Minister to Cuba

WASHINGTON, D. C., June 13.

PRESIDENT WILSON has just announced the appointment of William E. Gonzales, a well-known editor of Columbia, S. C., as Minister to Cuba. Mr. Gonzales is the son of Ambrosio Jose Gonzales, a distinguished Cuban patriot. His appointment to this important post will, no doubt, be received with much satisfaction by the Cuban Government, as well as by his many friends in this country.

McReynolds' Excise Plan too Radical; Likely to Be Passed to the Discard

President Wilson Has Not Approved Scheme to Tax Big Tobacco Interests Out of Existence and the Cabinet is Divided Over This Question

(From Washington Bureau of "The Tobacco World.")

WASHINGTON, D. C., June 12.

NO measure that has come to light since the opening of the Wilson administration, has attracted more attention than the proposed graduated scale of taxation, meant to wipe out the so-called "Tobacco Trust." The idea is so radical and so novel, that it has set the legislators a-buzzing and has aroused no end of comment among tobacco interests everywhere.

When Attorney-General McReynolds announced last week that he was satisfied that there had been no real dissolution of the American Tobacco Co., and that he proposed to bring such dissolution about, by taxing the remaining parts of the "Trust" out of existence, he did so on his own initiative. The White House was quick to assert that the proposed scheme of taxation had not received the official sanction of the Wilson administration, although the plan had been discussed in Cabinet meetings.

Sharp differences of opinion have developed within the Cabinet, it being the prevailing idea that the scheme is too hazardous to be seriously thought of. The plan was suggested to the President before it was made known, and he allowed it to be placed before the Senate Finance Committee, but it does not appear that he ever gave it unreserved support. When there had been a day or two of time to study the situation it was made evident that there was a direct division of the Cabinet into two wings—one favoring the taxation proposition, the other opposing it. The division was based upon anti-trust lines, those who have always been consistent opponents of trusts and advocates of any plan that would enable them to be brought under control or crushed by any possible means being on one side, while on the other were those who have been in the past supporters of trust prosecutions as the proper mode of attack upon monopolies and who regard taxation as simply a method of raising revenue and nothing more. The scheme is likely to pass to the discard.

Following closely Mr. McReynold's announcement of his proposed tax scheme, Senator Hitchcock, of Nebraska, introduced an amendment to the tariff now being considered by Congress, providing for the levying of special taxes on the manufacturers controlling more than 25 per cent. of the production of any particular commodity in the tobacco field. The amendment follows:

"That manufacturers of tobacco, cigars, cigarettes and snuff shall, after the thirty-first day of December, 1913, be subject to pay a special quarterly excise tax, in addition to all other taxes provided by law, which special additional excise tax shall be payable quarterly and be graduated and levied as follows:

"A—On all tobacco, whether smoking tobacco, plug tobacco, twist or fine cut, manufactured during the quarter over and in excess of 20,000,000 pounds, 1 cent a pound for the first 1,000,000 pounds excess or part thereof; 2 cents a pound for the second 1,000,000 pounds excess or part thereof; 3 cents a pound for the third 1,000,000 pounds excess or part thereof; 4 cents a pound for the fourth 1,000,000 pounds excess or part thereof; 5 cents a pound for the fifth 1,000,000 pounds excess or part thereof; 6 cents a pound for all above the fifth 1,000,000 pounds excess.

"B—On all cigarettes weighing not more than 3 pounds per 1,000, manufactured during the quarter and in excess of 400,000,000 cigar-

(Continued on next page)

ettes, 25 cents per 1,000 on the first 50,000,000 cigarettes excess or part thereof; 60 cents per 1,000 on the second 50,000,000 cigarettes excess or part thereof; $1 per 1,000 on the third 50,000,000 cigarettes excess or part thereof; $1.50 per 1,000 on the fourth 50,000,000 cigarettes excess or part thereof; $2 per 1,000 on the fifth 50,000,000 cigarettes excess or part thereof; $2.60 per 1,000 on the sixth 50,000,000 cigarettes excess or part thereof; $3.25 per 1,000 on all above the sixth 50,000,000 cigarettes excess.

"C—On all cigarettes weighing more than 3 pounds per 1,000 manufactured during the quarter over and in excess of 1,000,000 cigarettes, $1 per 1,000 on the first 500,000 excess per quarter or part thereof; $2 per 1,000 on the second 500,000 cigarettes excess per quarter or part thereof; $3 per 1,000 on all above the second 500,000 cigarettes excess.

"D—On all cigars weighing more than 3 pounds per 1,000 manufactured during the quarter over and in excess of 400,000,000 cigars, $1 per 1,000 on the first 100,000,000 cigars excess or part thereof; $2 per 1,000 on the second 100,000,000 cigars excess or part thereof; $3 per 1,000 on all above the second 100,000,000 cigars excess.

"E—On all cigars weighing not more than 3 pounds per 1,000 manufactured during the quarter over and in excess of 50,000,000 cigars, 20 cents per 1,000 on the first 10,000,000 excess, or part thereof; 45 cents per 1,000 on the second 10,000,000 cigars excess or part thereof; 70 cents per 1,000 on the third 10,000,000 cigars excess or part thereof; $1 on all above the third 10,000,000 cigars excess.

"F—On all snuff manufactured during the quarter over and in excess of 1,000,000 pounds, 1 cent a pound for the first 1,000,000 pounds or part thereof in excess; 3 cents a pound for the second 1,000,000 pounds or part thereof in excess; 5 cents a pound for the third 10,000,000 pounds or part thereof in excess; 10 cents a pound for all above the third 10,000,000 pounds excess.

"G—In computing the product of any manufacturer, there shall be included the products, as above specified, made directly by said manufacturer, and by any company controlled by said manufacturer, in whole or in part through stock ownership, contract, lease, or otherwise, and any company having directors or stockholders in common to the extent of 25 per cent. of the stock, or one-third of the directors, shall be considered and held to be a part of the same manufacturing organization, and the rate of tax shall be based on their combined output, each company to pay upon its proper proportion thereof. –

"H—It shall be the duty of every manufacturer of tobacco, cigars, cigarettes, or snuff, on demand of any officer of Internal Revenue to render such officer a true and correct statement, under oath, of the quantity and amount of all tobacco, cigars, or snuff manufactured by him during the quarter, and this statement shall be made on or before the tenth day of the month following the close of the quarter. It shall be the duty of every manufacturer, on demand of any officer of Internal Revenue, to render to such officer a true and correct statement, under oath, showing in detail the ownership, management and organization of the business, who the officers and directors or trustees of the same are, what, if any, contract, lease, or other arrangement exists with another manufacturer of tobacco, cigars, cigarettes, or snuff.

"I—In case of refusal or neglect to render any such statement as herein provided, or if there is cause to believe such statement to be incorrect or fraudulent, the Collector shall make an examination of persons, books, and papers, in the manner provided by law in relation to frauds and evasions of internal revenue laws.

"J—The special additional quarterly excise tax on tobacco, cigars, cigarettes and snuff shall be paid on or before the tenth of April, July, October and January for the previous calendar quarter, and in enforcing this act and in the collection of this tax, all existing provisions of law relating to the collection of internal revenue are hereby made applicable, and the Commissioner is hereby authorized to make and enforce proper regulations to carry these provisions into effect."

Hitchcock Explains the Move.

Speaking of the amendment, Mr. Hitchcock said:

"I have drawn this amendment proposing to exempt from its operations the products of those companies which are on a competitive basis, those companies which are doing business in a legitimate way, but so designed as to fall upon the great concerns whose monopoly power is so great that they are gradually wiping out the competition that still lingers in the manufacture of tobacco.

"This amendment is not drawn so as to provide for littleness; it is not drawn so as to destroy manufacture upon a large scale and in an efficient way. I exempt, for instance, from this tax a tobacco product up to 80,000,000 pounds a year."

Kansas Cigar Manufacturer Dead

E. F. Morton, ex-Mayor of Burlington, Kan., and a prominent cigar manufacturer, died at his home in that city recently, following a six-weeks' illness. Mr. Morton had been in business for over thirty years, his goods having practically been known in every town in the state. He is survived by a widow.

La Follette Has Another Bridle to Restrain "Unreasonable" Trusts

Latest Legislative Freak Aims to Make Combinations Prove That They Are Good

WASHINGTON, D. C., June 13.

A SWEEPING amendment to the Sherman anti-trust law, which, if passed, is likely to prove the most radical measure yet adopted to control big business combinations, including the tobacco and oil interests, has just been offered in the Senate by Senator La Follette, of Wisconsin.

Mr. La Follette's amendment begins by throwing upon any combination, in even the slightest restraint of trade, the burden of proving that the restraint is reasonable.

But in many cases, under conditions set forth in the proposed amendment, unreasonableness is established as a matter of fact and the corporations are debarred from presenting evidence of the smallness of their holdings to show that the restraint was reasonable.

End "Rule of Reason."

Mr. La Follette's amendment, if adopted, would put an end to the famous "rule of reason" announced by the Supreme Court in the tobacco trust and Standard Oil decisions. But it would end it not by the radical proposal so often mentioned shortly after the two great decisions came down that all restraint of trade, even the most incidental, he considered illegal.

Mr. La Follette adopts a more moderate view, admits the distinction between reasonable and unreasonable restraint and attempts to define what makes restraint of trade objectionable.

Mr. La Follette defines the word combination as "including any contract or combination in the form of a trust or otherwise." Restraint of trade, according to Mr. La Follette's bill, means "any restraint in any respect or to any extent." The burden of proof, once the existence of a combination is established, shall be thrown on the defendants to show that the combination is reasonable.

Mr. La Follette's bill describes nine classes of combinations regardless of their size or condition shall be held in all unreasonable.

First—Combinations that prevent the purchase from another source of an article which it manufactures.

Second—A combination which discriminates in prices by offering lower rates where the purchase is in large amounts.

Third—A combination that refuses to sell to some of its would-be customers.

Fourth—A combination that seeks to increase its business by offering better terms in one territory than in another.

Fifth—A combination which contracts among its members as to a division of territory.

Sixth—A combination that seeks to promote its business under an assumed name or by disguising in any way the controlling interests behind it.

Seventh—Any combination that artificially stimulates its sale at the expense of competitors by selling below the cost of production.

Eighth—Any combination that spies on the business of its competitors by bribing their, or bribing inspectors or other officers of the United States.

Ninth—Any combination that controls a raw material necessary to the manufacture of any article and seeks to prevent competitors from making this article by holding the raw material at an unreasonable price.

Kooreman & Dossin, prominent cigar manufacturers of Meriden, Conn., have completed arrangements for space in the new building being erected in the Hall & Lewis Block, that city. Their new store will face on East Main Street.

Selecting the Right Location for the Cigar Store

THE cigar clerk who contemplates going into business for himself is immediately up against one of the most difficult and important questions he will be called upon to solve in his business career. That is the matter of the right location.

The first thing to consider, of course, is the population of the neighborhood. Granting that this has been settled, let us go into another question just as far reaching in its effects, that of the class of people in the neighborhood. If the young clerk has been employed in a first-class store in the center of the city, where the better grade of goods are sold, he had better take this into consideration. It is just possible that he will have to revise some of his selling methods in the new place. His prospective customers may not be in the habit of buying the class of goods the former patrons did and he will usually have to talk quantity in making a sale when he had much rather dwell on quality. If he has definitely decided to have a really first-class store, to carry none but the best cigars, he had better turn down the location if the neighborhood is a "cheap" one.

It would be preferable by far for him to take a stand in the centre of town, where he is known and probably has a clientele, even if the location is not of the best. Then it would be up to him to put some individuality in the place and cater to a good class of trade. There is a great deal to be said in favor of having a corner location, but many of the most successful stands are not on the corners.

As an instance of poor judgment in selecting a location, take the following: A dealer in one of our large cities had been operating a store several doors from a good corner. He told the writer a number of times that he was dissatisfied with the place and would move at the first opportunity. He was advised to make the store more conspicuous, have the front repainted, and place one or two attractive signs. He admitted that "that might do some good," but never tried to do it. In addition, he had a show window two feet deep, which was never used as it should have been.

Several months ago he vacated this store for a location in a neighborhood where his patrons considered they were "blowing themselves" when they invested in a nickel cigar. There were enough people there, but thy did not buy the kind of goods he wanted to sell. His stock of cigars, selling at ten cents and upwards, were drying on his shelves when the writer called upon him a short time ago. He was disgusted at the outlook and said, "I wish to heaven I had stayed at my old place. That was bad, but this is rotten."

That fellow would not have made good in any but the very best location. His old stand was opposite the post office. There was not another store in that block, neither was there another store on any of the adjoining streets within a square or more. A young fellow, who had a number of good ideas on cigar retailing, took that stand shortly after the other man gave it up and is making good. He was no sooner in the store than he had the front repainted in a bright, but not gaudy, color. When he announced that he was going to place a sign or two in front of the store, he secured them for next to nothing from the manufacturers. And they were not the cheap wooden affairs that are so common.

The advantage of locating in a business district can be appreciated when it is taken in consideration that ofttimes a number of industrial establishments in a neighborhood, partly residential, are running on part time. There is a consequent business depression in that locality and the cigar dealer is the first one to suffer.

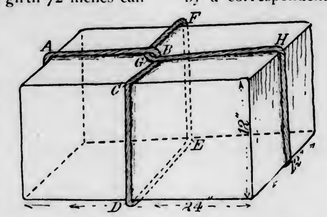
Many cigar dealers, who are new in the business, hesitate to take over a stand which the former owner could not make pay. But the man who has good judgment and can detect the weak points in the other fellow's methods of getting the trade and holding it will be rewarded for it. The instance quoted above is an example. A location, the best to be had, in the wrong hands will be of little use.

A young clerk going into business for himself should be careful about taking over another cigar store, particularly where the business, big at one time, has been run to the ground. Many smokers who went into that store before he took charge, did not get the service of goods they wished, and it often takes a good deal of persuasion to get that man to go into the store again, even under new management. It is sometimes advisable to start at a new place in preference to taking over a store which has been a failure in the hands of another. It has been said with a great deal of truth that it is far easier to take over a new store and fight for recognition than to rehabilitate a run down business.

The new clerk who is on the outlook can well afford to spend some time and thought on this question, weighing the advantages of each place. And when he starts up it is up to him to go after the business in the right way, to go after it hard.

THE MAXIMUM PARCEL POST PACKAGE

According to section 15 of the parcel post rules, no package which exceeds in combined length and girth 72 inches can be sent by mail. Another paragraph in the same section explains the term "combined length and girth" by saying that in measuring the length the greatest distance in a straight line between the two ends of the parcel shall be taken, while the girth is the actual measurement by a tape encircling the parcel at its thickest part.



This regulation raises the question as to the shape and dimensions of a package having the largest possible capacity and yet fulfilling the requirements of the Post Office Department.

The question is answered in the "Scientific American" by a correspondent whose contribution is accompanied by illustrations showing packages of four different shapes allowed by the regulation and we reproduce here one of these illustrations showing the shape and size of the package apparently the largest in capacity and most convenient to handle Its dimensions are 12 x 12 x 24 inches, the combined length and girth being the full length of the string A, B, C, D, E, F, G and H. Its capacity is 3456 cubic inches.

It is, of course, to be remembered that no matter what the shape no package weighing over 11 pounds can go by parcel post.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

A cigar merchant in one of our Western cities, who runs a well-paying billiard parlor in connection with his cigar business, decided recently that he would be compelled to open a "Lost and Found" department if his patrons did not cure themselves of absentmindedness. Many men came through the store daily. Often at night, after the place was closed up, he found packages that he could not account for. Several times men came and inquired for them afterward and they were not to be had. While he was not responsible for them, he felt annoyed that the wrong persons had secured them. At the suggestion of a clerk he had a small card, of striking design, made. The card was about eight inches square. On a white background, with letters in red an inch high, he had printed,

A Suggestion for Absent Minded Patrons

HAVE YOU FORGOTTEN ANYTHING?

Over all the card in a faint blue was printed an interrogation point. This scheme worked out to perfection. Many men started out and just as they reached the door would notice the sign. They would suddenly remember, and with a sheepish look go to the back of the store to the billiard room and come out with an umbrella, raincoat or package they had forgotten.

Since wireless telegraphy has occupied a great part of the public's attention the past two years, a display used in the window of a Western cigar dealer a short time ago is well worth attention. This plan can be used in selling almost any kind of goods, but was originated by a cigar dealer.

Wireless Telegraphy as a Means of Attracting Attention to Window Displays

The first requirement for the display is a wireless telegraph sending outfit. This is placed in the centre of the window on an artificial rock. Any window dresser can arrange this effectively. The cigars, cigarettes, or whatever variety of goods are selected for display, are arranged around the rock. A background for the display can then be painted, showing a lighthouse scene. On the sky of the background is painted, "P. D. G. A Wireless to you. Try a ——— cigar and be on the safe side. They sell for five cents." The originality of the merchant may suggest some other wording which may apply better on another occasion.

The wireless apparatus in the window is then connected at the back of the window to a small motor so that the loose ends of the wire strike every time the motor makes a revolution. This produces an effect to the passersby of the wireless outfit sparking and is a realistic and catchy bit of display work.

If you are located in one of the states which have stringent cigarette laws and naturally want to keep on good speaking terms with the law, a plan used by a cigar dealer recently for squaring himself with both parties of the transaction is worthy of emulation. This dealer had a picture frame made just large enough to hold a copy of the cigarette law, in which the law was pasted. Every time a boy came in the store to purchase cigarettes, and the dealer decided he was not twenty-one years of age, he was referred to the copy of the law, hanging nearby. It is a simple and effective way of handling the situation.

Refers Young Smokers to Copy of Cigarette Law

The Endorso Cigar Co., a mail order New York house, is a firm believer in treating its customers well and making friends of them. The following recent happening shows the value of such treatment:

Shows How Courtesy and Square Deal Pays in Business

A customer in Boston wrote in thanking them for some courtesy and stated that the house would surely gain by such treatment. Mr. Ficklen, the president, in replying stated that he was well aware of the value of courtesy and the square deal and remarked that, for instance, a doctor living at such a street and number, Dorchester, Mass., had recommended the house to Admiral Falger, of the United States Navy, and that the admiral had become a regular customer and had brought others also.

Some weeks later the first man wrote in ordering cigars and wound up: "By the way, you will note that I have moved to Dorchester. It may also interest you to know that a member of my family fell sick soon after we got here, and knowing no doctor and remembering the one you wrote about to me (who lives near us) I sent for him. He is now our family doctor and we both enjoy your cigars."

With the advent of summer and the vacation period, many cigar dealers can add a substantial sum to their income by handling novelties that appeal to the smoker about to enjoy his holiday.

Novelties That Sell in Tobacco Stores

A number of harmless trick novelties are finding a ready sale throughout the summer resorts where the patrons welcome a diversion.

A match box from which the matches disappear when brought into use, a trick cigarette case which flies open and inflicts a sharp blow upon the thumb of the person attempting to use it, and a running cigarette case, regulated by clockwork and which moves across the table, are among the latest novelties that have attracted considerable attention.

A hook for a hat rack with a spring which precipitates the hat or cloak upon it, to the floor, and a fountain pen which shoots small pellets, are other novelties which have received considerable distribution.

A wide-awake cigar dealer in the Middle West recently conceived the novel idea of ascertaining how many of his customers knew their own backs.

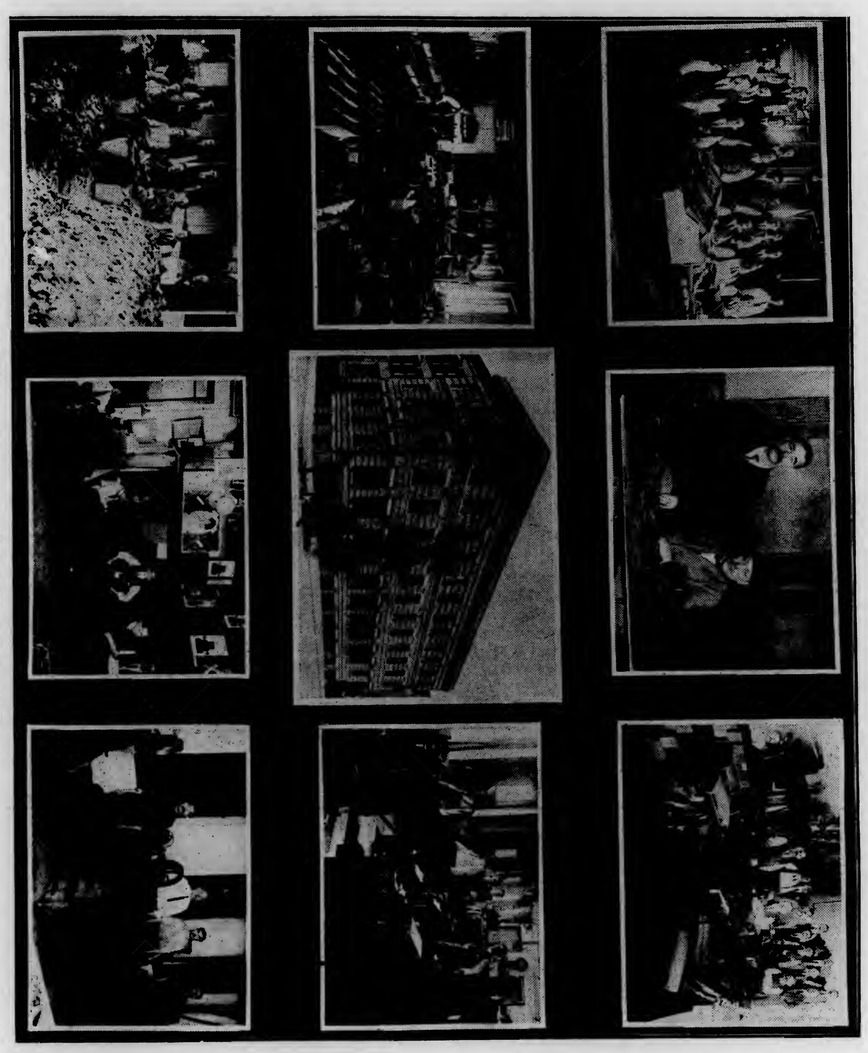
Photos of Customers a Good Scheme

Standing on the sidewalk in front of his store, Mr. Dealer took a snapshot of people entering or leaving his store, until he had secured enough "backs" to make a a fair sized picture. The entire picture was placed in the window, and any person identifying himself to the satisfaction of the judges was awarded a prize of cigars or some small smoker's article.

Upon the application of creditors, a temporary receiver was named for Robert Harris & Bro., manufacturers, at Reidsville, N. C., on June 10. The court ordered a return on June 22 to show cause why the firm should not be declared bankrupt.

P. Buzzard, the retail tobacconist, on Fox Street, Aurora, Ill., has sold out his shop to Henry Franklin.

VIEWS OF A BUSY BROOKLYN CIGARETTE FACTORY



How the Fifth Ave. Cigarettes Are Made in The I. B. Krinsky Factory

A newspaper reporter with a sense of curiosity recently conducted a smoke census at Cheyenne, Wyo. On entering the men's waiting room at the Union Pacific depot, he was struck by the number of people who were smoking. A count of the occupants of the room showed forty-eight people present. Of this number, thirty-one were smoking either pipe, cigar or cigarette.

The cigarette easily led other forms of indulgence, nineteen of the tobacco users having cigarettes in their mouths. The other twelve smokers were equally divided between pipes and cigars.

Of the seventeen who were smoking at the time, inquiry developed that five were addicted to the habit of smoking, though not indulging at that moment. Six stated that they did not smoke but used chewing tobacco.

This left but six people out of a total of forty-eight, who did not use tobacco in some form. If the percentage is a fair estimate of the remaining male population of the country, the use of tobacco must be spreading.

* * *

An interesting story came out of the West recently about one of the well-known traveling salesmen for a New York house. This man was standing on a corner in St. Louis when a shabby stranger approached him and asked for the "makins." The salesman always made his own cigarettes and had been occupied in this when the stranger approached him. The salesman had put the bag in his pocket, but on the request of the hobo took it out and handed it to him. The stranger fumbled with it for a time, then grumbled, "It's empty," and threw it in the gutter and walked off. A short time later the salesman, needing another smoke, walked in a store and bought a pack of tobacco. After using it he put it back in his pocket and discovered another sack. He did not stop long before he made tracks for the place he had been approached by the stranger. He was after the "empty" bag. It had contained almost $300. Needless to say the bag or the stranger have not yet been located.

* * *

Tobacco interests of Los Angeles, Cal., have just won a notable victory in the election of Judge Henry Howard Rose as mayor of that city. Mr. Rose was backed by the liberal element of the city, and his platform was "Progress and Prosperity." The Tobacco Dealers' Association of Southern California, espoused his cause and took a very active part in the campaign. A committee consisting of Anthony Schwamm, Tobe Harris, Harry Havel, Charles Bennett and Morris Burke were appointed by the tobacconists to assist in the election of Mayor Rose. They succeeded.

* * *

He—Would you mind resting your head on my left shoulder, dearest?

She—To be nearest your heart, my own?

He—Yes, love. Incidentally, the young man refrained from saying that he wished to protect the cigars in his right-hand breast pocket.

If you are a member of the Anti-Smoking Crusade League, do not commence to peddle your views to F. W. Scott, who lives in New London, Conn. Mr. Scott, some time ago, went to see his physician and was advised by that worthy gentleman not to smoke his regular quota of cigars, unless he wanted to make an early exit from life. His patient, however, was recalcitrant and happened to be among the passengers on board the Boston express which was wrecked at Stamford two or three days ago. Mr. Scott was in the "Skylark" which was crushed by the engine from the rear, and after repressing his desire for a smoke for some time, finally walked forward towards the day smoker just as the tragedy occurred. This action saved his life, and physician or no physician, Mr. Scott states that he shall smoke as long as he has the necessary change to get himself a perfecto.

* * *

Cigarette smokers, beware! A poor chap in New York City who was an inveterate smoker and a teamster as well, accidentally pushed the lighted end of a cigarette against his nose some ten days ago, and as a result, within twenty-four hours a serious case of erysipelas developed. The poor chap was taken to the Bellevue Hospital in New York, and after a long day's suffering died there on the fourteenth instant.

* * *

Julius Frumpkin, who conducts the cigar store, 139 South Main Street, Salt Lake City, Utah, with a saloon in the rear, but which does not belong to him, was arrested recently for opening his store on Sunday. According to the state law, it is prohibited opening on Sundays a cigar store in front of a saloon. Mr. Frumpkin proposes to test this provision of the state liquor law by raising this point at the preliminary hearing, and if it is not upheld, he proposes carrying the matter to higher courts.

THE ONLOOKER.

Tobacco Products to Declare Dividend

At a meeting to be held in the near future, the directors of the Tobacco Products Corporation will, it is reported, declare their second quarterly dividend on preferred stock, which will be payable July 1. It is stated that the advance in the preferred stock of the Tobacco Products Corporation is due to the good buying influenced by the heavy business the company has shown within the last few months. The sales for April and May were larger in the aggregate than for any other two months since the incorporation of the company.

Steigerwald Factory Busy

The John Steigerwald & Co., Philadelphia, have been making excellent progress under the present management and are today in better shape than they have been for several years. Their books are well filled with orders and reports from their customers indicate that their two brands, the "Latonia" and "El Borita," are finding favor wherever they have been distributed.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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REMOVAL

The main offices and the editorial rooms of "The Tobacco World" have been removed during the past week to 236 Chestnut Street, Philadelphia.

Here, housed in our printing establishment, the management and the representatives of "The Tobacco World" are in closer touch with the tobacco centers of Philadelphia than they have been heretofore, and the local trade, as well as visitors to the city, are invited to call in at any time they desire information, or happen to be in the passing throng.

The new phone numbers of "The Tobacco World" will be announced in the next issue, July 1, but in the meantime, the office may be reached through Bell Telephone "Lombard 38-51" and Keystone Telephone "Main 18-24."

It's Up to Mr. McReynolds

There was something of a gasp when the announcement was made last week in Washington that the McReynolds plan for a graduated tobacco tax was a personal measure and by no means a settled policy of the present administration. This action of President Wilson's had a salutary effect in more than one quarter, and indicated that the Chief Executive was by no means prone to grasp hold of a thorny bush without very careful consideration. It is well known that the Attorney General has never been satisfied with the final work of the United States Circuit Court in the dissolution of the American Tobacco Co., but it might also be recalled that the plan for dissolution which was adopted for the protection of all interests involved, really emanated from the minds of the most astute corporation lawyers in the United States working with the Attorney General, and was not the job of a few weeks or even months.

It is apparent that Attorney General McReynolds is still dissatisfied with the work accomplished, but his fertility will be taxed to the utmost, we believe, to devise a scheme for proceeding against the big concerns. We doubt seriously whether the mandates of the court can be upset. The rub of the wohle matter is that in the fierce warfare for business which is now being waged by the three big companies who formerly composed the American Tobacco Co., the smaller manufacturers in the trade are suffering more directly than ever. Whether this competition be genuine or not, the result is the same.

Good News About Havana Prices

The announcement has been made that the list on "Partagas" and "Hoyo de Monterrey" had been restored to the old figures a few days ago, means a great deal more than is apparent on the surface.

It would lead us to believe that the fight for the maintenance of prices on Cuban-made clear Havana cigars had been won by the importers, and that the cut-rate war, which appeared to be very imminent, has been checked. To our mind there has not been a more foolish bit of merchandising in years than the recent attempt to unsettle the retail market for Havana goods, perfectos especially. The consuming public want standard 25-cent cigars and they do not want to see them hawked in the retail stores at 18 cents, 19 cents and 20 cents apiece.

The cut-price war on Havana perfectos, and several other grades, has been directly felt by our Tampa, Key West and New York manufacturers of clear Havana goods, who are quite content to let the 25-cent Cuban perfecto supply the demands of customers who want this price cigar, and to get their volume of business out of the 15-cent and 20-cent sizes.

The inside story of the cut on Havana perfectos will some day be told in its verity and will make interesting reading.

In the meantime, with the list at $1.90 less 5, for two of the popular grades, and $1.80 less 1 per cent. for practically all of the rest, the current of importations is running smoothly.

Don't wait for the boss to tell you everything that you must do. Every time you do something, a little outside of the regular routine, without being told, you rise one step higher in his estimation. If you have a good idea for improving the store service, don't keep it to yourself. Tell it to the "man higher up," the fellow that pays you your salary.

Personalities

John Wardlow in Havana

President John Wardlow, of the Ruy Lopez Ca., arrived in Havana via the "Olivette" on the eleventh instant. Mr. Wardlow states that business for them has picked up with a rush during the last two months, and that their orders from the West have been particularly good. He will remain in Cuba for about two weeks and secure all the business he can out of the new crop of tobacco.

Don Pepin Rodriguez Here

Don Pepin Rodriguez, one of the foremost Havana cigar manufacturers, is making a short visit to America preparatory to embarking for Europe. The head of the Romeo y Juliette factory is an enthusiastic golf player and while in this country is likely to pit his talent against some Yankee cigar men, who think they can play the Scottish game.

G. D. Gifford, who has been prominently connected with the American Tobacco Co., and also the little cigar department of the Lorillard Co., has resigned to accept an executive position with the Tobacco Products Corporation.

Bernard Cohen, foreman of the Lesher Cigar Manufacturing Co., has just returned to Lansing after a trip to Detroit. Mr. Cohen inspected a number of the big plants in Detroit and returned convinced that the C. P. L. factory is one of the most sanitary in the State of Michigan.

Julius Marquessee, the well-known leaf tobacco merchant of New York, was a recent visitor to Dayton, O., where he has extensive interests.

W. J. Snyder, Orangeville, Ill., is the new owner of the cigar store corner of Galena Avenue, Freeport, Ill., formerly operated by Mr. Morrill.

J. L. Selikowitz and M. Chain, of Pittsfield, Mass., have joined forces to engage in the tobacco business under the title of the New York Tobacco Co., their store is to be located in the Lyric Building, 411 North Street. A specialty will be made of "Berkshire" and "Loraine" cigarettes, Mr. Chain formerly having given these brands much of his attention.

At a recent meeting of the directors of the Porto Rican-American Tobacco Co., a resolution was adopted authorizing the payment on Judy 1, of the first installment of interest of six per cent. per annum on scrip series A. & B. to scripholders of record, June 15.

Solomon L. Mossler, formerly a cigar dealer, located 601 West 180th Street, New York, a short time ago filed a petition in bankruptcy, with liabilities of $1205 and no assets.

Americans Buy 1700 Bales of Sumatra

CABLE advices from Amsterdam relative to the inscription sales held June 13, state that there were 1700 bales disposed of to Americans. Among the leading American buyers were: G. Falk & Bro., 700 bales; A. Cohn & Co., 419 bales; E. Rosenwald & Bro., 50 bales; S. Rossin & Sons, 50 bales; H. Duys & Co., 220 bales, J/H/Deli and other brands; Benj. Labe & Sons, of Philadelphia, 175 bales, and Meyer & Mendelsohn, 27 bales. Joseph Hirsch & Son and Yocum Bros., of Reading, also bought.

Cleveland

Retail Business Improves Since Dice Game is Abolished—What the Leading Stands are Featuring

CLEVELAND, O., June 13.

CONDITIONS are extremely bright among the jobbing manufacturing and retail trade. Manufacturers are extremely busy, and the majority of them are having great trouble in filling their orders owing to the scarcity of labor. The labor question has been a great problem here since before the first of last year, scarcely a factory but what has been held back, and several of them are contemplating opening up in other cities where labor is not at a premium.

The retail trade is coming along nicely now, and business is increasing steadily in spite of the ban on dice. Those retailers who feared that the abolishing of the dice game would hurt business have been agreeably surprised to find their trade increasing instead of diminishing, and to find a better class of trade frequenting their stores. If the ban were to be lifted today the majority of the big retailers and a great many of the smaller ones would not resume the game.

The jobbing trade has taken on a very healthy aspect, and all look forward to a big increase over the first six months of the year.

When Henry Fagan opened his store at Superior Avenue, it looked more like Flower Shoppe that a cigar store. This popular young retailer had one of the biggest opening days ever held in Cleveland, and if the first day's business is any criterion he will soon be up among the leaders.

Nate Leichman's two new locations at Superior and West Ninth and West Twenty-fifth and Detroit are exceeding his fondest expectations. He has devoted a lot of time to making his windows attractive, and has been repaid for his pains by the many new faces that are being attracted to his several stores. The past week he displayed "La Saramitas" (Shields-Wertheim Co.), and was more than pleased with the increased sale of these goods, which he attributes to his classy window displays plus the merits of the goods.

Morris Glucksman with two stands in the new Leader Building is enjoying a steady increase. Eddie Blitz, who assisted Mr. Glucksman in opening these locations, has returned to the road.

Robert Heaney, manager of the Joseph T. Snyder cigar stores, reports business exceedingly good. Mr. Heaney leaves for a combination business and pleasure trip, accompanied by his wife and family. He will stop off at Toledo and Detroit and say "Howdy do" to the boys in the several stores, and from there will go to Flint, Mich.

J. M. Gans, of Gans Bros., New York, was in town the past week, shaking hands with his many friends, and incidentally taking away some nice business.

Ed. Wodiska and Hiram Hammer, of Corral & Wodiska Co., were in town the past week, and found everything to their entire satisfaction.

Grover Mendelsohn, of the Mendelsohn Co., has just left for a short trip through Indiana to call on the firm's jobbers in that territory. Business has been exceedingly good with them, and their only complaint is to get labor enough to turn out their many orders for "Rigolettos," "Decisions" and "Opinions."

I. J. Mittleberger, of the Neumann-Mayer Co., Philadelphia, returned from New York, where he went to attend the funeral of Mr. Mayer. Mr. Mittleberger leaves again in a few days for a long trip through the Western States, where he has many jobbers carrying their "White Knight" and "Bella Mundo" cigars.

J. B. Shields, of the Shields-Wertheim Co., has just returned from a flying trip through the West, and brought back several big orders on "La Saramitas" and "Saramita Fives."

J. M. Jenkinson has been in Cleveland the past couple of days on business.

Nate Weisenberg, formerly of this city, and now of Nashville, was in town for a couple of days, making all arrangements for his opening in the Southern city, which takes place in about two weeks. Mr. Weisenberg will feature "La Saramitas" and "Saramita Fives" and "Englo" cigars.

Al McCracken, formerly with the R. & W. Jenkinson Co., has connected himself with the Fred G. Gollmar Cigar Co., and will have charge of the lower stand in the Arcade.

Charles Shuethelm, in charge of the Arcade stand of the Standard Drug Co., has built up an elegant cigar trade, due mainly to his genial personality. He is a wonderful student of human nature, and applies this every minute of the day, thereby making a friend as well as a customer of a man.

Mr. I. Teitelbaum, of the I. Teitelbaum Co., is making an extended tour of the West, and every mail is bringing in orders, which are taxing the factory to the limit to turn out.

Fred Singer, of S. Rossin & Sons, was in town the past week. He left here well satisfied with the business he received. He believes that the outlook for fall business is the best in recent years. The best proof of that is that his business so far has been way beyond any year since he has been in the leaf tobacco game.

Stace & Vincent, who have the finest pool and billiard parlors in the Middle West are showing the public how to run a strictly high-grade establishment. Their separate ladies' billiard room is attracting much attention, and there isn't a day goes by that they don't have two and three ladies' parties. Their jobbing business is also coming along nicely, and they threaten to cut as big a swath in the jobbing business as they have in the pool and billiard game. Their "Stavina" and "Sonada" brands are displayed in nine-tenths of the cigar cases in this section.

JERRY.

OBITVARY

Henry A. Repetto, a prominent leaf tobacco dealer, of St. Louis, Mo., died suddenly in the Deaconess Hospital, St. Louis, May 28. Mr. Repetto, who had been in ill health for some time, took a trip to recuperate, but an attack followed shortly after his arrival home, which resulted fatally. Mr. Repetto was a well-known figure in the leaf tobacco trade of St. Louis, and the cigar manufacturers of the Mississippi Valley. He is survived by a widow and six children.

John Hinton, aged eighty-three years, member of a pioneer Pittsburgh family, which had been engaged in the tobacco business for several generations back, died at the home of his daughter in that city a short time ago. He was a son of Valentine Hinton, who was engaged in the wholesale tobacco business for a number of years in Penn Avenue, Pittsburgh. He leaves a widow and six children.

Isaac Horner, head of the grocery house of Henry Horner & Co., of Chicago, died at his home a shore time ago, aged fifty-nine years. Horner & Co., are large distributors of cigars. Mr. Horner had associated with him five brothers, who, it is understood, will continue to operate the business.

Olof Andrew Neilsen, son of Commodore Charles J. Neilsen, of Brooklyn, N. Y., and for a number of years connected with his father in the cigar manufacturing business, died a short time ago, after a brief illness, in Poughkeepsie, N. Y. He was thirty years of age..

Raymond Martinez, a retired cigar manufacturer, died a short time ago, at his home, 567 Seventh Street, Brooklyn, N. Y., from a complication of diseases. He was born in Spain seventy-one years ago, and is survived by a widow, three sons and a daughter.

William N. Dowler, of Gloversville, N. Y., a cigar manufacturer, later proprietor of a retail tobacco stand in that city, died recently at his home from a hemorrhage of the brain. Mr. Dowler was forty-five years of age and is survived by a widow.

Hesse Rosenstock, well known in Omaha, Neb., as having been engaged in the wholesale leaf tobacco business in that city, for more than thirty-five years, died recently of Bright's disease after a long illness. Mr. Rosenstock is survived by a widow and four daughters.

Henry G. Jackson, widely known as a cigar manufacturer and one of the pioneers in that industry in Binghamton, N. Y., died a short time ago at his home in that city. Mr. Jackson had been active in political affairs, at one time having been Democratic state committeeman.

John L. Thompson, a Buffalo, N. Y., cigar broker, died recently at his home in that city after a long illness. He had been connected with the firm of Philip Becker & Co., at 266 Pearl Street, Buffalo.

Emil J. Smith, a cigar dealer at Buffalo, N. Y., died a short time ago from heart trouble. Mr. Smith, who was thirty-nine years of age, was at one time a cigar manufacturer, and later, a member of the firm of Smith & Rupp.

J. C. Joyslin, a cigar broker, of Minneapolis, Minn., died at his home in that city a short time ago, fifty-eight years of age. Mr. Joyslin had a wide experience in the cigar trade, having been a retailer, a salesman, and later, a general cigar broker.

Samuel Phelps Newberry, for more than fifty years a tobacco grower of South Windsor, Conn., died at his home in that place recently, aged seventy-seven years. He is survived by five children.

William H. Ball, a successful tobacco raiser, of Massachusetts, for more than thirty years, died recently at Stillwater, West Deerfield, that state, after a short illness. Mr. Ball was seveny-two years of age. He was never married.

Frank Kroeger, a Louisville, Ky., cigar manufacturer, died recently at his home in that city, aged sixty years.

John Shivery, a cigarette manufacturer, died recently in the King's County Hospital, New York. He was fifty years old and was born in Syria.

James Claude Jackson, a cigar manufacturer of Mobile, Ala., died recently at his home, 612 Congress Street, that city. He is survived by a mother, a brother and two sisters.

Patrick H. Crahen, a Beloit, Wis., cigar manufacturer, died a short time ago, aged sixty-four years.

William A. Wilson, the veteran New England tobacco grower, died at his home in North Hadley, Mass., on June 9, aged sixty-seven. He is survived by two sons.

Tobacco Warehouse for Dearborn

The citizens of Dearborn, Mo., through the work of W. R. Holland, secretary of the Western Tobacco Growers' Association, have organized for the erection of a big tobacco warehouse in Dearborn, Mo., to be built by local subscriptions.

The Olander Cigar Factory has just been incorporated at Minot, Ward Co., N. R., with a capital of $25,000. The incorporators are A. C. Olander, E. W. Myers and Paul Olsen.

W. J. Snyder, of Orangeville, Ill., has acquired the Morrill cigar store, at Galena Avenue and Galena Street, Freeport, Ill., having succeeded F. F. Meeker. Extensive alterations are planned by Mr. Snyder.

The firm of Overkamp Bros., who operate a first-class cigar factory and have manufactured several private brands of their own at 112 North Fourth Street, Lyons, Ia., for twenty-five years past, has been succeeded by Theodore Overkamp, this gentleman having purchased the interest of his late brother, John H. Overkamp, in the concern.

M. M. Schwabe has just bought the fine cigar stand in the Union Building, San Diego, Cal., formerly operated by E. W. Hadley and W. C. Benton.

IRREGULAR PAGINATION

JOBBERS & DISTRIBUTORS DEPARTMENT

Goodman-Kinstler Creditors Have Receiver Appointed

Creditors of the Goodman-Kinstler Cigar Co., of No. 6 Church Street, New York, have brought proceedings against that concern, a petition being filed on April 6. It is understood that one of the largest creditors of the concern is the American & West Indies Sales Co., of New York, who hold a note for $1000 dated Los Angeles, Cal., December 15, 1912. The Goodman-Kinstler Co. maintain a branch house in Los Angeles. Other creditors hold notes approximating $1500 in value. The assets of the concern are based at $14,831.69, with liabilities of $100,690.89.

Frederick C. McLaughlin, 175 Broadway, has been appointed receiver by Judge Holt, who has authorized him to continue the business of the concern for twenty days. S. B. Goodman is president of the Goodman-Kinstler Cigar Co. It was capitalized at $25,000 and was organized about five years ago.

Hirschl & Bendheim Discontinue St. Louis Business

Hirschl & Bendheim, 411 North Third Street, St. Louis, Mo., have announced that they will discontinue their cigar and tobacco business, after a business career extending over forty-two years. Hereafter, they will confine their efforts to the manufacture of corncob pipes. They have been manufacturing such well-known makes as "Sweetheart," "Old Glory" and a number of others, and are fairly well known all over the country.

The factory and offices in the future will be located in Washington, Mo. The stock of Hirschl & Bendheim has been taken over by the Peter Hauptman Tobacco Co., of St. Louis, who will distribute the products of the former in that city.

A. S. Goodrich & Co. Reorganized

A. S. Goodrich & Co., of Milwaukee, Wis., the head of which, A. S. Goodrich, was killed recently in an automobile accident, has been taken over by C. L. Heintz, Herbert J. Cordes and Harry Richards, all of whom have been connected with this concern for some time.

A charter has been applied for by the new owners to incorporate the business with a capital of $100,000, after which the firm will do business as A. S. Goodrich Co. There will be no change in the employees of the concern nor in the method of conducting the business. They will continue to distribute the same lines of cigars in the future. Among them will be the "Sight Draft," W. K. Gresh & Sons; "El Verso" and "San Felice," Deisel-Wemmer Co., and the "Cinco," Otto Eisenlohr & Bros.

New Jobbing House for Seattle

Brown Bros. & Matthews are now occupying their new quarters at Fourth Avenue and Cherry Street, Seattle, Wash., and will conduct a sub-jobbing business. Brown Brothers were engaged in the retail business for several years, while Mr. Matthews was city salesman for the National Grocery Co.

New Distributor for S. R. Moss Cigar Co.

THE S. R. Moss Cigar Co. have completed arrangements with Mason, Ehrman & Co., Portland, Ore., whereby this firm becomes the northwestern distributors for the "Royal Circle" cigar. A shipment of 75,000 cigars of perfecto shape has been received, and with the assistance of Adolph Sinsheimer, who represents the manufacturers in the West, active campaigns have been inaugurated in the States of Oregon, Washington and Idaho.

Bella Mundo Cigars Make Good in Buffalo

Jay R. Gardiner, Buffalo, N. Y., distributor for "Bella Mundo," made by the Neumann-Mayer Co., Philadelphia, reports a steady increase in sales on this brand during the past fortnight. The "El Tello" cigar, from the same manufacturer, is also meting with favor.

The "La Mega" cigar of V. Guerra, Diaz & Co., Tampa, is being pushed with unusual vigor by Mason, Ehrman & Co., of Portland, Ore. This high-grade piece of Tampa goods is one of the leading sellers.

The Neudecker Tobacco Co., of Baltimore, distributors of the "44" cigar, 44 Cigar Co., are pushing this brand throughout that section of Maryland with pronounced success. They had the assistance of W. H. Nicholson, the Southern representative of the manufacturers, in carrying on this work.

The W. S. Conrad Co., who have had a steel and concrete building built for them at First Avenue, N and Seventh Streets, Minneapolis, are now well established in this building. It is a most up-to-date affair, the building being planned in such a manner that ample space is allowed for display room. They will do a jobbing and retail tobacco business at this location.

Edward Gettin and Paul Wickham, of the Hettin & Wickham Cigar Co., Omaha, Neb., will open a new stand at 1322 Farnam Street, that city, in the Albert Cahn Building, on June 15. Mr. Wickham will have charge of the store.

William Fleming, who has been engaged in the manufacture of cigars in Burlington, Kan., is reopening his factory there and making the five-cent cigar "Booster."

A sub-jobbing business will shortly be opened in Seattle, Wash., by David Matthews and Hill Brown. They are now looking for a suitable location. Mr. Matthews was formerly with the National Grocery Co. Mr. Brown is a member of the firm of Brown Bros., of Seattle.

The retail and wholesale cigar house of Rosenau & Stripleman, formerly located at LaSalle and Lake Streets, Chicago, Ill., have removed to 2338 West Madison Street, which affords them better facilities for their wholesale department.

Late Jobbing Notes

Woolley & Co., exclusive jobbers of Manila cigars and cigarettes in Seattle, declare that the taste for these kinds of cigars is running to better grades. They recently received a shipment of Manila cigars consisting of some of the new sizes and the high-class stock. Mr. Woolley, of this concern, reported that recently that 75 per cent. of his retail trade on Manila goods is for high-class brands.

The Garthright-Chiles Co., of Richmond, Va., jobbers of the "La Famosa" cigar, E. Kleiner & Co., are just closing a most successful campaign on this brand in that territory. They have been using many windows in Richmond for attractive displays in popularizing this brand.

A new cigar stand has been opened in San Bernardino, California, by G. T. Webb.

Quarters have been leased at Fifty-first Street and Calumet Avenue, Chicago, for the United Cigar Stores Co., at a term rent of $10,500. This makes the eighty-sixth stand of this concern in Chicago.

Jack Levy, formerly of Levy & Levin, 76 Ellis Street, San Francisco, has purchased the stand of Simon Myrson at 310 Montgomery Street, that city.

The Liggett & Myers Tobacco Co., of St. Louis, Mo., have leased quarters at 1317-1319 Pine Street, that city, which will be used for the advertising offices of this corporation. This space will also be used for storing matter used by the many missionary men of this concern in pushing the brands of the company.

A voluntary petition in bankruptcy has been filed in the Federal Courts at Louisville, Ky., by Louis Berman, a cigar manufacturer. The assets are placed at $622.60, with liabilities of $2827.90.

The Industrial Cigar Co., of Pittsburgh, stogie manufacturers, will shortly move into their new three-story building on Enoch Street, that city.

Martin Dolan, under the title of Martin Dolan & Co., recently purchased the Chap restaurant and cigar store, at East Fourth and Water Streets, Waterloo, Ia.

John H. Hodge, president of the Hodge Tobacco Co., Paducah, Ky., is contemplating the erection of an addition to the warehouse occupied by the company at Ninth and Harrison Streets.

Harry K. Ramsey Dead

Harry K. Ramsey, who was for a number of years state agent in New Jersey for the American Tobacco Co., but who retired several years ago and has been living in Bound Brook since then, was stricken with apoplexy while serving as a juror in Somerville, N. J., on June 5, and upon being removed to his home, sank into a stupor from which he never rallied.

Mr. Ramsey was in his seventy-first year, and is survived by a widow and one son, Harry Ramsey, who conducts a retail cigar store in Bound Brook.

Chicago

Brisk Competition on Smoking Tobacco Results in Fat Premium Offers—Cigarettes Too Carry Double Premiums—Late Happenings in the Windy City

CHICAGO, June 12.

SMOKING tobacco dealers are in a strenuous campaign for business of late and all sorts of premiums are given away to induce the purchaser to take hold of their particular brand. "Giant" smoking tobacco offered a corn cob pipe with each package not long ago and during last week "Tuxedo" made the same offer with a 10-cent tin of that well known brand. "Central Union" is offering a sanitary drinking cup with each 10-cent tin of that brand. These premiums have resulted in a good run of business for the loop dealer while in progress. The run on "Tuxedo" in particular was brisk. A good many dealers reported at the end of the first day's offer that they were completely cleaned up on that brand. The report on "Giant" was also good, and a good many sales of the big package were made. The same is true of the other brands who offered premiums.

Cigarette men also are in a strenuous selling campaign. Almost every manufacturer of cigarettes has taken up the new miniature rug premium plan and it has proven a winner as far as getting results. Some of the brands have been having limited sales on their brands in which they are giving away two rugs with each package, which tended to stimulate business. The cigarette case premium also has been revived this summer and some very handsome cases have been given away with the popular brands.

The trade in small cigars has broadened considerably in this city of late. Many of the cigar manufacturers are putting some of their popular 10-cent brands in boxes of five, and they have proven a winner. The smoker of a small cigar wants good quality of tobacco in these goods, and cheap goods do not sell very readily. The dealers have noted the growing demand for these goods and many of the loop stores are featuring these goods.

J. Lanoff, a jobber located at 1015 South Halsted Street, returned from the Ninth District, Pennsylvania, recently. He purchased over 1,000,000 cigars in all shapes and sizes while there.

J. P. Galligan has opened a new Red Cross drug store in the Nebele Block. He has put in a lot of handsome fixtures for the cigar department.

E. Klimst has purchased the cigar store at 775 Milwaukee Avenue from Joseph Miller.

On June 4 the Illinois State Senate sounded taps over all anti-cigarette legislation. Miss Lucy Page Daston, head of the Anti-Cigarette League, sat alone in the main gallery with a tab and pencil while the Senators floundered through new mysteries of parliamentary practice to escape a vote on the question. A new bill introduced by Senator Canady was finally sent to the committee of manufacturers presided over by Senator Brady, one of the leaders of the opposition to the bill.

Richard J. Killick, of the firm of Kennedy & Killick, investment brokers, shot and killed himself while locked in a vault of the Fidelity Deposit Company, 116 West Randolph Street. Killick invented several tobacco brands while working with the Duke and Sorg companies many years ago, and in connection with this he claimed, in a letter he left behind him, that John J. Mitchell, president of the Illinois Trust and Savings Bank, and Charles H. Randle, an independent capitalist, practically had driven him to take his own life by refusing to pay him claims of $50,000 and $15,000 which he declared due him. Killick charged that he personally arranged deals by which the Sorg Company and the Duke Company combined and reached their working agreements with the American Tobacco Co., a series of deals by which he claimed there was great profit to Mitchell and Randle. Both the parties accused say that there is not a word of truth in the accusation.

William Prouty can truthfully say that he paid the highest price for a cigar ever paid before and then he did not get it. Prouty is a farmer who resides in Lincoln County, Ill. While passing the corner of State and Harrison Streets he met an affable stranger, who pretended to be an old acquaintance. After a few minutes' talk the stranger asked for the loan of 50 cents to buy the cigers, as he had left his money at the Blackstone Hotel. William had nothing smaller than a $10 bill, which he handed to his new friend. The gentleman in question went into the cigar store, but William waited a long time, and at last tiring also went into the store, but his new acquaintance had left through the side door with the money.

Maurice F. Rothschild opened a new cigar store in the Webster Building last week.

Cigar box makers reported business very active in their line. They say trade has improved greatly of late and shows an improvement over last year.

Albert Breitung left last week for New York, where he will sail for Europe to be gone throughout the summer months.

The Charles Donovan Cigar Co. is pushing the "Ponce de Leon" of Cuesta, Rey & Co.

Best & Russell and Ryan & Raphael have secured the cigar and cigarette concessions at Sans Souci Park.

George Becker, of Arguelles, Lopez & Co., called on the local trade last week.

H. E. R.

PHILADELPHIA.

P. F. Albertz New President of Dusel, Goodloe & Co.

Willard Goldsmith and N. Popper, president and vice-president respectively of the local jobbing house of Dusel, Goodloe & Co., have resigned their positions in that concern, the resignations taking effect June 1. Neither Mr. Goldsmith nor Mr. Popper have announced any plans for the future. Paul Brogan, secretary and treasurer of the company, will remain in that capacity.

P. F. Alberty, formerly connected with the wholesale grocery and cigar house of Francis H. Liggett, of New York, as manager of their cigar department, succeeds Mr. Goldsmith as president. Mr. Alberty is said to have had a wide experience in the cigar business, one who is capable in every way for this position. He was at one time connected with the large wholesale house of J. & B. Moos, of Chicago.

Dusel, Goodloe & Co., have been pushing the "Cubanola" cigar the past month, a brand which was only taken on recently. The results so far are said to be all that were anticipated. This cigar is made in the Seidenberg factory in Detroit.

Benj. Labe & Sons, Amsterdam Buyers

A cable to his house, on June 6, from Mr. Benj. Labe, indicated that he was on the outlook for fine lots of Sumatra, and had secured seventy-five choice bales at the inscription of that day. On June 13, he bought 175 bales.

"Tungsten" Brand For Nashville Market

Jeitles & Blumenthal, Ltd., manufacturers of the "Masterpiece" and "Tungsten" cigars, have completed arrangements whereby Paul and John Stumb, Nashville, Tenn., will handle their "Tungsten" cigars in that city.

The Showell & Fryer Co. removed from their location, Juniper and Market Streets, on June 2 to their new location, Chestnut Street above Fifteenth. The cigar department has been well located in the new store, just as it was in the old. They expect to add several lines of cigars to the stock, including the "Webster" of Y Pendas & Alvarez.

Colonel Robinson, the popular manager of the cigar department of Thos. Martindale's, asked for a leave of absence about a month ago and is now enjoying himself at his home in Ventnor, N. J. Mr. Robinson is not expected "back on the job" until the first of September. Meanwhile W. S. Russell, who has been with the Martindale establishment for seven years, has charge of the cigar department.

The "Sintoma" cigar of Juan F. Portuondo Cigar Mfg. Co., has been placed with the J. S. Brown & Bro. Mercantile Co., of Denver, Col., by Warner Searles, their Western representative. This Denver wholesale house has been handling the Portuondo goods for more than twenty-five years.

Harry Bremer, of Lewis Bremer's Sons, the North Third Street leaf dealers, is now at Atlantic City, where he has been staying for several weeks. Mr. Bremer had been working hard and he was ordered by his physician to take a rest before a breakdown followed. He went away with the best wishes of his friends for a speedy recovery.

Sig. C. Mayer & Co., of Philadelphia, have appointed a new representative for the "Rey Oma" and "El Wadora" cigars in the person of John Schnecter, who will cover the Rocky Mountain States.

The cigar store of H. A. Lee, which has been located at 54 South Third Street, has been discontinued.

The Augustinez Cigar Store at 16 North Thirteenth Street has been removed to No. 22 North Eleventh Street. There is a "For Sale" sign on the old store.

Mr. King, the Cuesta-Rey representative, was a welcome caller among the trade recently.

R. Russell & Co., of Pittsburgh, have opened a new cigar store at Smithfield Street and Strawberry Way.

A rapidly increasing and enormous business on the "Cinco" cigar of Otto Eisenlohr & Bros. is being done by E. A. Saunders & Sons Co., the distributors for this brand in Richmond, Va., and adjoining territory.

The premium department of Liggett & Myers Tobacco Co., at 805 Arch Street, recently opened, is now in full swing, although the manager, H. A. Hughes, stated that up to the present they had not received their full stock of premiums. All coupons from the cut plug tobaccos, cigarettes and scrap tobaccos, including "Fatima" cigarettes, are redeemed at this location.

The Twelfth and Filbert Streets cigar stand of the United Cigar Stores Co. has been discontinued. It is understood that this location has been controlled by the owner of the saloon a few doors below, Geo. Schott, who has announced that he wishes to use the entire front.

44 Cigar Company's Advertising Wagon

EVER alert to the further distribution of "44" cigars, the company have recently made an interesting addition to their sign department equipment in the shape of a specially constructed advertising wagon which they use exclusively for the delivery of their signs.

We reproduce herewith a photograph recently taken of a bulletin board sign in one piece, which shows the portrait on the right of F. B. Kirschner, of the "44" sign department; also Frank Davoli, who has been a crew manager throughout the country, and Max Lipschutz, the son of the president of the company, who has always taken personal charge and directed the work of this department, and to whom many of the cleverest of the company's advertising ideas are to be attributed.

The spring business of the "44" Cigar Company has been quite up to past records and with no abatement in sight.

Pittsburgh Manufacturers Exonerated

The indictments for involuntary manslaughter which the grand jury hysterically returned against the officers and directors of the Union-American Cigar Co., in Pittsburgh, growing out of the water tank accident at their factory, Twenty-eighth and Smallman Streets, recently, were thrown out by direction of the court on the fifth instant, and the defendants, President G. P. Waidley; J. M. Philbin, secretary, and Messrs. Bailey, Lang, Kitzmiller and Logue, directors, were honorably acquitted.

The deplorable accident resulted in the deaths of three girl cigarmakers, when the newly erected water tank crashed through the roof, but the manufacturers were absolutely blameless.

High Prices in Santa Clara

SYDNEY ROTHSCHILD, the well-known tobacco commission man, of Havana, in a personal letter to the "World," says that he has just returned from a recent trip through the Santa Clara provinces and that the district is in splendid shape. Mr. Rothschild, however, deplores the fact that just at present the people seem to be going mad about prices, paying as high as $22, which will mean first Capadura at least $60, and second from $45 to $50. He states that naturally a good many buyers are holding off with prices in such a state as this, and disaster must surely follow if merchants load with tobacco at these figures. Mr. Rothschild further adds that with the unsettled conditions in the States, and the general panicky feeling, and with a large crop in Cuba, he would advise conservatism.

Letters to the Editor

Who Uses This Factory Number.

136 North LaSalle Street,
CHICAGO, ILL.

Editor THE TOBACCO WORLD:

Dear Sir—Will you kindly inform me the name and address of the manufacturer listed under "Factory No. 256, Twenty-first District of New York"? By so doing you will oblige,

Yours very truly,
MONROE ADLER.

The manufacturer using this number is requested to get in touch with the above inquirer.

Wants a Desk Cigar Lighter?

BIRMINGHAM, May 31.

Editor THE TOBACCO WORLD:

Dear Sir—Will you kindly inform me the name and address of a manufacturer or importer of a cigar lighter such as stand and which may be used as desk cigar lighters? Thanking you for your attention to this matter, I am,

Yours very truly,
HENRY MILLER,
926 South Eighteenth Street.

Any of the following can suit you: Brunhoff Manufacturing Company, Cincinnati, Ohio; Art Metal Works, No. 7 Mulberry Street, Newark, N. J.; John J. Sander, 113 Maiden Lane, New York City.

Inquires for "Red Cherry" Brand

ALCOMA, WIS., June 7.

Editor THE TOBACCO WORLD:

Dear Sir,—Can you give us any information as to where we may buy a shoe peg cigar at $10 to $12 per thousand? Is there a cigar label made with some red cherries on it? Would like one called "Red Cherry." Will buy the cigars if they are put up under such a brand from $12 to $25. Prefer the latter price. Thanking you in advance for the courtesy, we beg to remain,

Yours very truly,
KUEHLMANN BROS.

Wants First District Cigar Manufacturer

BRONX, N. Y., May 9.

Editor THE TOBACCO WORLD:

Having learned that the "El Proposo" cigar is manufactured by Factory No. 555, First District of Pennsylvania, would appreciate, if you will inform me of the name and address of the manufacturer listed under this number.

Yours very truly,
MURRY LIVINGSTON,
941 Livingston Street.

Sulzberger & Oppenheimer Company, 1106 Montgomery Avenue, Philadelphia, are listed under the above number, but we believe that this factory was sold out to the United Cigar Manufacturers' Company, who still operate it under the old name.

G. A. Watson to Leave Havana-American Co.

Announcement has been made that G. A. Watson will retire from the management of the Havana-American Co., at New Orleans, La., about July 1. Mr. Watson has been in ill health for quite some time and returns to his old home at Danville, Va.

W. P. Rison will succeed Mr. Watson, and though a young man, is widely known as a hustler and is familiarizing himself with his new duties prior to the departure of Mr. Watson.

Phlia. Brands Feature in Buffalo

W. A. Burke, formerly connected with Joseph T. Snyder, has opened a cigar stand in the new Marine Bank Building, Buffalo, N. Y. Mr. Burke is featuring "Rey-Oma," "Havana Ribbon" and "Flor de Jeitles," in addition to imported cigars, and carries a full line of cigarettes and tobaccos.

New Cigarette Co. Finely Organized

DURING the past few days the Cado Company, 26 Park Place, New York City, have placed on the market a new brand of Turkish cigarettes, which they expect to demand instant attention at the hands of discriminating trade. The new brand has been named "56," and the goods are packed as handsomely as any goods now on the market. The boxes are of pure white, with gold trimmings, and the covers show an embossed shield, and the name, "56," in raised gold letters. letters.

The "56" cigarettes are to be marketed at 25 cents for a package of ten, in both cork and plain tips, and a standard price of $18.50 per M. to the trade outside of Greater New York has been fixed, with the price at $17.50 in the Manhattan district.

The Cado Company has recently been incorporated with Charles Drucklieb as its president. Mr. Drucklieb has been known for many years as one of the most energetic and intelligent of our importers of Turkish tobacco, and his dip into the manufacturing end is quite a natural sequence. The Cado Company have been fortunate in securing as sales manager, Robert Appleton, whose work along high-class lines is well known, especially in the New York market. As a matter of fact, before really making any announcement, Mr. Appleton went out into the trade with his preliminary samples of the new "56" brand and placed the goods with hosts of private distributors in New York City, so that Park & Tilford, Charles & Co., Acker, Merrall, Condit & Co., British-American Cigar Co., as well as a score of exclusive hotels, have the new goods already on display.

Much of the success of this early work is due to the fact that the Cado Company have guaranteed that their goods shall not be marketed at cut prices.

For a national distribution, the company have engaged a most excellent staff of salesmen, which includes C. C. Lieb as Boston representative, R. A. Burke, Providence, R. I.; A. Andruss, covering the Middle West, and Count A. de Montaglas in the territory west of Salt Lake City to the Pacific Slope. This latter gentleman, although of the nobility, is a splendid salesman and has kept himself well before the public in his territory.

In addition to the "56" brand, which will be their stylish leader, the company will shortly offer the "Cado," a 20-cent package of ten, at $15 per thousand, and "Turkish Dreams," a 15-cent package, at $11 per thousand. A novelty in connection with these goods will be the detachable cork mouthpieces which come with each package, ten enclosed in a small envelope.

With the splendid connection of the Cado Company in the Far East, through Mr. Drucklieb's superior knowledge of the Turkish market, it is an assured fact that from the outset this company will be a big factor in the field. They have a splendidly located plant at 26-28-30 Park Place, and their equipment is second to none.

British-American Stores Title O. K.

A VAST deal of interest attended the decision rendered by the United States Circuit Court on Friday, the sixth instant, when Justice Ward handed down a decree dismissing the temporary injunction which was obtained some time ago by the British-American Tobacco Co., a foreign corporation, against W. W. St. John and others, in connection with the use of the name of "British-American Cigar Stores Co." Mr. St. John's company, some months ago, started the formation of a chain of retail cigar stores and stands in New York City, prominent among them being the stand in the New York Central Terminal, one at Forty-second and Vanderbilt Avenue, and another at Seventy-second Street and Broadway. These stands are operated by the British-American Cigar Stores Co., a United States corporation, the directorate of which embraces a number of exceedingly prominent financial men.

The British-American Tobacco Co., whose headquarters are in England, with New York offices at 200 Fifth Avenue, brought suit against the British-American Cigar Stores Co., restraining them in the use of the name and secured a temporary injunction.

In an argument before the court, Kearny & Dickinson, who represented the British-American Cigar Stores Co., maintained that the foreign corporation had not set forth facts in their bill of complaint which would constitute cause for a suit in equity, and the court upheld this contention.

Otto S. Murphy New Cayey-Caguas Manager

Dating from June 9, Otto S. Murphy, who has heretofore covered the Middle West for Storm, Fisher & Co., will look after the business of the Cayey-Caguas Tobacco Co. in Chicago, St. Louis and the Middle West territory.

Mr. Murphy is a real cigar salesman and is enthusiastic over his new connection. He says the present output of "Savaronas" are as fine cigars as could be produced, and that his company has a wonderful crop of the very choicest Porto Rican tobacco this year to keep goods right up to the notch.

Mr. Murphy's home is in Peoria, but he will have headquarters in Chicago.

"Clover Farms Shade Grown" Selling Fast

S. Loewenthal & Sons, importers of Havana and packers of leaf tobacco, 131 Maiden Lane, state that the trade is beginning to take hold in fine fashion of their "American Havana Shorts." Prices for this tobacco range from 10.5 cents to 23 cents. Business with this concern continues exceptionally good. They expect to be entirely sold out of their fine grade of Clover Farms shade grown before the first of September. This is the gilt edge proposition of this concern and is one of their biggest assets.

B. C. Keit is making good progress in Nebraska for this concern, as are H. Freund and E. B. Hauenstein, who cover the state of Pennsylvania. H. Gossman is now working Boston, I. Neumann, New Jersey; E. Hemple, West Virginia; Mr. B. Loewenthal, the South, and H. S. Loewenthal, the eastern part of the country.

New York City Items

According to the will of Andrew B. Willingham, late chief buyer of the American Tobacco Co., who was killed in an automobile accident a short time ago, he leaves an estate valued at $15,000. In addition to this, Mr. Willingham carried a considerable amount of insurance. All this will be left to Mr. Willingham's widow.

Leonard Cohn, of A. Cohn & Co., and of the American Sumatra Tobacco Co., will arrive home from the inscriptions on June 18, having sailed on the "Kaiser Wilhelm II." Julius Lichtenstein leaves shortly for his annual visit to the American Sumatra Co.'s great plantations in Florida and Georgia, to be present during the harvesting period.

Samuel Fisher, of Storm, Fisher & Co., has announced that Julius Lehmann is no longer connected with their firm, and that in future he would conduct the business individually under the same firm name.

Mr. Fisher has just returned from a two-weeks' trip out as far west as Chicago, and says that their affairs are shaping up nicely.

Morris J. Levi, formerly an officer and director of the American-West Indies Sales Co., has announced in a letter to the trade that he has severed his connection with that concern. Being well versed in the manufacturing of Porto Rican cigars and the packing of Porto Rican tobacco, Mr. Levi says that he will shortly continue to do business along the same lines. He is now making arrangements to put on the market a number of brands of Porto Rican cigars.

E. Rosenwald & Bro. announce that their purchases of Sumatra at the Amsterdam inscription on May 27, which consisted of 1800 bales, are composed of an unusually fine assortment of choice tobaccos. They are confident that their purchases will meet with the unquestioned approval of all their customers, stating that the tobacco is desirable in every particular, having every quality which is appreciated by the manufacturer of nickel cigars. Business is unusually good so far for them this year, the Sumatra selling extremely well.

Reshid Sadi Sails for Home

After several months' stay in New York, Reshid Sadi, one of the owners of the Pera Cigarette Co., sailed for London on the "President Grant" on the fifth instant.

He leaves the recently established American branch at 333 Fifth Avenue, New York, in excellent running order, and "Pera" cigarettes are rapidly attaining a wide distribution.

H. Table Porter has closed his connection with the Pera Company and Manager Zia Mufty has now associated with him Mr. Val Schultheis, who is an experienced merchandise and advertising man.

R. E. Lane Up in Canada

After getting his offices nicely settled on the second floor of 115 Broadway, Room 214, having removed from the sixth floor, Robert E. Lane, United States representative of the Partagas factory, made a quick break for Chicago and the Middle West, and has been cleaning up in fine style.

Mr. Lane at present is in Canada, where he finds conditions really much improved when compared with his last visit.

B. F. Alexander With A. Fernandez Garcia

Hereafter the selling of the clear Havana product of A. Fernandez Garcia, in New York and the United States, will be handled by B. F. Alexander, who has just opened new offices in the Woolworth Building.

Mr. Alexander is an experienced clear Havana man, and was recently connected with Cienfuentes, Fernandez & Co., selling Partagas goods. He will also handle the output of Tomas Gutierrez, Partidos goods, which factory is successor to the Juan Lopez factory at Havana.

Mr. Alexander has a good reputation in the trade and his friends predict big things for him in his new alliance.

Charles Barend Dead

New York City lost one of its oldest cigar manufacturers in the death on June 7 of Charles Barend, which took place at his home, 28 Fillmore Street, Brooklyn.

Mr. Barend came to the United States in 1856, when but twenty-nine years of age, and in the same year he established a cigar factory in New York City, remaining continuously in business until the first of May last.

He was born in London, England, in 1827, and is survived by three sons.

U. S. Tobacco Association Convenes

The Thirteenth Annual Convention of the Tobacco Association of the United States was held in Richmond, Va., on Thursday, Friday and Saturday, June 5, 6 and 7.

The convention headquartered at the Jefferson Hotel, and Richmond, a great tobacco centre, opened wide its portals.

On Saturday the delegates and guests made a pilgrimage on the steamer "Pocahontas" to Jamestown, the birthplace of the tobacco industry, and the final business of the convention was transacted afloat.

Tazewell M. Carrington was re-elected president without opposition and the other officers include W. L. Petty, first vice-president; R. P. Watson, second vice-president; B. P. Eggleston, third vice-president; G. E. Webb, secretary and treasurer.

Board of Governors—W. T. Reed, Richmond; A. P. Thorpe, Rocky Mount, N. C.; Ed Wischmeyer, Baltimore; W. A. Adams, Oxford, N. C.; John L. Wingo, Richmond; A. B. Carrington, Danville; G. M. Booker, Lynchburg; S. W. Venable, Durham; J. A. Clarke, Bedford City; W. L. McGill, Petersburg; G. T. Patton, Darlington, S. C.; G. S. Norfleet, Winston; C. A. Lewis, Henderson; H. E. Spilman, Cincinnati; E. B. Ficklen, Greenville, N. C.; E. V. Webb, Kinston, N. C.; W. G. Rogers, Warrenton, N. C.; J. M. Edmunds, Wilson, N. C.; S. W. Walters, South Boston.

New and Modern Factory for "El Dallo" Cigars

THE new "El Dallo" factory of Wertheimer Bros., located at Gay and Preston Streets, Baltimore, Md., is now ready for occupancy, the formal opening being celebrated on June 7, by a dance given the employes. Acting as chaperons and hostesses, the wives of the four members of the firm contributed largely to the success of the evening.

The new building is a two-story structure, bounded by Gay, Preston, Durham and Wolf Streets, covering almost an entire block. The first floor contains the private offices of the firm, the stripping room and the work room proper, which allows for a force of 350 cigarmakers. Just beyond is the packing room where the cigars are examined, wrapped and boxed, after which they are transferred to closed compartments until such time as they are packed.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Seedlings Very Scarce in Lancaster District

Prices Soar Upwards and Growers Are Alarmed—To Develop More Seed-Havana

LANCASTER, PA., June 13.

QUITE some alarm was evidenced at the meeting of the Lancaster County Tobacco Growers' Association, held Tuesday in this city.

The primary complaint is the scarcity of tobacco seedling plants. The very backward spring and the cold weather which has been experienced in this section have much retarded the development of the plants and the "slugs" which have gotten among the beds have caused much destruction.

Instead of a normal price of 50 cents per thousand for seedlings, quotations run as high as $3 to $4, and this has not helped by any means.

The pleasant weather of this week has given the farmers an opportunity to set out a lot of plants and it is probable that within the next day or so another crop will be planted, although the acreage for 1913 will show a yield much less in volume compared with that of last year, which is due to the fact of the low price of Pennsylvania broadleaf for 1912.

Quite a few of the growers in Lancaster County have set out Havana seedlings this year as an experiment, and we know of about 1200 acres which will be used for this purpose. There is no reason why good Havana tobacco should not be grown in Lancaster County. Altogether, the outlook is none too promising, when it is considered that the warehouses here have big lots of old tobacco on hand yet to be sold, and if the prices for the 1913 crop exceed those of last year, many will be delighted.

Decrease in Acreage at York

YORK, June 12.

OWING to the unsatisfactory results in disposing of the leaf from last year, hundreds of acres of tobacco land has been planted in potatoes. A number of growers, especially those located in the lower section of the county, have become affiliated with the organization effected some months ago at Red Lion, where the marketing would be left in the hands of an expert, but there are numbers of growers who are unable to avail themselves of this feature, and consequently decreased acreage is the result.

The highest prices paid for tobacco raised here last year was about six cents per pound for wrappers, but in some instances the prices were as low as three cents, while filler sold as low as one cent per pound. Several shipments to Wisconsin and Ohio have been reported.

With the State Tobacco Experimental Station established on the farm of H. L. Stein, near Red Lion, it was hoped that farmers would benefit from the co-operation afforded by the State and National Departments of Agriculture, and not only equal, but enlarge their acreage. The prices obtained seem to have discouraged the growers, and the decision to raise crops giving larger returns, seems well established.

Clyde Smith, a cigar manufacturer of Red Lion, is confined to his home and under the care of a physician as the result of bathing his feet with powdered alum.

Reading Retailers Willing to Discontinue Sale of Cigarettes

READING, June 10.

CONDITIONS among the leaf men and cigar manufacturers have not changed during the past fortnight. While the factories are running full handed in the majority of cases, an unsettled condition exists, due in a great measure to the uncertainty of the tariff, and the labor bills now pending in the Senate and House.

Reports received from Red Lion state that the acreage of tobacco will be considerably smaller the coming season than heretofore, as the prices obtained did not meet with the expectation of the planters. The new cigarette law is streaking with gray the heads of some of the local tobacco dealers who cater to a class of working young men and boys, as they are never sure but what the purchaser has misrepresented his age, even though he is liable under the Thompson Act to be held in conjunction with the dealer.

A number of cigar dealers have expressed a willingness to discontinue the sale of cigarettes, but so far none have advertised the fact, as they do not wish to cause customers any inconvenience.

The employes of the Fleck Cigar Factory have received their charter, which authorizes the organization of a relief association for the payment of sick and death benefits, and the election of officers will follow as soon as the necessary details can be arranged. J. Herbert Leiby, Frank D. Eneck, Oliver H. Weand, John Hessler, Allen D. Butzer and William Buhler are the subscribers.

Lancaster Growers May Try Seed Havana

LANCASTER, June 11.

CONSIDERABLE interest is manifested throughout this section as to whether planters will attempt to raise Havana seed in place of the Pennsylvania broad leaf.

Many growers realize that larger returns can be obtained from seed Havana if the quality is up to the standard, but they are beginning to realize that tobacco of this type requires considerably more attention than the native growth.

As the result of the meeting held some time ago, several growers are planning to raise binder tobacco, as they believe the soil is adapted to raising tobacco of this type, and secure a considerable portion of the business now obtained by the Wisconsin growers.

Practically all of the 1912 crop has been purchased, with prices the same as those paid during the past fortnight.

The demand for cheap tobacco still continues fair, and a number of sales of York County tobacco are reported.

Reports received from different sections show that the frost on Monday night did considerable damage to the plants which had been set out, in some instances entire patches will have to be replanted.

The death of Abram Brubaker occurred on June 11, at his home in Millersville, at the age of fifty-six years. Deceased was a tobacco packer, and for twenty-one years assessor of Manor Township.

B. F. Gonzalez, who recently started the manufacture of cigars in Gadsden, Ala., reports that his goods have met with a hearty reception in that city, and that he is pushing them in three shapes under the brand "Bennie Boy."

The Krummel Tobacco Co. have recently leased the four-story brick building at the corner of Broadway and Bedinger Streets, Cincinnati, for a term of five years.

Frank Ripley has just commenced the manufacture of two grades of 5-cent cigars, at Macomb, Ill., known as "High C." and "Zampa."

William Horlacher, who has been foreman for a number of years for the Cook Cigar Factory, at Norwalk, O., has recently purchased the business.

W. J. Lightbourn, manager of the Cortez Cigar Co., Key West, is at present in Havana on the lookout for tobacco purchases.

Herrick Johnson, who has been making good headway with his cigar factory at Cordele, Ga., has been making a quick trip to Tampa, Key West and Havana during the past ten days.

P. N. Jacobsen, cigar manufacturer, at Fourth and Harrison Streets, Davenport, Ia., reports that business with them has been so good that they have been compelled to operate night and day for the past ten days.

Kirvan & Davis Company, Portland, Maine. To manufacture and deal in tobacco and smokers' articles. Capital stock, $10,000; par value, $100; paid in, nothing. President, Hugh Davis; clerk, George F. Gould; treasurer, William H. Kirvan; directors, W. H. Kirvan, E. H. Davis and Stephen W. Hughes.

Detroit

The John P. Hemmetes Cigar Co. Brings Suit—Harry W. Watson Co. Secure Additional Cigar Privileges

DETROIT, June 9.

PROBABLY the most important news happening in this section of the world, so far as the manufacturers are concerned, is the $50,000 suit brought by the John P. Hemmeter Cigar Co. against John McNee & Sons, of Windsor, Ont., located directly across the river from Detroit. The Hemmeter Company alleges that the Windsor concern induced one of its foremen to go to Windsor and take a number of employes (96 in all) with him, which he did. With him he is alleged to have taken certain secret processes of the Hemmeter Company. A number of the employes who went to the Windsor concern were put on the witness stand and stated that they were induced to cross the river by the higher wages offered them. James McNee alleges that the Detroit cigar manufacturers are in a deal to crush competition from Windsor. From inside source it is learned that, no matter which way the decision goes, it will be taken before the Supreme Court, as both sides are anxious to have victory.

W. D. C. Moebs, proprietor of the Berghoff Hotel on Monroe Avenue, has leased his cigar department to the Harry W. Watson Co. for an annual rental said to be approximately $12,000. The stand is an excellent one, in the very heart of "Detroit's Gay White Way," and the most popular place in town for noonday luncheons and six o'clock dinners, to say nothing of the big evening trade in the grill. The Watson Company has also taken a lease on the cigar stand at the Hotel St. Claire, at the corner of Randolph and Monroe Streets, which is one of the leading hostelries in the city. The cigar business at the Hotel Griswold and the Berghoff is said to be the largest in the city. Both are now controlled by the Watson Company. Charles Bird, who has been manager of the Griswold stand, will also have charge of the Berghoff stand, dividing his time between the two places.

Commencing with Monday, June 2, the Harry W. Watson Co. took over the Detroit retail business on the "La Cavalerie" and "Miss Detroit" cigars, made by the Mazer Cigar Co. Heretofore the Mazer Company has handled its sales direct and has not pushed either brand in the downtown section, but with the sales staff maintained by the Watson Company there will be a big opportunity to place these brands in all of the leading cigar stores in the city. At all of the stands owned by the Watson Company a feature will be made of "Miss Detroit" and "La Cavalerie," both of which sell at 5 cents each. Jake Mazer says he is "tickled to death" over this new arrangement, as it will take a lot of work off his shoulders and will mean that he can devote more time to seeing that more goods are turned out. "The new combination is a good one; we know how to make them and the Watson staff knows where and how to sell them," he said.

Fire on June 1 did considerable damage to the stock of tobacco of the Winestone Cigar Co. on the third floor of the building at 263 Gratiot Avenue.

Charles Collins is now managing the cigar store at 242 Woodward Avenue. He was formerly associated with the Taylor Bros. Co., of Battle Creek, in the capacity of traffic manager. The concern went into bankruptcy a few weeks ago.

Ernest Lamkin, who has a cigar store at Grand River Avenue and Third Street, has retired as ticket taker at the Avenue Theatre after twelve years of continuous service. His cigar store has been a gold mine for more than twenty years and Mr. Lamkin will have no cause for worry, as during that time he has built himself a fine six-family flat building.

Omer Wurtz has opened a cigar store in Gaylord, Mich.

Edward Lichtig, of the Philip Morris Co., who has returned from a Northern Michigan trip, says that the resorts are well loaded up with stock and that all they need now is good, warm weather.

John S. Donavan has sold his cigar stock in Belding to Smith Stanton, who has already taken possession.

E. O. Smith has sold his stock of cigars in New Lothrop to Chester Walters, who will continue the business.

A cigar and newstand depot has been opened in the postoffice at Hubbell, Mich.

The "Horsehead" cigar, featured so strongly by E. M. Harris on Woodward Avenue, is made by E. M. Swartz, but the new "El Tyco" cigar is made by Perfecto Garcia & Co., and is proving a big seller. Mr. Harris states that business is picking up despite the keen competition on both sides of him.

Albert Worch, of the Wayne Cigar Co., returned this week from a Southern trip, but left immediately for a short business trip West.

The Cadillac Cigar Co., of Detroit; the Sedorah Cigar Co., of Detroit; the San Zeno Cigar Co., of Lapeer, and the Harry W. Watson Co., of Flint, are creditors of Stier Bros., of Lapeer, who have been declared bankrupt.

Walter Manion has resigned his position as clerk at the McLarty cigar store on East Main Street, Kalamazoo.

P. G. Klemos is spending $45,000 on his candy store on East Main Street. A new cigar case has been installed, which is modern in every respect.

William Higgins, of Park & Tilford, was a visitor here last week and took some nice orders for "Hoyo de Monterrey" and "Mi Favorita" cigars.

Business at the Ponchartrian was exceedingly good the first week in June owing to the convention of the Society of Automobile Engineers, of which there were nearly 500, including their wives and friends. At their banquet was used "Count Ponchartrain" cigars and "Philip Morris" cigarettes. It was noticeable that they preferred imported cigars.

Ed Heineman, manager of the cigar department at O'Brien & Co., had a very attractive window display this week of "Seneca" cigars, which he says are proving a good seller.

"Herbert Tarryton," made by the Falk Tobacco Co., are gradually growing in demand. A representative of the company was here this week.

Paul Bagley, of the Bagley Tobacco Co., returned on Monday, June 9, from a six weeks' trip abroad.

Commodore M. B. Mills, president of the Banner Cigar Co., arrived in town this week after cruising in Southern waters all winter. After spending some time at the factory he will tour the Great Lakes.

Thieves entered the Richards drug store at 1568 Broadway, Grand Rapids, on June 5, and stole a quantity of cigars. Entrance was gained through a rear window.

Joseph Fisher, of Niles, has sold a half interest in the cigar and tobacco business to Theodore Harnish and the business will be known hereafter as Fisher & Harnish.

Harley Davidson, manager of the Hotel Cadillac cigar stand, has enjoyed a big business this week owing to the convention of the Tri-State Bakers' Association, which brought close to 800 bakers to the hotel for five days. Mr. Davidson has added the "Corina" in five different sizes. Tom Branyan, who was here recently, engineered the deal.

The Ambos Cigar Co. recently opened another branch cigar store and news emporium at 561 Grand River Avenue. Alterations are now being made and the completed store will be ready by July 1 at the latest. With his new store on Wayne Street, Mr. Ambos will have two places even when he is compelled to vacate his present stand at the corner of Shelby and Lafayette Streets.

The brands of Y. Pendas & Alvarez, F. Lozano & Co. and Jose Escalante are the largest sellers in Detroit of Tampa-made cigars, according to the statements made by the leading cigar dealers.

Oscar Rosenberger, of the San Telmo Cigar Co., is very much improved in health. He gets down to the factory every day.

Dave Love, who has operated "Dave's Smoke Shop" on Monroe Avenue for the past eighteen months, has discontinued business.

Rube Walters, who has been manager of the Wayne Hotel cigar department for many years, has resigned and engaged in business for himself on Randolph Street, near Macomb Street.

Ted Snowhook, who manages the cigar stand in the Victory Hotel Annex, at Larned and Randolph Streets, and which was only recently opened, says business is very fine.

Eugene Watson attended the races at Indianapolis accompanied by Harry Bumps, with J. L. Marcero & Co.; Harry Bassett, Jack Murphy and Karl R. Stradley.

John W. Merriam was a recent visitor to Detroit.

Business has opened up at the Casino and Pavillion on Belle Isle. Last year the lunch rooms and cigar departments were under lease to Paul Kolbe. This year they will be operated by the city.

Payette & Walsh, wholesalers on Grand River Avenue, are getting ready for a big publicity campaign on "Tom Keene" cigars.

Claude Howell, another Grand River Avenue jobber, is conducting a successful campaign on "Peter Pan." Mr. Howell is the local distributor for the Swift cigar, made by Joseph Muir on Gratiot Avenue, and states that he is considerably oversold.

There has been some person in Detroit calling on several of the leading retailers with a quantity of imported cigars—the leading brands—offering to sell them at ridiculously low prices, saying that they were samples and that he had instructions to sell them cheap.

M. A. LaFond & Co. have purchased the San Eta cigar factory in this city. The San Eta, a 5-cent cigar, has been their leading brand and this will be made a strong feature by the LaFond Company at its various retail stores.

There was a good representation of cigar men at the annual state convention of the B. P. O. E. which met last week in Port Huron. All of the leading cigar stores decorated their places with the Elk colors and welcome signs. Swickert Bros. went a little further than the rest and spent considerable in fixing up. Both brothers are Elks and the store did a rushing business during the convention. In their window they featured "El Palencia" cigars and "Milo" cigarettes. Eddie Crooks, of "Fatima" fame, was there every day letting every one know that "Fatimas" were still selling for 15 cents a package.

Joe Snyder was in town last week. He says he can't complain in the least about business here; in fact, it is coming along nicely and showing a gradual increase. Mr. Snyder is a great believer in window displays; some change is made every day.

Charles Coombs, of the Central Cigar Co., who has been abroad for six weeks, returned June 9. He looks fine.

Mel Soper has added the "Henry Irving" cigar.

Visitors have been: Howard Kinney (H. Duys & Co.), Mr. Penper (E. Rosenwald & Bros.), J. H. Weller (G. S. Nichols & Co.), William Charles (H. S. Nicholas & Co.). AL. U. THORNBURG.

George J. Whelan, leading spirit of the United Cigar Stores Co., returned recently from a European trip via the North German Lloyd steamship "Kronprinzessin Cecilie." Mr. Whelan predicts a raise in the price of cigarettes, as the Balkan war has affected the Turkish tobacco crops and advanced the price of the raw material about 25 per cent.

The Cuban Market

From our Exclusive Havana Bureau, Neptuno 24, Altos, Havana, Cuba.

HAVANA, June 7.

LITTLE change has taken place in our market during the past two weeks, as the transactions reported in town only show a very slight increase over the previous fortnight. Few buyers have arrived from the North, where with the exceptions of a small number of Tampa manufacturers, the same unsatisfactory conditions seem to have prevailed. Until the tariff should be finally passed, and become a law we hardly dare look for a decided improvement in business. The calls from Germany so far are restricted to small sample shipments. Our cigarette manufacturers on the other hand seem to have been caught in a hole, and for this reason they are buying, besides the new colas from the Vuelta Abajo, also the loose leaves of Partido and Remedios, for which they are paying higher prices than our German friends would be willing to spend. However, to cheapen the cost of their raw material there may be a thrifty reason to resort to this expedient of the cigarette manufacturers.

The strike of the leaf selectors in the Partido district has been settled by compromise in 22 villages, and which are now working again, but the chief town of San Antonio de los Baños is still in a dilemma, through the fault of one or two packers, who instead of abiding by the measures of our association of leaf dealers, that tried hard to come to a settlement with the strikers, went independently to work and paid the higher figures of the strikers. Now, the latter for the sake to help their comrades, in retaining their advanced pay, refuse to go to work upon the compromised terms of their leaders. The final upshot may be that the packers get so disgusted and move their escogidas to other places, and in such a case the workingmen will be the losers.

In the Santa Clara province the difference between the asking prices of the Vegueros and the packers continue, and there is little buying going on. Don Manuel Muñiz, of Muñiz Hermanos, stated upon his authority that the Remedios crop would not yield over 200,000 bales in all, but that the same might give 55 per cent. of first and second Capaduras. He is willing to back up this statement by any amount of a wager, and while this reduced quantity would amount to about 20 per cent. less from the original estimate of this crop, still he stated, that he would not pack at the present asking figures of the farmers. Another large packer, who has a valuable and extensive clientage to look out for in the United States, and that always buys the choicest Vegas from the best districts, complained to us saying, that if he should pay the present high prevailing prices, he would be sure to lose a pile of money this year; but, on the other hand, if he abstained from buying the class of tobacco that he is in the habit of securing, and would be waiting for a fall in the figures, he might lose his customers. So here there is a nice how do you do, how to solve this conundrum? The risky speculators who have been buying at the prices from $20 to $25 per qq., including the stalks of the plants, may have a repetition of the experiences of the year 1907.

The new tobacco that has come to our market, principally from the Vuelta Abajo, shows up in fine style, and promises to give us excellent cigars later on. The demand will be keen, and there is less likelihood of seeing lower prices for this class of goods. The only fault with the Partido this year may be the scarcity of good clean wrappers, as what has reached us so far shows the same defect of last year, being heavily spotted. We have noted no defects of the burn in the packings of the reliable packers, as they are careful enough not to buy Vegas of doubtful burn.

Sales during the past two weeks totaled 4,356 bales, or split up into Vuelta Abajo, 3,035; Partido, 915, and Remedios, 406 bales.

Buyers were American, 2,062; exporters to Europe, 417; shippers to South America, 418, and our local manufacturers of cigars and cigarettes, 459 bales.

Receipts of Tobacco From the Country Were:

For the two weeks ending May 31, 1913.	Bales.	Since January 1, 1913. Bales.
Vuelta Abajo,	6,068	27,389
Semi Vuelta,	1,007	3,500
Partido,	227	1,563
Remedios,	658	2,707
Oriente,	18	876
Total.	7,978	36,035

Exports of leaf tobacco from the port of Havana, during the last fortnight, ending May 31, 1913, were: To all ports of the United States, 5,959 bales; to Bremen and Hamburg, 68; to Rotterdam, 349, and to Buenos Aires, 418, making a total of 6,794 bales.

Leaf Buyers That Come and Go.

Arrivals—From New York: Joseph Mendelsohn, of Mendelsohn, Bornemann & Co.; Dionisio Hevia, of Dionisio Hevia; Manuel Lopez, vice-president of Preferred Havana Tobacco Company.

From Boston: Albert W. Kaffenburgh, of I. Kaffenburgh & Sons.

From Tampa: Angel L. Cuesta, of Cuesta, Rey & Co.; L. B. Gunst, of M. A. Gunst & Co., Inc.

From Key West: Jaime Pendas, of M. A. Gunst & Co., Inc.; Wm. J. Lightbourn, of the Cortez Cigar Co.

Returned—From Hamburg: Mr. and Mrs. Hermann Diehl, of Gutierrez & Diehl, Havana.

Departures—To New York: M. Klein, Thomas Healy, Joseph Mendelsohn, via Chicago, Nicolas de Cardenas, and Ernest Ellinger.

To Tampa: José Escalante, José Lovera, Manuel Garcia, Val M. Antuono.

To Chicago: Edmund Delbert, and Walter C. Sutter.

To Spain: Pablo Quadreny, Angel Gonzalez, Cesareo Gonzalez.

To Europe, via New York: Antonio Allones and Pepin Rodriguez.

Cigars.

Business has been quieter during the past month, as according to our customhouse returns, there has been a falling off again in our exports to the various countries. The official figures are as follows, viz.:

From May 1 to May 31, 1913,	13,336,714	Cigars.
From May 1 to May 31, 1912,	15,470,102	"
Decrease in May, 1913,	2,133,388	"

On the other hand, the first five months of this year still show an increase, as follows:

From January 1, 1913, to May 31, 1913,	72,693,306	Cigars.
From January 1, 1912, to May 31, 1912,	67,178,976	"
Increase during the first five months of 1913,	5,514,330	"

The principal decreases during the month above 100,000 cigars of the several consuming countries were:

The United States,	1,025,187	Cigars.
Argentine Republic,	367,281	"
Great Britain and Ireland,	301,257	"
France,	152,200	"
Australia,	150,366	"
Spain,	121,626	"

President Mario G. Menocal has promised a delegation of cigar and cigarette manufacturers to study the question seriously, in which way he could materially help and assist the second most important industry of our country, either by the making of reciprocity treaties, or otherwise, and as soon as the tariff in the United States should be settled. He is fully aware of the imperative necessity to do something, and which had been neglected by our former President and Congress.

The following factories are the ones which are working the most in our off-season, viz.: Romeo y Julieta, H. Upmann, Partagas, Henry Clay and Bock & Co., Ltd., Sol Castañeda, and Flor del Fumar, of the Flor de P. A. Estanillo Factory.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez were sellers of 650 bales of leaf tobacco, of all kinds, to their customers.

Hija de José Gener was a buyer of 500 bales of Vuelta Abajo for her cigarette factory.

José Menendez disposed of 526 bales of Vuelta Abajo and Partido during the past two weeks.

Cifuentes, Fernandez & Co., purchased 486 bales of tobacco during the same time for their Partagas cigarette factory.

José C. Puente & Co. closed various transactions of leaf, amounting to 300 bales, to their customers.

José Escalante was a buyer of 400 bales of Vuelta Abajo and Partido, of both old and new crop, for their Corina factory in Tampa.

M. A. Suarez & Co. turned over 262 bales of their stocks of leaf to some of their numerous customers.

Manuel Garcia, of Perfecto Garcia & Bro., of Tampa, added some 350 bales to their stocks of leaf, as they were running short of goods.

Cardenas & Co. sold 200 bales of their choice old Vuelta Abajo fillers to a couple of their customers.

H. Upmann & Co. were purchasers of 349 bales of leaf for export during the past fortnight.

Jorge & P. Castañeda were sellers of 200 bales of Partido wrappers from their choice San Antonio de los Baños escogida.

Celestino Corral, of Corral, Wodiska & Co., bought 286 bales of old and new Vuelta Abajo for their Tampa factory, thus making a total of 500 bales since a month ago. Their factory is crowded with orders, turning out 35,000 cigars daily.

F. Rocha & Co. disposed of 98 bales of new Vuelta Abajo fillers and colas to our local manufacturers.

Leslie Pantin, even if he has no customers in town, never lacks orders of some kind, as he is constantly in touch with them through the sending of samples, and by this manner of stimulating trade he managed to buy 200 bales of leaf for them.

A new firm has been established under the style of "Nuñez & Co.," the partners of which are: General Emilio Nuñez and Helmrich Struckmann. They will do a general leaf tobacco business, with a warehouse and office at 81 Calzada de la Reina.

Don Pepin Rodriguez has engaged passage by the steamship "Saratoga," which will leave on Sunday morning, June 8, and there is no doubt but that his many friends here will give him a rousing send-off, and wishing him a bon voyage, and a safe and speedy return.

Herr Hermann Diehl arrived here safely by the "Fürst Bismarck," on the 2nd inst., with his bride, from Hamburg, and is already hard at work, executing some orders that he brought along from Germany.

As far as we could learn Mr. Joseph Mendelsohn only came here to look over the ground and prepare for the future buying campaign later on. He only stayed here six days and then left, by way of New Orleans, for Chicago, to visit the many friends he has in that city.

Angel Cuesta apparently is more interested in the progress of his factory and warehouse than in buying tobacco, as in any event he has an expert buyer here all the time on the lookout, so his presence is not absolutely needed.

Mr. H. H. Strater, the leaf dealer of 26 Galiano Street, has been receiving his purchases in bundles of genuine, legitimate Manicaragua tobacco, in large quantities from the farmers, and there has been no kick on either side. He will start his escogida in La Moza, a suburb of Manicaragua, as soon as the leaf has had enough pilon.

We submit herewith the list of the 11 principal shippers of leaf tobacco, from the port of Havana, during the last two weeks, ending with May 31, and above 200 bales, viz.:

Leslie Pantin,	706	Bales.
Mark A. Pollack,	617	"
Maximilian Stern,	614	"
H. Upmann & Co.,	439	"
Ernst Ellinger & Co.,	437	"
J. Bernheim & Son,	429	"
Virgilio Suarez,	422	"
Menendez & Co.,	346	"
Garcia & Co.,	245	"
Adolfo Moeller,	218	"
Allones, Ltd.,	200	"

ORETANIV.

Milwaukee

Trade Good in Milwaukee — Large Sign of Fay Lewis & Co., Attracts Attention

MILWAUKEE, WISC., June 11.

BUSINESS locally continues about normal, both with the jobbers and retailers.

Steve Surman, manager of the Cuba Rica cigar store, reports business good. He is featuring the "Tuval" with a big window display.

The Wright Drug Co. continues to enjoy a good business with the "Robert Burns" and "Jose Villa," and are at present giving a window demonstration of how one of their own brands are made. Mr. Sol Eckstein attended the convention of the Royal Arcanum at Quebec.

Leo Abraham & Co. continue busy at all retail stores. The "Jose Lovera," "Rosa de Mayo" and "La Verdad" are continuing as prime favorites.

A calabash pipe sale is now in progress, which should appeal to pipe smokers.

Allansan's are doing their usual good business at the Plankinton House. They are making an attractive showing of the "Harvester" cigar.

Fay Lewis & Bro. Co. are busy at their retail stores, and also in the wholesale department. The Pabst Building store is making a showing of their leading brands. The firm recently erected one of the largest electric lighted signs in the Northwest. The sign is located at Third Street and Grand Avenue, the busiest corner in the city. Surmounting the structure is a painting of the trotting horse "Harvester," which at night is so lighted as to give the impression of motion, the legs moving and the wheels of the sulky revolving. Beneath appear the words: "Smoke the 'Harvester,' a Fay Lewis Brand." The sign has created much comment, and is another indication of the firm's progressiveness.

Arthur Meister continues to enjoy a good business. The "Plantista," "Equity" and "Cinco" are moving very well.

Milwaukee, and especially the trade, were greatly shocked a few weeks ago upon hearing of the death of A. Story Goodrich, head of A. S. Goodrich & Co. Mr. Goodrich left an estate of approximately $100,000, all of which will undoubtedly go to the widow, Nellie A. Goodrich. The wholesale cigar, tobacco and pipe business has been taken over by the A. S. Goodrich Co., incorporated by Henry B. Richards, Herbert J. Cordes and Christian L. Heintz, all employes of Mr. Goodrich. The capital stock of the new company is $100,000. Mr. Heintz has been elected president, Mr. Richards, vice-president, and Mr. Cordes, secretary and treasurer. The business will be continued along the same lines as heretofore.

Mr. C. J. Dexter, of the Roundy, Peckham & Dexter Co., wholesale grocers, has been re-elected president of the Wisconsin Wholesale Grocers' Association. Wm. Hoffmann, of John Hoffmann & Sons Co., is first vice-president; Mitchell Joannes, of Joannes Bros. Co., Green Bay, is second vice-president; August E. Inbusch, of Dahlman & Inbusch, is treasurer.

John Homstrum has engaged in the cigar business at Crandon, Wis.

The Paul Ruf store, at Monroe, Wis., has been equipped with entirely new fixtures of golden oak, making it one of the best appearing stores in Southern Wisconsin. Mr. Ruf moved the old fixtures to Monticello, Wis., where he opened a branch store.

Jake Schaefer, Jr., has sold his interest in the cigar and billiard parlor at Madison, Wis., to his partner, Jack Abaly.

Wm. Schimmel & Son, cigar manufacturers at Watertown, Wis., celebrated their third anniversary, May 30. Special bargains were offered to their trade.

H. Fredrich, of Evansville, Ind., was in the State recently, looking over the offerings.

O. A. KROMPAS.

Hon. Chas. L. Knowles Appointed Deputy Collector—Three Firms Secure License to Enter Cigar Industry—Business Continues Good

KEY WEST, June 10.

FROM the reports of the various cigar manufacturers in the city, business continues to be fair and steady, and in some instances there seems to be a little improvement.

The E. H. Gato Cigar Co. reports business as fair. Mr. E. H. Gato, Sr., president of this concern, who had been in Cuba for some time, returned to Key West recently and will leave for New York within a short time, accompanied by his son, Mr. Thomas Gato, who will take charge of the New York headquarters.

Business with the Cortez Cigar Co. remains unchanged from the last report, frequent shipments are being made of their "Herman Cortez" cigar. Mr. W. J. Lightbourn, president of this company, who spent quite some time in New Mexico for the improvement of his health, returned to this city recently and is now in Cuba, where he will remain for several weeks longer. Miss Agatha Roberts, daughter of Mr. Claude H. Roberts, foreman of the Cortez Cigar Co., who had been attending school in Demorest, Ga., returned recently to the city, where she will spend her vacation.

A strike of the trimmers was called at the Key West Box Co., as the result of reducing wages down to those paid in other box factories; the matter was satisfactorily adjusted after a very short time. The addition to the box factory, which will enable them to nearly double their output, is pretty well on the way to completion, and it is expected that the entire building will be occupied as soon as completed.

A beautiful silver loving cup has been presented to Sr. Domingo Rosillo, the daring aviator, who in his Morane Saulnier monoplane made the first successful flight from Key West to Havana. This loving cup was purchased by popular subscription through a committee of the strippers from the E. H. Gato cigar factory.

Hon. Chas. L. Knowles has been appointed Deputy Collector of Internal Revenue for Key West, and will immediately assume charge of the affairs of the office.

Mr. Menendez, manager of M. Perez & Co., quotes business as very fair under existing conditions.

Mr. L. B. Gunst, of the M. A. Gunst Cigar Co., of Tampa, was a through passenger bound to Havana, and during the stop of the vessel in port, met and held a business conference with Preston Herbert, of that company.

Quite some increase in business has been apparent at the factory of Trujillo & Co. There is no limit of production, the "Polonius" cigar is moving well. There is also some activity in the "Bouquet de Trujillo" cigar.

Mr. Julius Wolf, of S. Wolf's Sons, returned from New York recently, where he has been for some time in the interest of the firm.

Mr. G. F. Upchurch, representing the "Sovereign" cigarettes, was in the city for several days, looking after the sales of that brand.

Plans were completed by the "Lilliosa" cigar department on June 1, and a very extensive campaign is being made for the "Lilliosa" cigar.

Mr. Stanley Baker, who recently made application for a cigar manufacturer's license, has been issued Factory No. 304. Kemp Brothers have been issued Factory No. 345, and E. Henriquez & Co., Factory No. 349.

Mr. A. Aurelio Torres, president of the Principe de Golfo Cigar Co., and general manager of Trujillo & Co., left on the fourth for Cocoanut Grove, Fla., accompanied by Mrs. Torres and five children. Mrs. Torres and the children expect to spend the summer there, visiting other points as well. Mr. Torres will visit several of his customers in that vicinity before returning to Key West. J. G. MARUCCI.

C. A. Whelan & Company, of Syracuse, New York, operators of twenty-three cigar stores, recently took over the Plattsburg Tobacco Company's store at Plattsburg, New York. After a new front has been put in the building and the interior renovated, a local man will be put in charge as manager.

Michael Hanley, who had been operating a cigar stand in the McKnight Building, Minneapolis, Minnesota, was stricken with paralysis recently and died the following day. He was sixty years of age.

LEAF TOBACCO MARKET

Lancaster County Growers to Put Over 1000 Acres in Havana Seed—Transplanting Goes Along Slowly in Cigar Leaf States—Warmer Weather Needed Everywhere

NEW YORK.

NEW YORK CITY, June 7.

ALTHOUGH the leaf dealers were not expecting any great amount of business just now, as the warm weather will soon be upon us, when things slow up, they state that sales have been above their expectations. The first four months of this year have been above the average, especially among the nickel cigar manufacturers, and this is bound to have an effect on the leaf market. But it must not be overlooked that a great many of the factories, at least the larger ones, have a great amount of tobacco on hand, and even if the revenue receipt figures are above those of this period a year ago, the manufacturers are not running out of tobacco by any means. There is a general feeling of optimism among the leaf tobacco men, who appear to think that the summer months will be above the average.

There have been inquiries for all kinds of leaf. The Sumatra importers have been hustling and everyone reports the tobacco to be moving well. There is no question of it being of a superior quality and giving satisfaction. The manufacturers have been hedging at the price, but those who use none but Sumatra tobacco for wrappers had no choice in the matter. The fact that the leaf is so good has reconciled them to the prices. The domestic wrappers have also been selling well. From all indications the Georgia and Florida interests have disposed of their tobaccos very easily. It appears to give satisfaction everywhere.

The dry weather in Cuba and the strike of the packing employees on the island have almost paralyzed this market, as far as new business is concerned. There has been comparatively nothing done the past two weeks except the ordinary daily transactions. With the resumption of packing operations in Cuba things are expected to brighten up.

PENNSYLVANIA.

LANCASTER, June 7.

THE transplanting of the tobacco plants to the fields has been going along merrily this week. The weather had been cool before this, but since it has warmed up the farmers have been kept busy. One drawback to more rapid planting has been the lack of good plants. Slugs have been destroying the young plants and did considerable damage.

There seems to be a tendency this year for the farmers to put more thought on the problem of raising better tobacco. They have been told a number of times that Pennsylvania tobacco is not as popular among the cigar manufacturers as formerly because the growers have not been giving it the proper attention, regarding fertilizers, and that the quality and burn of the leaf suffered. Farmers are beginning to realize that such has been the case and there is a different feeling among many of them than prevailed heretofore. They refused to take the advice of leaf dealers, who took over their tobacco because they figured that the dealer had an "axe to grind" in some way and the farmers were suspicious of his motives.

While there has not been any pronounced activity among the dealers, they say that business is fair, but that it is below that of this period in other years. Nevertheless there is good reason for thinking that things are beginning to look up in the leaf market.

The 1912 crop of Lancaster County tobacco is slowly being cleaned up. Now and then one hears of a crop in certain parts of the county which has been purchased. A New York concern recently took over twenty acres in the northern section of the county. Prices are now ranging from 8 to 8½ cents. That tobacco which has been put through a forced sweat is said to be of a good quality, about on a par with that of last year. Of course, not enough of it has been tested to give a definite statement as to the general qualities of all the tobacco.

CONNECTICUT.

SUFFIELD, June 7.

THE work of transplanting the tobacco plants to the field is going along better since the weather has become warmer. Farmers have been discouraged at the work so far. The weather has been so cool that the plants have been growing slowly in the beds, and then when some growers put them in the fields the past two weeks the snails got to work and chewed them off close to the ground, necessitating transplanting. Beds affected by the snails lose color and begin to look unhealthy, and after a few days the plants die out in patches, and by digging into the beds the slugs can be found. The representative of the Department of Agriculture who is making observations in this town has had a number of complaints of trouble with seed plants, and has found different causes for it. Root rot, which made so much trouble a few years ago, seems to be less troublesome since the practice of sterilizing the beds has become more common. The growers are beginning to realize the advantages of sterilizing, as the freedom from weeds is worth the cost of having the beds treated.

The farmers are praying that the warm weather will continue, for up to this time the plants already out have been standing still as far as growing is concerned. Yet no one is worrying much as the season is still young. One man said the other day that if the weather was warm, and the farmers needed rain badly, it would spoil the prospects for a good crop, while the cool weather, as long as it does not kill the plants, is not to be feared.

The plants will fairly shoot up when they get started, and with the right weather there is no reason for thinking otherwise than that the 1913 Connecticut cut crop will turn out all right. Nevertheless it is rather early to make any predictions on this point.

WISCONSIN.

EDGERTON, June 6.

AT last warm days have again returned, much to the relief of the tobacco growers who have been anxiously waiting for conditions that would hasten the growth of the plant beds. Recent rainfalls have so thoroughly saturated the soil that about all that is needed now is plenty of sun and a warm temperature to bring about a quick growth of the young plants. Owing to the delays experienced in other farm work it seems quite probable that the plants will be in readiness by the time growers can have their fields prepared to receive them, though it is probable that the transplanting season may be later than usual this season. Just how serious the shortage of plants will be, due to unfavorable conditions in getting the seed beds started, cannot as yet be foretold, but generally in seasons when transplanting opens late with a dearth of plants, the contemplated acreage is rarely reached. It is pretty certain, however, that the coming crop will not show much additional increase in Wisconsin the present season.

A very marked improvement in the condition of the plant beds has occurred since the return of warm weather that has prevailed largely during the week. The plants are now coming forward so rapidly that in many cases they are reaching a size for transplanting and growers will be pushed in the work of preparing the fields to receive them. A little planting has been started in a few isolated cases the past week and by the middle of the month considerable transplanting will be under way. If suitable weather conditions continue the season for planting the tobacco crop may not be so much behind that of other years after all.

There is no news concerning movements of either old or new goods in the local market worthy of mention. The warm weather has sent the cased bulks into the casing sweat and packers now await the result of the sure.—*Edgerton Reporter.*

OHIO.

CINCINNATI, June 2.

IT is conceded that more Burley tobacco was transplanted ere the close of May than was ever known at that time of year. It is estimated that one-half of the acreage is out and with plant beds still doing well it is probable that practically the whole crop will be set out by the middle of June. As a rule insects are not seriously hindering the growth of transplanted seedlings. The drouth of recent weeks has passed away and seasonable conditions prevail. Unusual interest and activity prevails and with the exception of a few widely separated communities the acreage will equal and possibly exceed that of recent years.

The prompt use of Paris green will control the insects. The most practical way to use the insecticide is mixed with air-slaked lime and applied with a sifter such as that used by potato growers in Michigan.

Encouraging market conditions prevail in the country. While there are few, if any, sales, the feeling is "bullish" and it would be impossible to contract for the new crop on a lower basis of prices than that which prevailed during the past season. Uniformly those who buy and handle the Burley crop are predicting good prices and a waiting demand.

The city markets were stronger during the week. The volume of sales was greater and it is thought that the low point of the season has been passed. Cincinnati sold 259 hhds.; Louisville, 375 hhds. Practically all of this was old—1911 and previous years. The average price at Cincinnati was $7.86 per cwt. as compared with $8.53 the previous week and $8.50 the corresponding week last year, the lower average price being on account of the lower quality of offerings.—*H. E. Tweed, in Ohio Farmer.*

An eight-acre tract of land in Lexington, Ky., has been purchased by Charles W. Bohmer, who formerly conducted the Burley Loose Leaf Tobacco Warehouse in that city. It is rumored that Mr. Bohmer contemplates the erection of a large tobacco stemmery plant upon this land and that he is backed financially by a number of capitalists.

Leaf Tobacco Notes

Porto-Rican Shade Crop Estimate

One of the best posted men in the trade, in discussing the shade crop of tobacco in Porto Rico for this year, estimates it as totaling a trifle under three million bales. While lacking in volume, however, he says that the quality of the leaf promises great things for the Porto Rican cigar manufacturers when contrasted with the last two or three years of disappointment.

Julius Lichtenstein, president of the American Sumatra Tobacco Company, the largest growers of domestic wrapper tobacco in the country, is most optimistic regarding the prospects for this year's crop of that concern in Florida. The growing plants at this writing are several weeks ahead of those last year at the same period. The acreage of the American Tobacco Company in Florida will not be increased this year, stated Mr. Lichtenstein. This concern has been laying great stress on raising only the best tobacco possible and not the largest amount possible.

The transplanting of the young tobacco plants to the fields has been going along slowly in the sections devoted to the culture of cigar tobacco. In Pennsylvania the farmers have been annoyed by snails and cool weather, which condition to a certain extent prevailed in Wisconsin and Connecticut. The warm weather of the past weeks should give the farmers all they can do in these sections.

The new insurance bureau of the National Cigar Leaf Tobacco Association, which has been in process of organization for some time, it is now announced is ready for business. This bureau was advocated several years ago, but the work had been unavoidably delayed. The object of the bureau is to secure a lower rate, if possible, for the leaf dealers and packers, who are not always aware of the fact that by slight alterations in their buildings they may secure lower rates. Insurance will not be placed through this bureau. It will simply act in an advisory capacity and do all in its power to see that the dealers are protected in a proper manner and that they are securing the best insurance for the money invested. The bureau is located at 91 William Street, New York City.

Prices ranged slightly higher than heretofore at the May 23 inscription in Amsterdam, when Americans secured in the neighborhood of 4000 bales of the imported tobacco. Among the largest American purchasers were E. Rosenwald & Bro., 1800 bales; H. Duys & Co., 700 bales; Deisel-Wemmer Co., 562 bales; Otto Eisenlohr & Bros., 165 bales; Benj. Labe & Sons, 75 bales; E. Spingarn & Co., 307 bales, and G. Falk & Bro., 114 bales.

The Bureau of Entomology of the Department of Agriculture, has issued a circular under date of May 27, entitled, "Arsenate of Lead as an Insecticide Against the Tobacco Horn Worms." The advantages of using insecticide in eradicating this pest are shown plainly as against the old methods by which the growers were forced to employ labor to do it by hand. Paris green is commented upon as being one of the safest and most efficient insecticides. Arsenate of lead is stated to be superior to paris green because it produces none of the injurious results of the latter. Detailed instructions for the application of arsenate of lead are given in this pamphlet, and should be of much value to the grower of leaf tobacco.

"United" Circumvents Washington Coupon Law

In order to circumvent the new cigarette law recently passed in the state of Washington, a measure which was advocated by the Western Retail Cigar Dealers' Association, the United Cigar Stores Co. have announced that after June 1 all the certificates issued from the stands of this corporation in that state will be redeemed in cash on the basis of one cent each. The new anti-coupon bill provided for a license of $6000 a year on all retail cigar stores issuing coupons to purchasers.

The Independent Retail Cigar Dealers, of Seattle, state that they feel confident the coupon will lose much of its force as a drawing card to prospective customers by redeeming them in cash. They figure that women will be no longer interested in the coupons if they are unable to secure premiums for them, and that many men purchasing at the United Stores did so at the requests of their wives and sweethearts, and would prefer to go to other stores not using the coupon.

A. S. Goodrich Co. Incorporate

C. L. Heintz, Harry Richards and Herbert C. Cordes, former employes of the A. S. Goodrich Co., have purchased the cigar, tobacco and pipe business from the Goodrich estate, and re-incorporated under the title of the A. S. Goodrich Co., with a stated capital of $100,000. Business will be continued at the old address, 298 East Water Street, Milwaukee, Wis. Mr. Heintz has been elected president, Mr. Richards, vice-president, and Mr. Cordes, treasurer.

Charles A. Spatz, cigar manufacturer of Dallastown, Pa., had a narrow escape from death recently, when a bullet from a 32-calibre revolver ploughed through the shutter and window of his sleeping room.

An examination of the shutter indicated that the shot was fired from a height equal to a second-story window, and, though several persons heard the report, all denied knowledge as to how the weapon was discharged.

It has been announced that the American Tobacco Co. has leased the new eight-story building at 337 to 347 W. Twenty-seventh Street, New York City, for the manufacture of cigars and cigarettes.

Robert Tanksley, Tampa representative of the Liggett & Myers Tobacco Co., has returned from a trip to the west coast, where he was successful in distributing "Chesterfield" cigarettes.

Robert Tyler has disposed of his cigar store at 114 North Street, Middletown, N. Y., to J. M. Brown and Elbert D. Courtwright.

Charles Barend, one of the oldest cigar manufacturers in New York City, died at his home recently, at the age of 87 years.

C. A. Kirk has purchased the W. F. Wagner cigar store, at 710 Second Street, Fort Madison, Ia.

The Dover Cigar Co. is to enlarge its factory by the addition of a third story, at York, Pa.

Mr. Probst has purchased the James Kock cigar store on Bridge Street, Harrisburg, Pa.

Orla Davis has opened a cigar store at Winchester, Ind.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

LORD DUKE:—26,004 For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 22, 1913. A. C. Henschel & Co., Chicago, Ill.

EL CREDARO:—26,005. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 24, 1913. Adolph Frankau & Co., Ltd., New York, N. Y.

GRAND STONE:—26,006. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 24, 1913. H. B. Fromer, New Haven, Conn.

UNITED RETAIL MERCHANTS (U. R. M.):—26,007. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 24, 1913. Gans Brothers, New York, N. Y.

STRASBURG:—26,008. For cigars, cigarettes, cheroots. May 26, 1913. J. Stein, sent by A. C. Henschel & Co., Chicago, Ill.

THE VILLAGE BY THE SEA:—26,009. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 26, 1913. P. O. Mead, Brunswick, Ga.

SETONA:—26,010. For cigars. May 27, 1913. Sig C. Mayer & Co., Inc., Philadelphia, Pa.

POLICY HOLDER:—26,011. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1913. Maurice W. Hoffner, Dayton, Ohio.

WATCH SCRANTON GROW:—26,012. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1913. M. W. Goodell, Binghamton, N. Y.

W. S. G.:—26,013. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1913. M. W. Goodell, Binghamton, N. Y.

MADE IN BOND:—26,014. For cigars, cigarettes, chewing and smoking tobacco. May 27, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

DAYTON BOOSTER:—26,015. For cigars. May 28, 1913. John Fleck, Dayton, Ohio.

"TWO MILLIONS FOR THE LOVE OF DAYTON":—26,016. For cigars. May 28, 1913. Ed. S. Alberts, Dayton, Ohio.

HIROHITO:—26,017. For cigars, cigarettes and tobacco. May 28, 1913. Michael Greco, Brooklyn, N. Y.

LA ROSA DE PEDRO ROCA:—26,018. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 28, 1913. Schmidt & Co., New York, N. Y.

PRIDE OF ECHOTA:—26,019. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 28, 1913. Frank Amendola, Niagara Falls, N. Y.

FLAVANA:—26,020. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 28, 1913. Moller, Kokeritz & Co., New York, N. Y.

622 WACO MADE:—26,021. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 29, 1913. C. O. Bettinger, Waco, Tex.

LINGO:—26,022. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 29, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

GOTHIC:—26,023. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 29, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

BOB'S LONG LEAF-5:—26,024. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1913. Emanuel M. Freeman, New York City.

MINODO:—26,025. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1913. Zinate Cigar Company, Cincinnati, Ohio.

THE DAILY THOUGHT:—26,026. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1913. Mahlon Shelly, Philadelphia, Pa.

TAMPA RIBBON:—26,027. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

DOBRA:—26,028. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1913. Sam Zavack Cigar Company, St. Louis, Mo.

EEUPS:—26,029. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1913. Sam Saenger, Chicago, Ill.

NO. 2 BROADWAY, NEW YORK CITY:—26,030. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1913. Chas. Stutz Company, New York City.

FLOOD FUND:—26,031. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 2, 1913. Louis W. Keyer, Dayton, Ohio.

OPORTUNA:—26,032. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 2, 1913. Weidmann-St. Louis C. B. Company, St. Louis, Mo.

LA JENERA:—26,033. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 2, 1913. Heywood, Strasser & Voigt, New York City.

NEVER DRY:—26,035. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1913. A. A. Levitt, Philadelphia, Pa.

I SHOULD WORY:—26,036. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 4, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

LA ESTOVER:—26,037. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 5, 1913. Pent Bros., Philadelphia, Pa.

ARKANSAS BOOSTER:—26,038. Title and design registered by M. & S. Cigar Co., Pine Bluff, Ark.

HAVANA PENNANT:—26,039. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 6, 1913. Enterprise Cigar Co., Trenton, N. J.

PEORIA BEST:—26,040. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 6, 1913. N. Solomon, Peoria, Ill.

ASHE KAYTON:—26,041. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 7, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

DETROIT LIBRARY:—26,042. For cigars, cigarettes, cheroots. June 7, 1913. Calvert Lithographic Co., Detroit, Mich.

BIRDS THAT TALK:—26,043. For cigars. June 7, 1913. D. C. Conway, Dallastown, Pa.

EL TARGAN:—26,044. For cigars, cigarettes, cheroots. June 10, 1913. T. A. Wadsworth, Detroit, Mich.

OMITAF:—26,045. For cigars. June 10, 1913. Louis Schneiderman, Baltimore, Md.

PENTATHLON:—26,046. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1913. C. Voicly, New York, N. Y.

TEDDY'S SIX CENTS:—26,047. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

CANCELLATIONS.

SIN PAR:—25,886. May 23, 1913. Has been cancelled by Kaufman, Pasbach & Voice, New York, N. Y.

OCEAN GEM:—25,537. Has been cancelled.

EFENDI—F. N. D.:—25,845. May 20, 1913. Has been cancelled by Arax Grocery Company, of Boston, Mass.

LA PROMESA:—25,731. May 26, 1913. Has been cancelled by Schwarzkopf & Ruckert, New York, N. Y.

FLOR DE CARILLO:—25,733. May 26, 1913. Has been cancelled by Schwarzkopf & Ruckert, New York, N. Y.

LA ADMIRANDA:—25,735. May 26, 1913. Has been cancelled by Schwarzkopf & Ruckert, New York, N. Y.

LA FARANDOLA:—25,737. May 26, 1913. Has been cancelled by Schwarzkopf & Ruckert, New York, N. Y.

SALUTARIO:—25,738. May 26, 1913. Has been cancelled by Schwarzkopf & Ruckert, New York, N. Y.

VIARDO:—25,739. May 26, 1913. Has been cancelled by Schwarzkopf & Ruckert, New York, N. Y.

LA MATINA:—25,940. May 29, 1913. Has been cancelled by A. C. Henschel & Co., Chicago, Ill.

TRANSFER OF TITLE.

EMBASSY:— . June 3, 1913. Has been transferred to S. Loewenthal & Sons, New York City, by Herman Boettjer.

DONREGO:—26,038. Has been transferred to Theodore Shapiro, New York City, by Merano Cigar Sales Co., through National Lithographic Co., June 5, 1913.

INDIVIDUALITY:— . Has been transferred to the Moehle Lithographic Co., Brooklyn, N. Y., by Seeman Bros., New York City, June 9, 1913.

CANCELLATIONS.

SUMATRA CLUB:—25,747. Has been cancelled by E. C. DePatron, York, Pa.

Late Trade Paragraphs

Louis Kindling, president of the Louis Kindling Cigar Co., Milwaukee, Wis., will sail for Europe on June 25 via steamship "Imperator," for a two-months' tour through Germany. Upon the completion of this trip Mr. Kindling will have crossed the Atlantic twenty-five times in as many years.

A charter has been granted to the employees of the Fleck Cigar Factory, Reading, Pa., for the organization of the Fleck Cigar Company Employes' Relief Association, for the purpose of paying sick and death benefits. The subscribers are J. Herbert Leiby, Frank D. Enck, Oliver H. Weand, John Hessler, Allen D. Butzer and William Buhler.

Official reports from Springfield, Tenn., announce that over 5300 hogsheads of tobacco has been sold by the association during the season. Prices ranged from $4.50 for lugs to $16.50 for leaf, and a record would doubtless have been made had not the stock run short.

Federal inspectors from Boston, Mass., and Providence, R. I., recently seized 75,000 cigars in Federal Hill and 3000 in Natick because the boxes did not bear revenue stamps. The cigars were made in New York and bore the name of a Boston manufacturer.

Reports received from Clarksville, Tenn., indicate that the sales of tobacco for the last week in May were the largest of the year, totalling 1338 hogsheads. The market has been firm and higher prices prevailed.

The Dark Tobacco Planters' Association of Tennessee and Kentucky held their usual semi-annual session in Clarksville, Tenn., recently. Gratifying reports were received from twenty-one counties in these states.

The Caspar-Moss Cigarette Machine Co., Inc., of New York. Capital, $100,000. Incorporators: Richard Moss, Charles Smith and Constantine Katsoros, of 7 West Sixty-fifth Street.

A regular quarterly dividend of 1½ per cent. on preferred stock has been declared by the American Tobacco Co., payable July 1, to stockholders on record June 14.

The regular quarterly dividend of 3 per cent. has been declared by the R. J. Reynolds Tobacco Co., payable July 1 to stockholders on record June 20.

The Liggett & Myers Tobacco Co. have declared the usual quarterly dividend of 1¾ per cent. on preferred stock, payable July 1 to stockholders on record June 14.

The A. S. Goodrich Co., Milwaukee, Wis. To deal in cigars and tobacco. Capital, $100,000. Incorporators: Henry B. Richard, H. J. Cordes and Christian L. Heintz.

Foreign Consular Trade Notes

The Tobacco Trade in Amsterdam.

The total importation of Dutch East Indian tobacco into the Netherlands in 1912 amounted in value to $40,079,000, compared with $32,562,000 in 1911, of which amounts $33,969,000 in 1912 and $27,738,000 in 1911 came to Amsterdam. These figures mark a record and that the large crop was marketed without a lowering of price speaks well for the quality and proves that the world consumption of this product is increasing. A good crop well marketed means large profits for many people in Amsterdam. Nearly one-fifth in value of this imported tobacco was shipped to the United States. Indications are that the 1913 trade will be as prosperous as that of last year.

Sumatra Imports for the Netherlands.

THE total imports of Sumatra tobacco for the Netherlands in 1912 amounted to 277,791 packages, of which 29,087 packages arrived at Rotterdam. The highest general price reached was $1.02 per half kilo (101) pounds, although at a later sale as much as $1.60 per half kilo was paid for a special brand. United States dealers found a large variety and bought considerably more than in preceding years, taking 31,000 packages in 1912, as against 29,000 in 1911 and 21,000 in 1910. The total Sumatra crop averaged 57 cents per half kilo, the proceeds from which amounted to nearly $25,000,000. The 1912 crop, to be marketed in 1913, is estimated at 274,000 packages, as against 264,000 in 1911.

The total imports of Java tobacco in the Netherlands in 1912 amounted to 636,779 packages, of which 145,600 packages arrived at Rotterdam. Prices were up to the average, and for some choice lots were even far above expectations. The total crop was sold at an average price of 12 cents per half kilo, and realized $15,200,000. The 1912 crop is reported to be unfavorable as to quantity and quality, on account of the drought which prevailed during the season. The total arrivals of Borneo tobacco in the Netherlands in 1912 amounted to 15,231 packages, as against 14,961 in 1911. The average price was 36 cents per half kilo, and the total amounted to $856,000.

Business in Manila tobacco was very limited, and prices remained dull during the year. Disadvantages in handling this tobacco on the market are due to irregularity of arrivals and wide variation in crops, the cigar manufacturers being unable to supply themselves regularly. However, as the export of Manila tobacco is of small importance when compared with the home consumption and the sales to such countries where the manufacture of cigars is monopolized, it is not expected that the conditions of the market here will change materiallly. A consignment of 553 packages of Mexican tobacco was forwarded to the Netherlands and sold by inscription, but the lot was so varied in quality that only a moderate price was obtained, notwithstanding the interest shown in it at first.

Of American tobacco Maryland and Burley brands were of chief importance to Dutch dealers. The Maryland crop was not of the required color in the beginning of the season; prices were low, however, and when later on the color improved a satisfactory business was evidently carried on. Complaints were made as to the inferior condition of the Burley tobacco; prices were very low, and after the summer fermentation considerable quantities were handled and found ready purchasers.

The consumption of Turkish and Greek tobacco in the Netherlands was limited, a natural result of the high ruling prices, and it is not expected that conditions will soon change, in view of the existing state of affairs in the Balkan States.

Tobacco Prospects in Salonika, Turkey.

The time for spring plowing and sowing in Salonika is March 1-20. The loss of a single crop, which now seems apparent in many sections, will entail additional suffering and hardship. The effect of the deplorable condition of the tobacco-producing districts of Macedonia may be felt in the United States, Macedonia's best tobacco market, by way of a shortage in high-grade cigarette tobacco. The center of the tobacco trade is Cavalla. The different districts comprising the Cavalla and their normal production are as follows: Mahalla, 283,000 pounds; Mahalla Dakia, 311,300 pounds; Kir, 764,100 pounds; Serres, 2,685,500 pounds; Drama Basma, 1,584,800 pounds; Pravista Basma, 1,415,000 pounds; Sarrishaban, 141,000 pounds; Zihna, 1,132,000 pounds; Pravishta, 1,415,000 pounds; Nevrocop, 2,284,000 pounds; Djouma, 1,556,000 pounds.

The foregoing estimated normal production varies at times as much as 30 per cent. Fluctuations are controlled mostly by supply and demand. The 1912 crop was below the normal in both quantity and quality, but owing to the war prices were excessively high—in many instances 100 per cent. higher than during 1911. Since the outbreak of the Turko-Balkan war fully 15 per cent. of the crop of the district in question has been lost through various causes.

It is quite certain that the 1913 crop will fall short of the normal by fully 25 per cent., due to the shortage of labor, animals for cultivating, and the lateness of preparing the seed beds, which ordinarily takes place before March 20. The normal crop produced in the region of Xanthi and handled in that place is about 8,490,000 pounds, and in the Saloniki district the production is about 2,160,000 pounds. The conditions prevailing in the Cavalla district apply equally to the Xanthi and Saloniki districts. The tobacco grown in the Saloniki district is mostly of a quality inferior to that of the Cavalla or Xanthi districts and does not participate to any great extent in the American trade.

The declared value of filler leaf tobacco exported to the United States from Saloniki during the past three calendar years was as follows: 1910, $2,584,009; 1911, $5,382,452; 1912, $5,036,136.

San Francisco

Trade Good in San Francisco Despite Vacation Period—Big Manila Shipment for M. A. Gunst Co.

SAN FRANCISCO, June 5.

NOTWITHSTANDING the opening of the vacation season accompanied by the absence from the city of a considerable number of people and a number of rather adverse conditions affecting trade in all lines, the general verdict of San Francisco cigar and tobacco men is that trade conditions are slowly improving. Aside from a few limited districts where local causes have caused a falling off in trade, the country business continues in first-class shape. In the city the volume of business is just about up to the normal for the dull season.

H. H. Manley, Pacific Coast representative for the American Cigar Co., is now in the Northern Coast territory in company with R. E. Christie, vice-president of the American Cigar Co., who is now completing a tour of the Coast States. Mr. Manley will return to San Francisco about June 15.

H. Bercovich, the San Francisco jobber, is expecting a visit before many days from C. M. McCormick, traveling representative of Y. Pendas & Alveraz, manufacturers of the "Bachelor" cigar. Mr. Bercovich now has some very attractive displays in his windows of the "Bachelor" cigar in all sizes.

Percy Lowrey, representative of the Valentine line of seed and Havana cigars, who spent several days in and about San Francisco during the past week, has now moved on to Los Angeles and other Southern points, where he will look after the Valentine interests.

R. V. Morrison, Southern and Western representative of the Cayey Cagnas Tobacco Co., of New York and Porto Rico, is now in San Francisco placing the company's goods with the cigar trade here through Charles Mattheas & Co. The cigars are moving very well and a good placement has been procured.

F. Lozano, of F. Lozano Sons' Co., who has been spending some time with the San Francisco trade, has left here for Los Angeles to complete his tour of the Coast. He was accompanied South by Sig. Mayer, the Pacific Coast representative of the company. They will, after completing their work in Southern California, go North to Portland, Ore., and other points in the Pacific Northwest.

Sol Arkush, Western representative of the Martinez-Havana Co., is now in the South doing some work on the company's line in conjunction with Skinner & Knight, Los Angeles jobbers, who are distributing the Martinez-Havana goods in Southern California. After completing his work there Mr. Arkush will do some work in this territory.

William Bercovich, formerly with the Bercovich Company, of San Francisco, has something new under way and is expected to make an announcement in a few days. He is expected to locate in the interior in the jobbing business.

With a million Alhambra Manila cigars, due on the steamer "China" the first of next week, M. A. Gunst & Co. are hoping to have enough Manila goods on hand to tide them over until the next shipment comes in. This company is now featuring the "Diligencia" line of cigars. This is the cigar formerly made at Havana under the same name, but now made by M. A. Gunst & Co. at Key West.

M. A. Gunst & Co. continue to add to their chain of stores on the east side of the bay. This week they took over the Varsity Smoke Shop at the corner of Thelgraph Avenue and Bancroft Way in the University town of Berkeley.

L. C. Comoy, of Comoy & Co., well known English pipe manufacturers, has been in San Francisco this week visiting the trade.

Mr. Ellison, traveling representative of Kaufman Bros. & Bondy, New York manufacturers of pipes, is calling on the San Francisco trade this week.

Mr. Brooks, formerly manager for Rinaldo Bros. & Co., for many years in the wholesale business in this city, and more recently a store manager for the United Cigar Stores Co., has now accepted a position with the Bercovich Company in San Jose, Cal.

Edward Wolf, of the Edward Wolf Co., of this city, reports that the Manila cigar business is in a much stronger position than it was, though there is still a good deal of "junk" lying around that is hard to dispose of. His house has two good and well established lines, the "La Prueba" and the "La Insular," and is working up a permanent trade on these. This week Mr. Wolf is entertaining K. Hosaeus, vice-president of the La Prueba factory, of Manila, who is making a stay in San Francisco en route to New York and to Europe. While in Los Angeles, a few days ago, Mr. Wolf arranged with the Klauber-Wangenheim Co., well known wholesalers, for the Southern California distribution of the "La Prueba" line.

Mr. Spencer, representing W. I. Pixley, of this city, in Oregon and Washington, has now left Portland for Seattle, where he will do some live work for the Dill line in the Puget Sound country.

Daniel Wharton, one of the factory representatives of Bustillo Bros. & Diaz, and J. Hopkins, representing Michaelitschke Bros. & Co., San Francisco distributors of the "Henry the Fourth," are now in the Sacramento Valley booking orders for that line of cigars.

Emil Judell, of H. L. Judell & Co., is taking his vacation a little early this summer. He and Mrs. Judell are now in the Yosemite Valley for a few weeks. Mr. Judell expects to return to San Francisco about the middle of the month, and to get away for the North a short time later, covering Northern California and Southern Oregon.

Congressman Cantrill Comments on Leaf Tobacco Report

J. Campbell Cantrill, father of the Cantrill tobacco law, gave out a statement recently relative to the last report of leaf tobaccos on hand, provided for by this law, in which he cautioned the Burley leaf tobacco growers not to increase their acreages this year. He expressed his appreciation of the support he received when this bill was before Congress and said it would be of great benefit to the growers of the country.

He said: "The second report under the Cantrill census law has just been issued and shows a very favorable condition of the crop from the farmers' viewpoint, especially in the Burley type. It should be borne in mind that there is practically no Burley tobacco in the hands of the farmer of the 1912 crop, and that it will be seven months before the 1913 crop will begin to move to market. On October 1, 1912, there were 215,000,000 pounds of Burley in the hands of dealers and manufacturers. From October 1, 1912, to May 1, 1913, the entire 1912 crop went into the hands of the manufacturers. This 1912 Burley crop was estimated at about 225,000,000 pounds. Adding this amount to that on hand October 1, 1912, and then subtracting the 327,000,000 pounds now on hand, shows that 113,000,000 pounds have been consumed within the past six months.

"It is fair to presume that consumption of Burley will be the same for the next six months as for the past six. Upon this basis, we will get to market next winter under exactly the same condition as last year, namely, about 215,000,000 pounds of Burley in the hands of the manufacturers. Last year the entire crop of Burley sold for an average of nearly fourteen cents per pound, and there is no reason, whatever, why this year's crop, now being planted, should not bring a good price.

"This report shows the consumption of Burley tobacco equals the production for last year. Under this condition the Burley planters should thrive. I sincerely hope the growers of Burley will not attempt to increase the acreage. We are now growing about all that our labor conditions and the fertility of our soil will stand. It is the part of wisdom for the planters to keep conditions as they now are, namely, equality of production and consumption.

"The law under which this report is made is a great protection to the tobacco growers, and let us not destroy ourselves by excessive production. We are now in a safe position, and with caution and wisdom the growers of Burley can keep up the high prices of last year. I am profoundly grateful to my colleagues in the House of Representatives for assisting me in the passage of the bill under which this report is made, and to Senator Bradley for his successful work in the Senate. In my judgment this measure has been of untold benefit to the tobacco growers of the nation, and I rejoice that I had the opportunity to draft the bill and introduce it and assist in its passage."

On June 10, W. I. Pixley will get away to the South on his automobile trip through the San Joaquin Valley and Southern California. Some portions of this territory are reported a little quiet owing to the dry season, but Mr. Pixley has some pretty good connections for Dill's tobaccos, and is confident that he will find a certain amount of good business as he goes along. He does not expect to get back from his tour before the early part of August.

The retail store of M. A. Gunst & Co., formerly located at Market and Sansome Streets, has been temporarily discontinued owing to the tearing down of the building to make way for a fine new structure. As soon as the new building is completed the store will be reopened.

L. Samuels, of Fresno, has been visiting in San Francisco this week, and took occasion to place some nice orders with the wholesale houses.

Ernest Snelling, salesman for the John Bollman Co. in the Alameda County territory, was married a few days since to Miss Lillian Howell, of San Jose, Cal.

A new cigar store has been opened in the Bailey Building, Second and Cherry Streets, Seattle, Wash., by Albert Rideout. The place has been fitted out with elaborate and costly fixtures.

Late Trade Bulletins

Charles Cranz, a former cigar manufacturer of Kankakee, Ill., operating under the title of Charles Cranz & Son, has disposed of the business to his sons, W. C. and W. J. Cranz, who will conduct the business under the firm name of Cranz Bros.

The Delavina Cigar Co., located at 396 Fore Street, Portland, Me., have reopened a retail stand which will be run in connection with their wholesale and jobbing business. This firm recently discontinued the retail branch, but recognized the demand from former customers.

Arguments were recently heard in the case of C. C. Bell and the Imperial Tobacco Co., against the L. & N. Railroad. Damages to the amount of $100,000 are sought on the grounds that engine sparks set fire to a warehouse which was completely destroyed.

Russel S. Clark, Elizabeth F. Towne and David K. Carhane are the incorporators of the newly organized Parkway Cigar Co., which is capitalized at $4000, with headquarters in Chicago, Ill.

Judge Ward, in the United States District Court at New York, denied the motion of the British-American Tobacco Co. for an injunction restraining the British-American Cigar Stores Co. from using the words "British-American."

Harry Grems, cigar and tobacco dealer, at Court and Arsenal Streets, Watertown, N. Y., has filed a petition in bankruptcy with the United States Circuit Court at Utica.

A cigar store will be opened by Paul Wickham at 1322 Farnam Street, Omaha, Neb., on June 15, which will be known as the Getten & Wickham Cigar Co.

E. E. Rauch, G. A. Milius and James Macklin are the incorporators of the newly organized Rauch-Milius Cigar Co., of St. Louis, Mo., with a stated capital of $4000.

E. F. Meeker has purchased the cigar store and billiard business formerly known as the Morrell store, in the Mackay Building at Freeport, Ill.

Roh Mossman has moved his cigar store to the St. Nicholas Block, corner Main and Third Streets, Mt. Vernon, Ind.

A charter has been granted to the Farmers' Tobacco Packing Association of York County.

L. Whetstone, Rockville, Ct., is building a large tobacco shed.

Incorporations and Changes in the Tobacco Trade

The Richland Cigar Co., Cleveland, O. Capital, $25,000. Incorporators: William A. Carey and others.

The Owl Drug Store, Asheville, N. C. Capital, $20,000. Incorporators: D. N. McKay and others.

The Smith-Dumas Drug Co., Charleston, S. C. Capital, $5000. Incorporators: Frank M. Smith and L. Y. Dumas.

The Chase City Grocery Co., Chase City, Va. Capital, $10,000. Incorporators: H. H. Jackson, G. R. Land and P. H. Jackson.

The Mansfield Co., Jonesport, Me. To deal in groceries, etc. Capital, $50,000. Incorporators: William F. Mansfield and George F. Mansfield.

The Walterboro Grocery Co., Walterboro, S. C. Capital, $10,000. Incorporators: Paul Sanders, R. H. Wichman, L. B. Smith and O. B. Lynes.

The E. J. Hamburger Co., Cincinnati, O. To manufacture cigars. Capital, $25,000. Incorporators: E. J. Hamburger and others.

The Lamar Tobacco Warehouse Co., Lamar, N. C. Capital, $5000. Incorporators: R. J. Chapin, W. C. Mims, S. W. DuBose, J. F. Watson, M. J. Spears and L. J. Beasley.

The Retailers' Co-operative Cigar Co., Orange, N. J. To deal in tobacco. Capital, $100,000. Incorporators: N. E. Mullen, J. T. Kelly and A. Morris, Jr.

The Thomson Grocery Co., Temple, Texas. Capital, $125,000. Incorporators: F. A. Thomson, L. K. Thomson and L. C. Thomson.

The Emblem Cigar Cutter Charm Co., Mobile, Ala. To manufacture a watch charm patented by Marvin C. Discher. Capital, $2000. Incorporators: Julius Goldstein, M. O. Discher, Henry Hall, J. T. Schley, J. W. Phillips, L. Hammel, J. H. Webb and T. J. Burns.

The National Farmers' Leaf Tobacco Co., Miamisburg, O. Capital, $150,000. Incorporators: Frederick Zuckerman, Franklin Youngerman, Homer Brown, William A. Seis, Aaron Hunt and Edward C. Seis.

Loose Leaf Warehouse Co., Flemingsburg, Ky. Capital, $21,000. Incorporators: R. W. Darnall, Scott Glascock, Clifton Hudson, M. M. Rhodes, R. L. Dudley, M. H. Kendall, N. J. Power and J. J. Granis.

Pedro Warncke Co., Rochester, N. Y. To deal in cigars and tobacco. Capital, $10,000. Incorporators: Pedro Warncke, J. Paul Mells and Lillian Wagner.

Shelby Cigar Co., Shelby, O. Change of capital from $5000 to $50,000.

American Drug Co., South Bend, Ind. To manufacture cigar envelopes. Capital, $10,000. Incorporators: G. R. Summers, E. S. Vanderhoof and F. H. Wurzer.

The Tullahoma Tobacco & Mfg. Co., Tullahoma, Tenn. Incorporators: B. H. Wilkins and John Crouch, Jr.

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Wanted.

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Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

CHEAP FOR CASH—Four cigar bunch machines, 240 moulds, 3 large and 5 small presses, 14 boards and cutters, 1 large and 1 small scrap cutter, nice lot of empty cigar boxes. Will sell as a whole or separate. Gish & Smith, Bedford City, Va.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 73th St., New York. 9-1_tf

FOR SALE—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whiff Cigar Company, Cleveland, Ohio. 4-1-a

FOR SALE—Grading and separating machine in perfect condition. Address Box 111, care of The Tobacco World, Philadelphia, Pa.

CIGAR FACTORY FOR SALE in city of 1200. Fine proposition for the right parties. Work 10 men. Goods sold to trade, $23, $35, $60, $70, and $85. Old firm well established. Present owners have several cigar stores and are jobbers. Would like to sell to two good cigarmakers. Good stock of leaf tobacco. Will invoice about $4000. Will take $1000 down and balance on easy terms. Will job all brands. Columbian Cigar Co., Benton Harbor, Mich.

Help Wanted.

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

YOUNG MAN wanted to take charge of Advertising Department, large cigar manufacturing company; one with executive ability and experience preferred. Apply Box 888, care "The Tobacco World," Phila., Pa.

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PRACTICAL CIGARMAKER, age 34, four years' experience as foreman and manager of cigar factory, desires position as foreman or superintendent. References concerning experience and ability. Theobald & Oppenheimer Co., Philadelphia, or Quakertown, Pa. Not particular as to location. H. O. Sechler, Richland Center, Pa.

Patents of Interest to Tobacconists

1,037,022, match box holder, Benjamin F. Klein, Chicago, Ill.
1,036,894, match making apparatus, William H. Parker, Tacoma, Wash.
1,037,210, device for testing the temperature of tobacco, John M. Curphey and J. W. Poince, Dayton, Ohio.
1,037,237, combined cigarette and match box, William L. Gleason, Newport News, Va.
1,037,493, tobacco pipe, Oscar Kiessig, Chicago, Ill.
1,037,780, removable mouth piece for smoking pipes, Frederick R. Lindley, Corsicana, Tex.
1,037,863, cigarette form retainer and holder, Cornelius M. Callana, Buffalo, N. Y.
1,038,303, tobacco pipe, Harry W. Davenport, Chicago, Ill.
1,037,888, machine for making pipes, John Fraser, Hackensack, N. J.
1,037,889, press for making pipes, John Fraser, Hackensack, N. J.
1,038,041, cigar bunching machine, Nathan Weiss, New York, N. Y.
1,038,735, cigar lighter, George S. Eldred, Chicago, Ill.
1,038,563, pocket humidor, Joseph E. Gelder, New York, N. Y.
1,039,046, machine for forming covers for cigars, Essington N. Gilfillan, deceased; E. Gilfillan, Skaneateles, executrix, Fulton, N. Y.
1,038,564, smoking pipe, John Glossinger, New York, N. Y.
1,039,049, tobacco pipe, Robert D. Grame, Richmond, Va.
1,038,570, match box, Frederick W. Gulland, Stonewall, Manitoba, Canada.
1,039,259, match box, Charles B. Coombs, Nashua, Fla.
1,039,553, electric cigar lighter, Joseph Leveen and M. L. Ashbaugh, Anderson, Ind.
1,039,163, cigar box cabinet, John J. McCarthy, Yardley, Pa.

DESIGNS.

42,939, tobacco pipe, Samuel Heimberg, New York, N. Y.

LABELS.

16,539, "The Ho Bo Cigar" (for cigars), Carl Dorf, Springvalley, Ill.
16,540, "Fighting Bob" (for cigars), Edward S. Felty, York and North York Borough, Pa.
16,546, "Soroma" (for cigars), Robert Jaskulek, Dayton, Ohio.
16,560, "Contentar" (for cigars), Lopez Ruy, New York, N. Y.

PRINTS.

3,095, "Mecca" (for cigarettes), American Tobacco Company, New York, N. Y.

Copies of above patents may be secured for 15 cents each by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

Incorporations and Changes in the Tobacco Trade

Rauh-Millus Cigar Co., St. Louis, Mo. To deal in cigars, tobacco and candy. Capital, $4000. Incorporators: E. E. Rauh, Gus A. Millus, James Macklin.

Gluckman & Son, Inc., Manhattan. Cigarette papers and tubes. Capital, $10,000. Incorporators: Max Gluckman, Rose Fierstein, Bertha G. Gluckman.

P. & H. A. Murray, Inc., Newark, N. J., wholesale and retail liquor and cigars. Capital, $100,000. Incorporators: P. Murray, S. C. Murray, H. A. Murray, A. M. Murray.

E. B. Ficklen Tobacco Co., Greeneville. Capital, $50,000. Incorporators: E. B. Ficklen and others.

Reynolds & Dyer, Sacramento, Cal. Deal, plant, grow, manufacture and sell tobacco. Capital, $50,000. Incorporators: C. F. Reynolds, Ada M. Reynolds and Charles W. Dyer.

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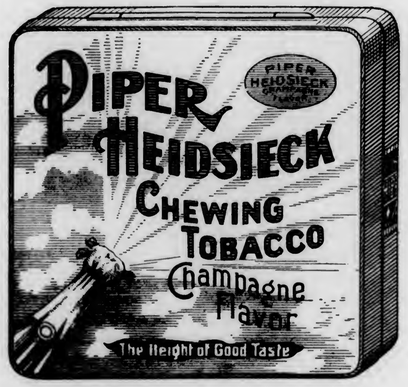

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If you want to make your business profitable and get the desirable light colors which the trade demands, and to enable your cigar manufacturers to give you a better quality cigar for the money insist that they give you a good cigar covered with an American Sumatra Wrapper.

The manufacturer is not able to pay $1.85 per pound duty on imported tobacco and build as good a cigar as those which are covered with American Sumatra Tobacco, on which **no** duty is paid.

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American Sumatra Tobacco Company

144 Water Street, New York

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JULY 1st
1913

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Vol. XXXIII No. 13

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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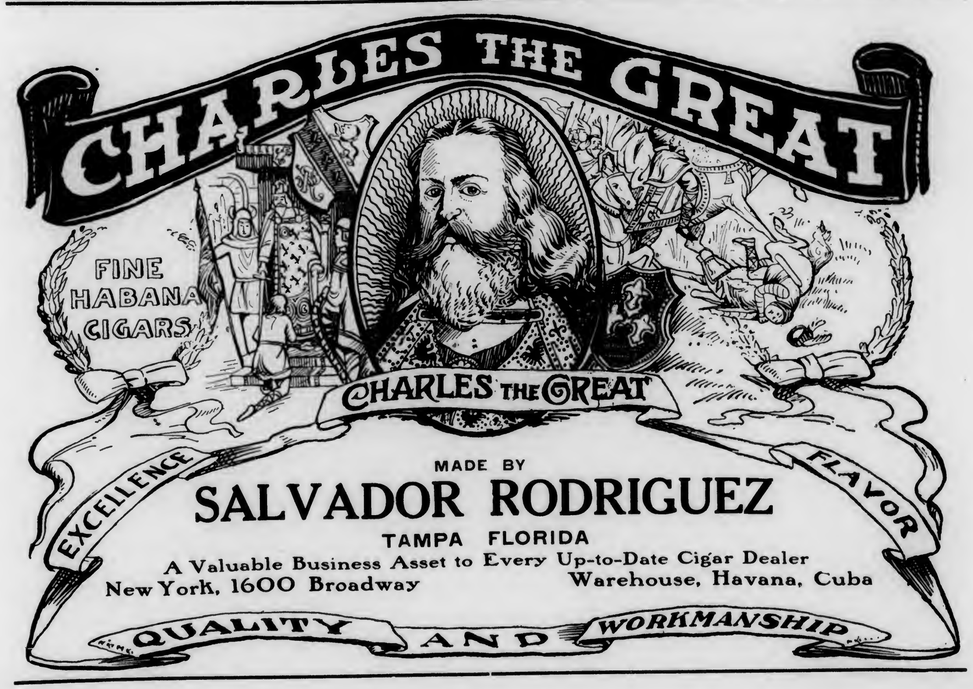

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¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

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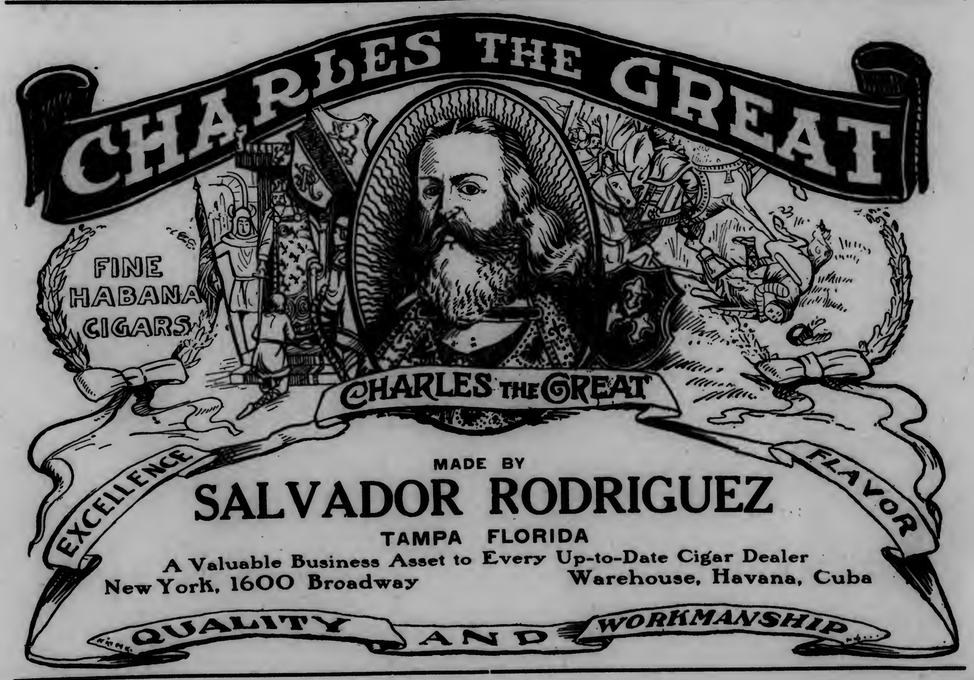

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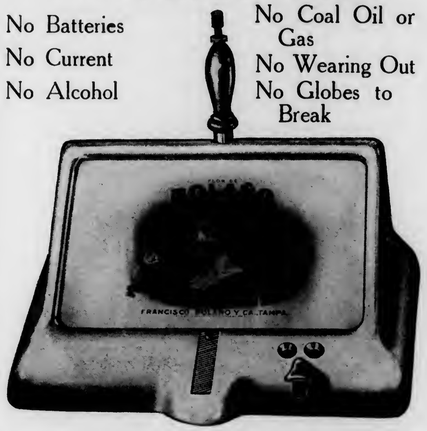

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Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

GOOD PROFITS
FROM THE REGULAR SALE OF
THE **PARAGON**
A MODEL OF PERFECTION
(REG. TRADE MARK)

POCKET LIGHTER
Sells on Sight—Various Prices
No wheels, wicks, or springs; no adjustments. Strikes like a match on a box. Works every time—all the time. Sparking metal on bottom of box and the steel point will last a life-time. Therefore quick sales and no come-backs.

AN EXCELLENT ADVERTISEMENT
may be placed upon each box. Write for our ideas and complete catalog "W."

The Art Metal Works, 7-15 Mulberry St., Newark, N. J.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
"ELITE" F. Ryba HABANA
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82-88 Wall St., New York
Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**
E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE KEY WEST CIGAR FACTORY — KEY WEST
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS
CASTAÑEDA HABANA TRADE MARK
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product
POR LARRAÑAGA
Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY & RENOWN

Quantity or Quality--Which?

WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

For full particulars and samples communicate with

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

LIPSCHUTZ'S **44** CIGARS
"44" Cigar Co. Philadelphia

LILLIOSA - CIGARS—LILLIOSA - CIGARS—LILLIOSA - CIGARS—

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

ADMIRALS
PANATELLA FINOS
COMMANDERS
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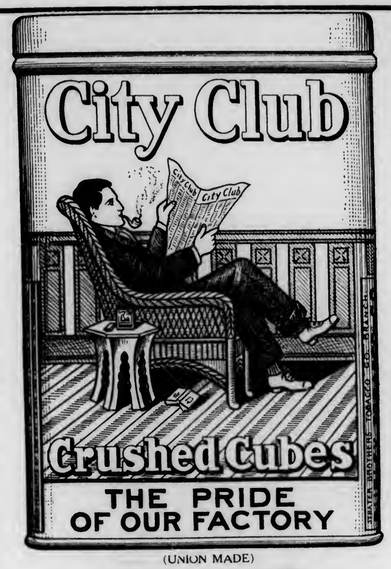
The New Sizes

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland



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CITY CLUB

For Pipe and Cigarette

One Can Makes You a Life Member

Winning Its Way

A New Value in Smoking Tobacco

If ever there was an instant success in Smoking Tobacco, it is CITY CLUB. Only a few months on the market, today known and smoked everywhere for its splendid quality.

—So good in fact, that it's like selling a twenty-cent article for ten cents.

We grow CITY CLUB ourselves in the Bluegrass region of Kentucky, and select only the pick of the output from 200,000 acres. Every step in growing, curing and marketing is our own, which explains the goodness, the enjoyment, the repeat orders.

Dealers Are "Cashing In"

CITY CLUB is adding to dealers' sales and profits everywhere. One can of CITY CLUB brings every customer back for more. Besides, there's a money-back guarantee which backs up the dealer and also makes CITY CLUB live up to its reputation.

But more than this, our national advertising campaign will start in a very short time. To help **you** "cash in"

We Will Prepay Express on Your Trial Order

This is our offer: Write or wire us at our expense and we will ship you a trial order of two dozen 10c cans and one magnificent Crystaloid window display show card, express prepaid, all for $1.92, which means a profit of 25 per cent on your investment.

Give us the name of your jobber and we will supply him.

Send your order now, for the business is surely headed your way.

The Largest Independent Tobacco Organization in the World
40,000 Stockholders, Growers and Manufacturers of CITY CLUB

Burley Tobacco Co., Inc., Louisville, Kentucky

(8)

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Henry the Fourth

Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office 257-265 Fourth Ave., New York

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal" has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

Established 1870 — Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

LOS REYES DE ESPAÑA

Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida

Office: 257-265 Fourth Avenue, New York

Hand-Made Havana Blend **5c.** Sumatra Wrapper Long Filler

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY

115-117 N. 3d Street — Philadelphia

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar.* It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

The SPECIAL NOTICE Announcements in Want Ad Columns of

The Tobacco World

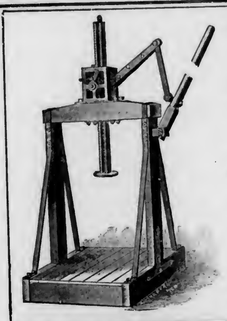
are business bringers. Try them. Special rates for time orders.

Address:

THE TOBACCO WORLD

102 S. 12th St., Phila.

41 Union Square, New York



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3 feet wide inside posts and 4 feet long.

The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.

The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.

The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.

948 Main St., Higganum, Ct.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

GEO. SCHLEGEL

22nd St. and Second Ave., NEW YORK

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Springer, Mgr.

CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST. L. B. Schoenfeld, Mgr.

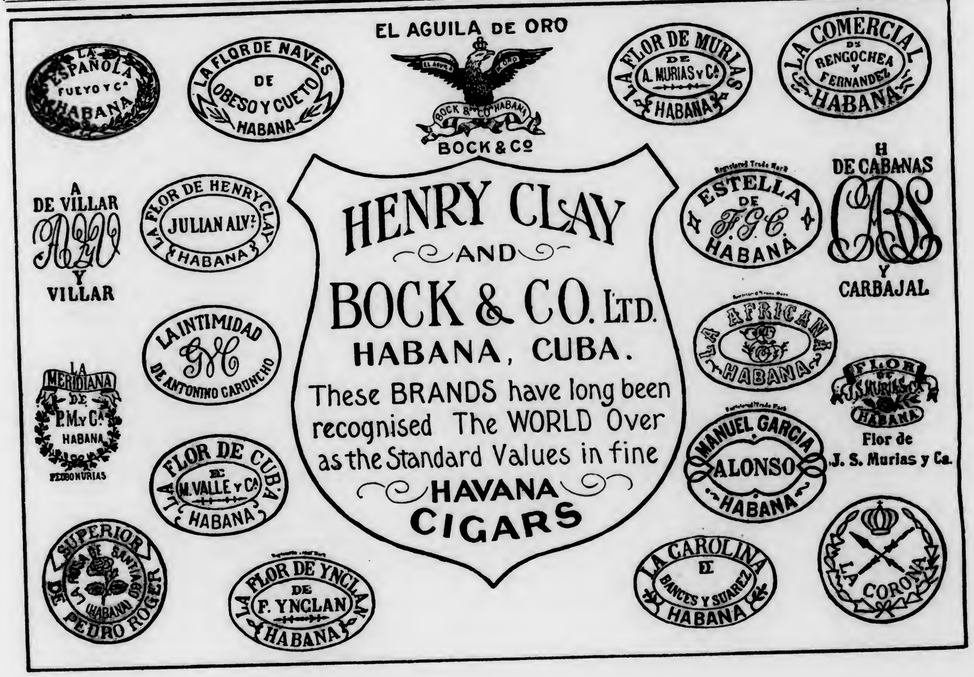
NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS

Equal to Imported

Write for Samples and Prices



Already the biggest seller

No other 5c cigarette ever touched the record-breaking sales of Piedmont Cigarettes.

And we are just BEGINNING to push Piedmonts.

They're going to double their present sales when smokers learn about the new coupon.

Most dealers are already stocked. Are you riding with the music?

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

STOP! READ and REMEMBER!

¶ Eventually, some live jobber in your territory is going to have the fastest repeating, best satisfying, *Nickel Cigar*, the cigar that once introduced, sells itself.

Stop! Read and Remember!
The Name of that Cigar

BOLD

BOBROW BROS.

114 S. Second Street 133 Arch Street
Philadelphia, Pa.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

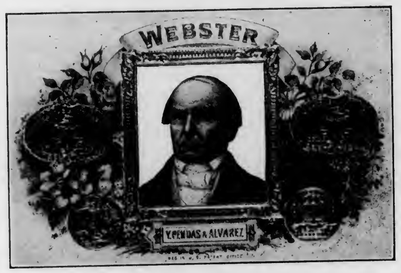
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

QUATILITY 5¢ CIGAR
YES! IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. Capetown, South Africa} Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha} CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, JULY 1, 1913. No. 13.

Cigar Manufacturers Must Stop Stealing Cigarmakers, Says Court

Detroit Firm Gets Injunction Against Canadian Firm Which Took Employees Away—Case Arouses International Interest

DETROIT, MICH., June 26.

A BODY blow against unfair competition for the services of expert cigarmakers was struck in the Circuit Court here, when the Hemmeter Cigar Co., of this city, obtained an injunction against the John McNee & Sons Cigar Co., of Windsor, Ont., restraining them from taking employes from the Hemmeter factory by unfair methods.

The suit which was brought in the Circuit Court has aroused interest, not only in this city, but in many other cigar manufacturing communities where the demand for cigarmakers has grown much faster than the supply, and as a result manufacturers have been resorting to unfair and underground methods to lure employes away from competing factories.

In this particular case, the question was one of international importance, because the McNee factory was situated in Canada, directly across from this city, and many Detroit cigarmakers, attracted by the flattering and glowing promises of the Canadian cigar-makers, were induced to give up good-paying positions here and go to Canada daily to work.

The Detroit company brought suit, alleging that Frank Boult, former foreman for the Detroit firm, had been persuaded to help the Canadian manufacturers establish a factory in Windsor. It was alleged that he had taken with him valuable trade secrets, and that he had enticed away valued employes from the Detroit firm. This was denied by the Canadian firm, although it was admitted that many Detroit cigar makers had left the Hemmeter company to go across the river. The injunction will prevent any further competition of this kind, which is adjudged unfair. The judge said that it took three years to make an efficient cigar maker, and in view of the dearth of skilled labor of this kind, it was a positive hardship for the Detroit concern to have its employes enticed away. He held that the employment of Frank Boult, the complainant's foreman, and the subsequent exodus of 65 of the Hemmeter employes to Windsor, did not come within the limits of fair business competition.

Cigars and Feathers Wrecked Him

The odd combination of a cigar and millinery business proved the financial undoing for Clermont C. Apple, a Lima, O., salesman, who has just filed a bankruptcy petition in the Federal court, giving assets of $2250 and liabilities of $2301.93. He found that tobacco and feathers did not mix very well. It pays to specialize.

Nebraska Revives Dead Law

LINCOLN, NEB., June 20.

City ordinances regulating the sale of tobacco and cigarettes to minors are to be enforced by Commissioner King, who announced that all minors found smoking cigarettes and all dealers selling to them are to be watched very closely and prosecuted.

First Prosecution Under New Anti-Cigarette Law In Penna. Hits Dealer Hard Blow

Harrisburg Retailer, Innocent Victim of New Measure, Found Guilty—Liable to $300 Fine—Other States Revive Dead Laws to Prosecute

THE first conviction under the new Thompson law, recently passed by the Pennsylvania Legislature, imposing drastic and unfair punishment on the retail dealers who sell cigarettes or cigarette papers to minors, has been made at Harrisburg, Pa., in the case of H. L. Beaumont.

Beaumont was tried in the Dauphin County courts on the charge of selling the forbidden cigarettes to a young man under age, and the verdict of guilty was rendered although several of the jurors told Judge Kunkel that they did not wish to find a verdict of guilty. The evidence showed that Beaumont had unknowingly violated the act. The court declined to allow the verdict to be changed, although the fine has not yet been imposed. Under the Thompson law, Beaumont is liable to a fine of not less than $100 nor more than $300.

At Meadville, Pa., Otto Nies, nineteen years old, was arrested by County Detective Ryan, when he refused to tell where he had obtained the cigarettes which he was smoking. Later the prisoner admitted that he bought the tobacco from a well-known Meadville firm and obtained the cigarettes from a stranger. The dealer has not yet been arrested.

The two cases, mentioned above, illustrate the drastic provisions of the new anti-cigarette law, which promises to work considerable hardship upon the retail dealer who unwittingly sells cigarettes or the makings to customers who misrepresent their ages. For the benefit of retailers who are unfamiliar with the new act, and in order that they may know its provisions to protect themselves, we reprint it from our recent issue May 15.

That any person who shall furnish to any minor by gift, sale or otherwise any cigarette or cigarette paper shall be guilty of a misdemeanor and upon conviction thereof shall be sentenced to pay a fine of not less than one hundred dollars ($100), nor more than three hundred dollars ($300).

Section 2. Any minor being in possession of a cigarette or of cigarette paper and being by any police officer, constable, juvenile court officer, truant officer or teacher in any school, asked where and from whom such cigarette or cigarette paper was obtained, who shall refuse to furnish such information, shall be guilty of a misdemeanor and upon conviction thereof before any alderman, magistrate or justice of the peace, such minor being of the age of sixteen years or upwards, shall be sentenced to pay a fine not exceeding five dollars or to undergo an imprisonment in the jail of the proper county not exceeding five days or both. If such minor shall be under the age of sixteen years he or she shall be certified by such alderman, magistrate or justice to the juvenile court of the county for such action as to said court shall seem proper.

North Carolina Has New Law

LEXINGTON, N. C., June 28.

At the last General Assembly an act was passed to amend section 3805, revisal of 1905, relative to selling or giving cigarettes to minors and provided that any minor who shall fail or refuse to give to any officer, upon inquiring the names of persons selling or giving him cigarettes or the substance out of which the same was made, shall be guilty of misdemeanor.

The law prescribes that it shall be the duty of every

(Continued on page 28)

Foreign-Blend Manila Cigars Taken Off Tariff Free Lists; Other Senate Changes

Only Cigars Made of Philippine Tobacco Are to Be Admitted Without Duty—"Made in Bond" Provision for American Manufacturers—Cigar Box Lumber Lowered

(From the Washington Bureau of the Tobacco World.)

WASHINGTON, D. C., June 28.

AS was predicted by THE TOBACCO WORLD correspondent, the Underwood tariff bill has been undergoing some important changes since it reached the Senate Finance Committee. While no startling revisions have been made affecting the tobacco industry and its allied branches, a number of minor alterations have been made in response to the appeals made by the interests affected.

Probably the most important change—one which was demanded and in no uncertain tones, by the International Cigar Makers' Union, and by domestic leaf growers in Pennsylvania, Florida and Connecticut, as well as tobacco men and cigar manufacturers elsewhere—is the alteration of the administrative features relating to the admission of Philippine cigars free. As now changed, only cigars, made exclusively and entirely of native tobacco, can be admitted into the United States from the Philippines, duty free. The provision of the Underwood bill permitting cigars with 80 per cent. of Philippine tobacco and 20 per cent. of tobacco grown in other countries, duty free, has been stricken out in the Democratic caucus, and the altered version, although not entirely satisfactory to American tobacco interests, is regarded as an acceptable concession.

The House duty of 25 per cent. ad valorem on clay pipes, and 50 per cent. upon other pipes and smoking articles, cigarette papers, tobacco pouches, etc., stands unaltered, but the Senate Committee has added a provision, imposing 20 per cent. ad valorem on meerschaum in its crude and unmanufactured state.

American pipe manufacturers fear that they will be affected by the duty of 20 per cent. ad valorem placed on raw meerschaum. A prominent pipe manufacturer stated that if this duty were approved by Congress, that the American pipe makers would suffer in competition with cheaper labor abroad, which even now under the free meerschaum is able to undersell American-made pipes of certain sizes and grades. It is feared that domestic pipe men will suffer considerably in competition with such pipe centers as Vienna, where labor is cheap and the overhead manufacturing expenses much lighter than those prevailing in America.

As changed by the Senate Committee, the tariff affecting cigar bands reads as follows:

Cigar bands, less than eight colors, twenty cents a pound; eight or more colors, twenty-five cents a pound; printed in whole or part of metal leaf, forty cents a pound.

Provision for Cigars Made in Bond.

The most important change in the administrative features of the tariff bill as amended by the Senate Committee, is the inclusion of an amendment proposed by Senator Fletcher and Representative Sparkman of Florida, permitting cigars to be manufactured in bond for domestic consumption. The amendment is made to Paragraph "M" of Section 4, relating to manufacturing in bond, and reads as follows:

"Provided, That cigars manufactured in whole of tobacco imported from any one country, made and manufactured in such bonded manufacturing warehouses, may be withdrawn for home consumption upon the payment of duties under such regulations as the Secretary of the Treasury may prescribe, and the payment of the internal revenue tax accruing thereon in their condition as withdrawn, and such cigars shall be stamped to indicate their character, origin of tobacco from which made, and place of manufacture."

Duty on Cigar Box Lumber.

In response to the protests of the domestic cigar box makers from Philadelphia, Brooklyn and other points, who recently sent a delegation to the Senate Sub-Committee appealing for a 10 per cent. duty on Spanish cedar lumber, the committee has changed the Underwood bill in compliance with their request.

As the Paine-Aldrich duty on Cuban-grown lumber is 15 per cent., on which there is a drawback duty of 15 per cent., making the net duty about 12 per cent., the new net duty on the same lumber would be about 8 per cent., a very slight reduction that would make no appreciable difference in the cost of finished boxes. Most of the logs from which cigar box lumber is made are imported from South and Central America duty free. Cuban lumber, in its manufactured state, is little used. Consequently, the lower duty will have little or no effect on cigar box prices.

No changes have been made in Schedule "F" affecting imported tobacco.

Several petitions have been filed on behalf of the cigar manufacturers and leaf men asking for a change in the dockweight clause in the administrative section. In spite of this, no changes have been announced.

Tobacco Men Protest Licorice Duty.

Despite the protest of President William T. Reed, of the Independent Tobacco Manufacturers' Association, against the proposed duty of one-half of one per cent. on licorice root, no changes have been made in this schedule.

President Reed recently wrote the following letter to Chairman Underwood:

"In behalf of the independent tobacco manufacturers of the United States, I wish to protest against the proposed duty of one-half cent per pound on licorice root as proposed in H. R. 10, page 9, lines 9 and 10.

"This would mean an increase in the cost of licorice to the independent tobacco manufacturers of certainly one and one-half cents per pound on their requirements of licorice, which is a necessity to the successful manufacture of chewing tobacco and cut plug smoking tobacco.

"There is not, from the best information I can get, a pound of licorice root produced in the United States. The tobacco industry is now paying something like $60,000,000 per year revenue to the government, and this proposed increase in duty on licorice root would add still other burdens to the manufacturers, and one which small independent manufacturers can ill afford to stand, and one which would be difficult for them to pass on to the consumer.

"The tobacco trade is just recovering from the recent advance of two cents per pound internal revenue tax, and while this increase is evidently aimed at the licorice trust, it will in the meantime, be a severe blow to the independent tobacco manufacturers.

"The last report of the Department of Commerce and Labor showed that forty independent tobacco manufacturers only averaged a net profit of something like two cents per pound on their product, and this increased duty on licorice will still add to their burdens and decrease their profits without in any way affecting the licorice trust, who will immediately pass this increase on to the manufacturer, and I do hope that in the final settlement of the tariff that your committee in its wisdom can see fit to let licorice root remain as it is, on the free list."

United Enlarging Edgerton Warehouse

Improvements contemplated for the warehouse of the United Cigar Manufacturers' Co., Edgerton, Wis., embrace the extension of the present building to the length of eighty feet, two stories and basement. The basement in its full length will be widened thirty feet. This will increase the capacity of the sorting room, and also provide facilities for the bundle tobacco.

Leopold Powell, of New York, president of the Leopold Powell Cigar Company, of this city, is in Tampa for a brief stay.

Tobacco Growers Tell Congress Commission They Oppose Proposed Government Monopoly

Virginia, Kentucky and North Carolina Men State That Prices are Kept Down by Big Buyers Here and Abroad—Virginia Dark Tobacco Unprofitable

WASHINGTON, D. C., June 30.

THE joint Congressional commission to investigate the purchases of American-grown tobacco for European consumption, of which commission Senator Martin, of Virginia, is chairman, resumed hearings on June 24 and have been in session every day since. The witnesses heard today were all from Virginia and included F. D. Williams, of Richmond; A. F. Thomas, of Lynchburg, and D. M. Gannaway, of Fuinea Mills.

Most of the witnesses so far heard were from Virginia, Kentucky and North Carolina, and the burden of their complaint was that the tobacco growers are losing money in selling to the American Tobacco Company, and also to the representatives of foreign countries.

C. R. Sanderson, a tobacco grower from Virginia, stated that the prices which the growers are now receiving are lower than they have been for the last ten years and that the dark tobacco industry is in very bad shape. He stated that the average price obtained for this kind of tobacco was six and one-half cents per pound against eight cents cost, and that tobacco growers really made more money by hiring out for field labor than growing tobacco on this basis. He believed that a tobacco monopoly, fostered by the government, would not remedy the condition of the Virginia growers, but he believed that if the government would use its good offices to induce foreign governments to pay from four cents to five cents per pound more for tobacco, that the farmers would be much benefited.

Unless conditions improved, the witness said, the Virginia growers would have to retire from this branch of agriculture.

Congressman Flood suggested that it might be possible for the United States to negotiate with some of the foreign countries where government monopolies existed and obtain treaties by which would bring higher prices to the American tobacco growers.

R. T. Davis, a grower, stated that the American Tobacco Co. and the Imperial Tobacco Co. work in harmony in purchasing supplies, not only for themselves but also for foreign monopolies, and thereby keep down the price of tobacco and control the market.

E. K. Vietor, German Consul, at Richmond, Va., submitted testimony to the commission setting forth the operations of his government in the purchase of tobacco supplies in this country.

Ohio Leaf Growers Endorse Sales Plan

AT a conference between the Tobacco Growers' Sales Co. and the National Cigar Leaf Growers' Union, held in Dayton, O., last week, about one hundred leaf growers from the Miami Valley, who were present, approved the sales method which had been in force during the present year for the disposal of their tobacco. S. W. Pierce and E. E. Norris, of the Sales Company, were strongly endorsed for their energetic salesmanship and were continued in charge of this end. President Phillip Spence, of Lebanon, and Secretary Phillip Croll were re-elected as officers of the Sales Company.

Chicago

Retail Trade Aided by Seasonable Weather—Lorillard District Manager Resigns to Embark in Business—Changes Among Retailers

CHICAGO, June 28.

BUSINESS in the tobacco and cigar trade is everything that could be desired. Weather has been of the made to order kind. The temperatures have been high, but there has been very little rainfall and this has helped the trade considerably. Smoking tobaccos continued to boom with the outdoor season. Almost every smoker has hunted out his old corn cob pipe and is puffing away at it as he sits on the front door stoop after his evening meal. Cigars also are doing well.

W. G. Fitzgerald, an old timer, is now with the Roby Cigar Co., of Barnesville, O. He was in the city placing stogies called "Three Queens" and "Roby's Retail Wrinkles."

Bloom & Mayer sold the cigar store at 30 East Twenty-second Street to Harry Newman. The former concern will probably open up a Loop store if they can find a suitable location.

The San Souci, under the new management of the Pabst Brewing Co., has been remodeled, with a garden, hippodrome and a Venetian Garden. Creatore and his famous band have been engaged for the summer season.

M. Van Buren has resigned his position as district manager for the P. Lorillard Co., to go into business at Elgin, Ill. He will be succeeded by Everett Meyer, who will have complete charge of all of the Lorillard brands, excepting cigarettes. Mr. Meyer has represented Lorillard in the local territory for the past eighteen months on plugs and scraps.

After June 26 J. & B. Moos will not redeem any Lorillard or Anargyros Company, Ltd., white and blue Triangle certificates, but same can be redeemed at Jersey City, N. J.

H. Comhauser, who represents Mendelsohn, Bornemann & Co., New York, Cuba and Porto Rico, has an office now at 138 North La Salle Street to look after his local leaf trade.

Owen O'Malley, Fifty-first and Indiana Avenue, received a new brand in fifteen sizes called "La Docilla," made by Quiros, Villazon & Co., Tampa, Fla.

Dale Debolt, of the American Tobacco Co., is advertising and distributing samples of "Spearhead" in Northern Indiana.

The American Tobacco Co.'s cigarette branch have been giving away two rugs with "Omar" cigarettes.

Harold Cigar Co., of Chicago, has been incorporated with a capital of $500. Margaret Klawana, Margaret Corrigan and Margaret O'Grady are the incorporators.

Eger & Co. have opened up a cigar store on Quincy Street just west of State Street, in the building formerly occupied by the Hub.

The American Can Co. will construct a new plant on Clybourn Avenue, near Clyde Street, to cost $30,000. It will be located within about a block of the Northwestern Elevated Railroad. The principal building will be three stories high, 280 x 300 feet, and will be of concrete construction. It will be completed and ready for occupancy by May 1, 1914.

E. C. Elliason, a wholesale dealer in cigars at Mishawka, Ind., was a visitor to Chicago.

J. & B. Moos have placed a brand of Manila cigars called "Non Plus Ultra" in tin foil, marked "Vencedors," packed twenty-five in a box, and also packed fifty in a box called "Cazadores," in two bundles. This has been a great repeater with 75 per cent. of their customers.

Best & Russell have succeeded in getting many retail dealers to place their "Hand Made" 5-cent cigar, packed twenty-five in a tin, on the show case. They provide the dealer with a receptacle to hold two tins with their advertisement on it.

The Federal Cigar Co. is showing a wire attachment to a cigar cutter advertising the "Brod Rana," which will hold a 25-cigar tin.

H. E. R.

Evansville Dealer Gets New Location

Jacob Hartz, who conducts two of the finest retail cigar stores in Evansville, Ind., has just secured new quarters at Second and Sycamore Streets, formerly occupied by Charles Stockwell, and will move his store and pool fixtures from Eighth and Main Streets to this new location. The old building, formerly occupied by Hartz, is to be razed to make way for a new building. Stockwell will move his store to the rear of the National Bank Building.

Charles F. Nordhoff and F. E. Brittingham are named as the incorporators of the Martter Cigar Co., Columbus, O.

PROBLEMS of the RETAILER

Your "4th of July" Windows

IT should hardly be necessary to remind every retailer of the wisdom of preparing a special display to attract trade during "Fourth of July" week. This is the great holiday which is observed and celebrated more generally, possibly, than any other of our national holidays. Three or four days preceding the "Fourth" retailers should begin to dress their windows to catch the trade that expect to spend the day out of town as well as to draw the trade that is passing the store during the day. We know of one retailer who dressed up a couple of boys as imitations of huge firecrackers and had them parading up and down the main streets of his town advertising his store. Painted on the front and back of the walking firecracker were the following advertisements:

DON'T GO OFF FOR THE "4TH" WITHOUT A FULL LOAD OF CIGARS, CIGARETTES AND SMOKING TOBACCO. GET THE BEST AT JONES' SMOKESHOP.

How to Land the "Sun Dodgers"

The collar-melting, perspirating, soft shirt time of the year has come when pedestrians seek the shady side of the street and pass your cigar shop in a hurry to get out of the burning sun. Lucky you are, Mr. Retailer, if your store is on the shady side of the street during the rush hours, for then you will catch the transients who otherwise might be dropping into Charley Competitor's store across the way.

But——

Suppose you are on the sunny side, what then?

You must lure the perspiring victim to your counter with subtle charms. How can you do this?

First and foremost, keep your doors wide open like outstretched arms welcoming the passing throng. Many cigar stores, particularly those in extremely hot sections of the country where flies and mosquitoes abound, find it imperative to have screen doors. They serve a useful purpose apparently, but really they are barriers to business. The average transient customer is a lazy cuss. Nine times out of ten, other conditions being equal, he will go into the store that has no doors, rather than push aside the swinging screens. Unconsciously, he chooses the line of least resistance and buys his cigars and tobacco in the place most easily entered.

The conclusion is "No Screen Doors" if you can possibly avoid them.

Another magnet for drawing trade to your store during dog days is the plan to make it the coolest and most inviting haven for the travel-stained pedestrian. Have electric fans over your counters, keep the floor cool by frequent sprinkling of water, dress your windows occasionally with a cake of ice or other cooling suggestions and don't be afraid to advertise the fact. A sign something along the following line placed in such window displays should prove attractive:

"DROP IN HERE FOR A COOL BREEZE AND A COOL CIGAR."

Box of Cigars For Each Home Run

Retail cigar dealers who keep their ears to the ground and are ever alert to draw the smoking public to their stores, will find it advantageous to cater to the baseball fans during the summer months. In addition to bulletining baseball scores, in their windows or in their stores, retailers could make a hit with the local fans by offering occasionally—in fact, every week if they found it a good thing—a box of cigars—(the leading brand being featured by their store)—to each member of the local team knocking a home run that week.

This offer could be advertised attractively in the windows and also announced in the local score card, or on the signboards in the ball park.

We believe that such a scheme would make a big hit with both the players and the fans, and bring to the enterprising retailer many times the value of his premium. The award could be announced in the window of the store every Saturday, and a photograph of the winner placed in the centre of the window display.

We would like to hear from any dealer who will try this scheme. We believe that it is a good one.

Window Bulletin Suggestions

BANG! BANG!! BANG!!!

CELEBRATE THE GLORIOUS FOURTH by smoking "Our Leader," a 10-cent quality cigar that costs only a nickel.

Your's for Celebrating

The Celebrated Club Mixture SMOKING TOBACCO. Pack your vacation kit with a liberal supply for your Jimmy Pipe!

CHOOSE YOUR PIPE

as you choose your Friend. What is more comforting than a sweet, cool pipe to while away your vacation hours? We can suit you. Every style for every taste.

OFF FOR YOUR VACATION?

No vacation for the discriminating smoker would be complete without a box of our "Royal Perfectos." We'll mail you more, postpaid. Just leave your address.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

You never miss the water till the well runs dry, and you never miss your umbrella till the weather runs wet. How often during the showery spring that has just passed, have you, Mr. Retailer, been caught in the rain without raincoat or umbrella?

Lending Umbrellas to Make Friends and Money

Surely many of your customers, caught in similar predicaments, have dropped into your store every once in a while to borrow from your own private stock of rain-defiers. How many umbrellas have you lost through your generosity in helping such rain-soaked individuals?

Stop the leak. Adopt this scheme and see how it works. Place this sign in a prominent place in your store.

Umbrellas loaned Free.
Deposit $1.00 to be refunded when you return it.

You can buy a couple dozen umbrellas at wholesale for fifty or sixty cents each. If the umbrellas are not returned, you have made a profit! if they are returned, you have made a life-long friend of the fellow you saved from the storm.

When it comes to originality, we must take off our hats to that highly imaginative Frenchman, who has just evolved a scheme to evade the recently enacted law which imposes prohibitive taxes on unsightly sign-boards, disfiguring the countryside of Paris.

Uses Flower-Beds to Advertise, Instead of Signs

No sooner had the anti-sign law been passed than this man began to plant flower beds laid out in attractive designs, featuring a cow, a yellow cow at that, which is the trade-mark of the product he was advertising. As fast as he could tear down his old billboards, he planted floral beds all along the suburban railroads leading to the city, thereby not only circumventing the law, but providing original advertisements that attracted no end of comment.

While we know of no such local laws having been passed here in America, there has been much agitation along this line by various associations who are bent on realizing a city beautiful. Why not beat the game by putting out a few flower signs of our own?

How would the famous "Bull" look, florally advertising the smoking mixture we all know?

In order to beat the new Anti-Coupon law passed by the State of Washington, the United Cigar Stores Co. posted notices in their stores in that State that coupons hereafter will be redeemed in cash only, at the rate of one cent each.

Coupons Cannot Live Without The Women

While this move circumvents the law, it will deprive the United of one of its chief assets—the women who have been urging their husbands, sweethearts and brothers to give them the certificates so that they can get silk stockings and other feminine premiums.

Robbed of its feminine incentive, the coupon idea loses much of its force. The average male smoker does not care to be bothered saving coupons. The women, after all, have been the indirect cause of the coupon's success in the cigar store.

We believe that the Washington legislators have struck at the root of the evil when they brought this new condition about. The coupon cannot live long without the women.

Out in Minneapolis, in the big retail store of Ferris & Grady, located at Washington and Hennepin Avenues, there has been inaugurated a rather unusual scheme of doing business.

Each Clerk Keeps His Own Stock

This store is laid out so that it is in reality a double store, each part being a duplicate of the other.

Under this scheme each clerk has his own cash register and separate compartments for carrying his stock, and when he goes off watch, he not only locks up his cash register, but also his stock, and the next clerk coming on duty sells from the duplicate stock, and rings up his sales on his own cash register. This scheme enables the owners of the store to keep an absolute record of the stock sold by each clerk, and also to trace the exact amount of his sales.

Another distinctive feature of this store is the fact that no goods are sold from the show case. The full line of samples are shown to the customer, and as the goods are called for they are taken from the wall cases, thereby keeping the samples intact, and lending an orderly and neat appearance to the show cases.

Go into any of the retail stores of the Middle West, from Pittsburgh to Indianapolis, where stogies are featured, and you will find that probably 95% of these stores have their stogies out on the counter unprotected from the dust and dirt of the street, and subjected every minute to the promiscuous handling of every "Tom, Dick and Harry."

Selling Stogies In Sanitary Manner Pays

There is one store, however, in Pittsburgh, where stogies are not handled or sold in this fashion, but are stocked and displayed just like high-class cigars in dust-proof show cases. Running along the front of the show cases are signs reading as follows: "We display our stogies with as much care and sanitary arrangement as the other stores handle cigars."

In talking with the manager of this store, it was learned that his customers of the better class seem to appreciate his sanitary methods, and as a result he has built up a splendid box trade as well as a good transient trade.

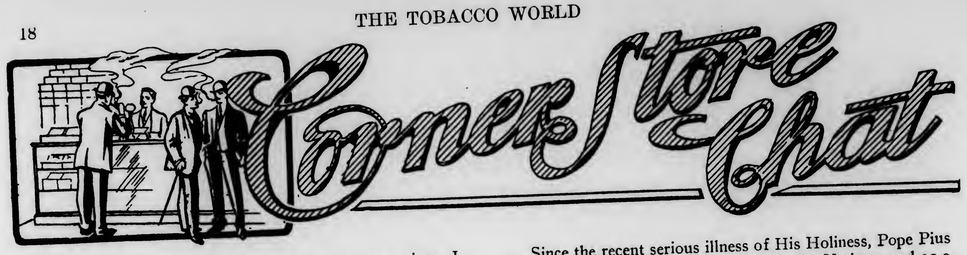
If more dealers who find it necessary to feature stogies were to adopt similar methods, they could not fail to be benefited. This is an age of sanitation, and the progressive retailer will do well to follow the public mind in this direction.

Dealers who handle J. W. Merriam & Co.'s brands of "Baron De Kalb," "De Luxe" and others, have reported a good stimulus to box trade, due to the certificates which the makers pack in each box.

Using Premiums To Boost Box Trade

Five of these certificates are exchanged by the firm for an ornate art metal bulldog paper weight, two inches high, of "King Lud," the champion bulldog of the world. Ten certificates call for a genuine Russian leather cigar case with the owner's name stamped in gold.

Retailers in certain sections save the coupons, and then chance off the paper weight or cigar case to good customers at regular intervals, thus giving the manufacturers excellent publicity and helping their own business as well.



WHILE standing in a cigar store, a few days since, I heard a good one. Opposite to where I was standing stood a young fellow, whom I should judge was no more than nineteen years of age. After looking around the cigar case for some twenty minutes, he finally gave in to a dark thick cigar. After clipping the end of the weed, he cautiously proceeded to light up. After some few minutes of hard labor, he took the cigar from his mouth with a disgusted look and surveyed it contemplatively. "Well, I'll be hanged," he burst out, "if you'se people call this thing a cigar, I'd like to know what you'd call them explosives over there," indicating a case of stogies. "This ain't a smoke shop, it is a rope shop," he fairly shouted, after glancing at the sign "Smoke Shop," which hung over the door.

The ladies—God bless them—have taken to canes. It is the style now to parade Peacock Alley, in the Congress Hotel, Chicago, with the latest confection in bamboo or cocobolo. Not that the ladies need them to support a tottering step or a weak knee, any more than are their male companions crippled who carry a club an inch in diameter swung from elbow crook.

And so the "weaker sex" gradually emancipates itself. The modern woman is riding astride, she is gradually shedding her bathing skirt, she has pockets in her skirts and votes in her vest pocket. And, bless their hearts, the wise ones among them have babies at home to look after and cheer up the old lady when glories of canes and cross-country rides have faded into the past.

I sat in the grill room at Rector's big Broadway hotel a few weeks ago, about 5.30 in the afternoon, accompanied by an out-of-town visitor, and the gentleman expressed himself as shocked at the sight of some dozen well-dressed women puffing cigarettes in the most nonchalant manner.

His disapproval, however, has not prevented the almost general privilege allowed ladies of smoking in the public dining rooms in the best New York hotels. Oscar, of the Waldorf, is a rabid anti-smoker, however, and woe betide the female patron who has the temerity to light a cigarette in the Waldorf dining room. At the St. Regis, Vanderbilt, and Hotel Knickerbocker, the management never interfere with the women guests who wish a puff with their meal. Manager Keller, of the Ritz-Carlton, when approached on the subject, said: "What right have we to forbid a woman to smoke if she wants to? There is no law against it."

This may all be true, but though not a prude, I have always believed that this little harmless vice should be practiced by our best women in the seclusion of their homes. It's hard to draw a line in public places.

A number of leading American cigar and tobacco factories, especially those whose owners are affiliated with the Catholic Church, have made it a rule for years to send offerings of fine cigars and tobacco to Rome for the Papal use. The Pope has recently requested that this form of "Peter's Pence" be changed and that snuff be sent instead.

It's a sure thing that the new rule will lead to a largely increased use of snuff in the Vatican.

Since the recent serious illness of His Holiness, Pope Pius X, the Pontiff has forbidden smoking in the Vatican, and as a result, the Papal Guard and other attendants are hard-pushed to get an occasional whiff of the much-desired cigarette or cigar. The orders issued in this connection were rigorous and forbids the use of pipes, cigarettes or cigars even in the private chambers of the Papal family. Pius X, unlike Leo XIII, has always been a devotee of the weed, but now he has resorted to the snuff box, in which practice also Pope Leo indulged.

Thomas M. Honan is the attorney-general of Indiana. The other day he was called upon to deliver an opinion as to whether the giving out of cigars by a candidate for election was illegal under the "corrupt practices" act. Mr. Honan opined that such practices were illegal, but he was sorry it was so, as he considered cigar campaigning one of the most effective means of getting votes. He further stated:

"The first time I made the race for prosecuting attorney down at home, I had it impressed on me how valuable is a cigar, even of the campaign grade, in vote getting. I had gone to a township where I had never been before, and stopped at a cabin, and let in by an old woman who was smoking a pipe. I found her intelligent, interested in politics, and as much a Democrat as if she had been a voter. I noticed she was smoking tobacco grown on the native hillsides, and I drew a cigar from my pocket, suggesting that she break it up and try it in her pipe. She did, and liked it. I then gave her three more, and she crumpled them up and stuffed them into a clean tobacco bag. I asked her if there was any other person in her family, and she told me she had a son, old enough to vote. At that I produced three more cigars, and asked her to give them to him. She was greatly pleased by the simple gift. On leaving, I asked her to speak to her son about me, and ask him to vote for me in the primary.

"'Ask him! I'll tell him he has to do it, an' he'll do it, too. Don't you never worry; he'll do it, too,' she declared.

"A few days later I was campaigning in Salem, on Saturday afternoon, when I observed a young fellow watching me very closely. He told me he was the son of the woman I had visited; that his mother told him to vote for me, and that he had come to see what sort of looking chap I was.

"'You'll do, I guess,' he said. 'I'll vote fer you, an' I'll help you get some votes in our neighborhood.'

"I handed him another handful of cigars, and had the satisfaction of carrying his precinct in the primary election.

"In that same campaign I carried one other precinct by distributing a box of cigars in a little sawmill town where I was not known, but where the balance of power was held. The cigars and a half hour spent with the boys at the sawmill did the work. I tried to talk for fifty minutes before I produced the cigars, but couldn't get any one to listen to me, and as soon as the cigars showed up, I had an attentive crowd."

A good cigar has turned the tide in many a battle other than political.

THE ONLOOKER.

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Cuba's Treaty With Spain

Secretary Bryan can do a great deal toward furthering the excellent impression which the present administration has acquired down in Cuba by prompt action in the consideration of the Modus Vivendi which is now pending between Spain and Cuba, and which will do much toward the relief of the Havana cigar manufacturers, in so far as their trade relationship with Spain is concerned, and yet, on the other hand, in no wise affect the interests of the United States.

This treaty which has had the endorsement of both Spain and Cuba, has been hanging fire for many months, and apparently received no attention whatever at the hands of Ex-Secretary Knox. If the Cubans can have it promulgated and endorsed by the United States Government, it will, as stated previously, in no wise affect the reciprocity arrangements with the United States, and it will give the Cuban manufacturers a much enlarged outlet for the heavy black cigars which are not wanted in the United States anyway, and which are dear to the heart of Spanish-smoking connoisseurs. We believe that Secretary Bryan should take up this matter at once, as the Cubans feel justly that the last administration treated them slightingly, if not arbitrarily, in a number of cases which affected their material welfare.

Cigar Production Shows Big Increase

Returns of the national production of tobacco products reveal for the month of May figures which should be a source of gratification to cigar and cigarette manufacturers. Cigars show an increase in production of 21,490,260 over the same month of last year, and May, 1912, showed a decrease of 7,225,970 cigars, compared with the May of 1911. The new figures for 1913 not only make up the deficit of May, 1911, but go far in excess of it.

The Government returns more than confirm the prediction freely made by THE TOBACCO WORLD during the past few months that 1913 would be a banner year for the cigar manufacturers of this country. The first six months of the new year have held out every reason for encouragement to cigar makers everywhere from Tampa to Detroit. This showing of the cigar industry in face of general business conditions which have not been altogether satisfactory, proves that the cigar is not losing its hold upon the American smoker, and is not likely to be displaced by the cigarette, which has shown a much larger percentage of increase. The fact that cigarettes have grown so tremendously in production while cigars have increased more conservatively, leads to one conclusion—that the army of smokers in this country is daily gaining recruits at a percentage far in excess of the normal increase in population.

Cigarettes show a gain of 139,102,344 over May, 1912, compared with 207,093,000, increase in May, 1912, over the same month in 1911, which figures indicate that cigarettes are not gaining as fast this past May as they did last. This falling off, however, is causing no anxiety among cigarette manufacturers who realize that 1912 was an abnormal year in the cigarette business, and as a whole, that 1913 will compare favorably with it.

Far Reaching Effects of Cut Prices

A live handler of fine cigars from the South who was visiting in New York the other day, decried bitterly against the price-cutting on Havana goods in the big markets, and when reminded that it was only confined to New York and Boston, replied that while this was true to an extent, the effects were demoralizing in all sections.

His home city is over 1500 miles distant from New York, but his sales have already been distinctly affected. One of his best customers, a wealthy man, who has for years consumed thousands of imported Havana cigars, arrived home from a visit to New York a few weeks ago with 500 cigars of his favorite brand bought at $18 per hundred and a copy of an advertisement showing the cut figures, and demanded to know why he should pay the dealer $22 per hundred for the same goods.

The merchant could only show him his bills, disclosing the fact that he had paid a fraction of a cent under 18 cents a piece for the cigars, and trust to the customer's sense of fair play as to whether he was not entitled to a retail profit of 4 cents on a cigar costing 18 cents wholesale.

"But," he added, in conclusion, "the worm was in his brain, and the pleasant business relation of years is in jeopardy."

The *Philadelphia Public Ledger* makes the following rather startling charge:

"Although it is asserted that an import duty on bananas will be levied solely to procure needed revenue, there is a grave suspicion that the scheme is, in fact, the result of an insidious intrigue, engineered by Connecticut farmers who have long entertained the ambition to break the power of the banana trust by converting their tobacco fields into banana plantations. There has not been a tariff discussion in years in which the possibility of producing bananas in New England under glass and a protective system has not figured. The Republican party, however, consistently refused to coddle this infant industry. It has remained for the Democrats to do so by a scheme of incidental protection."

Bobrow Bros. to Build Seven-Story Factory

Purchase Plot of Ground at Third and Cambridge Streets, Where New Home of "The Bold" Will Be Erected

TO keep pace with the increasing demand for their "Bold" cigars, orders for which have been overtaxing their facilities for the last year, Bobrow Brothers have just purchased a plot of ground on the northeast corner of Third and Cambridge Streets, Philadelphia, on which they will erect a seven-story and basement factory.

The site has a 55-foot frontage on Third Street, and runs back 200 feet to Orianna Street. It is proposed to erect a modern concrete building fireproof and up-to-date in every respect. As there are no tall buildings on the property surrounding, light will be obtained for the workrooms from all sides, making the manufacturing conditions ideal. Room for seating 1000 to 1200 hands will be provided, and facilities will be laid out to bring the maximum capacity up to 80,000,000 a year—a figure which in view of the almost unprecedented growth and demand for "Bold" cigars, is likely of attainment within the next few years.

In the new factory, the entire manufacturing business of Bobrow Brothers will be concentrated, and it can be said that this factory will be the largest under one roof in the First District of Pennsylvania. Preliminary plans are now being prepared by an expert architect.

When Bobrow Brothers moved their plant to 114 South Second Street, several years ago, they more than doubled their capacity, but even this increase did not keep up with growth in their business. Just recently they opened an additional factory at 133 Arch Street, but again this has not enabled them to fill their orders. Looking towards the future, they have therefore planned a factory which will give them an output which will anticipate several years' growth.

As the leases which they hold on their present quarters have some time to run, and as it will take nearly a year to construct the new factory, they have decided to open a third factory as a temporary means of increasing their production, until they can get into their new plant. This third factory will be opened in Philadelphia within the next sixty days. They have several buildings in view in the down-town section, and will make their choice very shortly.

The Riker-Hegeman Company, which recently opened its first Philadelphia store at 1332 Chestnut Street, has leased the store formerly occupied by Twaddell's Shoe Company on Market Street, above Twelfth, and after remodeling the same will open their second Philadelphia store. The cigar department of the Chestnut Street store is now in charge of G. A. Beach.

Tobacco Salesman Killed in Auto Accident

A. J. Carter, Representative of Bloch Bros., Meets Death in Philadelphia—David Dean Injured

FOLLOWING the turning turtle of their automobile, which was going at a terrific rate of speed on Broad Street above Lehigh Avenue, Philadelphia, in order to evade two motorcycle policemen who thought they were exceeding the speed limit, David Dean, 737 North Twenty-sixth Street, that city, Philadelphia representative of the Bloch Bros. Tobacco Co., Wheeling, W. Va., was slightly injured, and his companion, A. J. Carter, 39 years old, of Gransville, O., also a salesman for the same company, was instantly killed.

Starting out for a joy ride they gradually increased their speed. When spied by the policemen they were warned to slacken, but instead of so doing made the machine go faster, until the striking of a rut in the street caused the lifting of the automobile in the air, after which it came down on the street, the wheels being upward. Carter was crushed beneath its weight, and Dean thrown some distance. When taken to the hospital it was found that Carter had met death instantaneously, while Dean was only slightly scratched. Dean was arrested.

H. Duys & Co. in Philadelphia

Ralph Levine, who looks after H. Duys & Co.'s business in the Philadelphia market, has been sending in some splendid orders for the firm's Sumatra tobacco, and a number of the best names in the cigar and tobacco trade of the city are to be found on the firm's books.

As is well known, the Duys' purchases at the inscriptions this year broke all records, and the quality of the tobacco they have shown thus far seems to quite justify them in getting the tremendous lots which they acquired.

New "Stratford" Salesman in Ohio

E. G. Walthall, the newly appointed Ohio representative for the El Draco Cigar Manufacturing Co., Philadelphia, has been making a tour of Cleveland and Toledo during the past month placing "Stratford" cigars among the Ohio retailers, and also opening several good jobbing accounts. Mr. Walthall is an experienced cigar salesman, having been associated in the past with such well-known houses as Straiton & Storm Co., and Jeitles & Blumenthal, Ltd.

In the Quaker City

Samuel Bayuk, of Bayuk Bros., recently made a tour of the Western States as far as the Pacific Coast.

Samuel C. Jeitles, of Jeitles & Blumenthal, Ltd., Philadelphia, has returned from a very satisfactory trip through the Western States, where he found the leading brands of this factory selling freely. In Chicago the "Frat" brand, made by this factory and distributed by George C. Knight, is having a splendid distribution. Millions of this 5-cent smoke have been sold in Chicago, and the demand is constantly increasing.

The "Coiner" cigar, made by the Baum-Jaffe Co., is making rapid strides in the Philadelphia market. Within the past six weeks there has been a decided spurt in the demand for this popular nickel smoke in the Philadelphia territory.

Warner B. Searle has been booming things throughout New York State during the past month for the Juan F. Portuondo factory. W. E. Gumpert, the newly appointed Southern representative for this factory, is making his first trip through Georgia, Alabama and Mississippi on behalf of the Portuondo line.

Louis R. Eisenbrand, Philadelphia representative for Cullman Bros., New York importers and packers of leaf tobacco, rejoined the ranks of the "Happily married" fraternity on June 29, when he wedded Miss Laura Hamberg, a charming Philadelphia girl. Mr. and Mrs. Eisenbrand are at present on their honeymoon trip through the Middle West, and upon their return will reside at 2023 North Thirty-third Street, Philadelphia.

Albert Gumpert has been covering the larger towns of Ohio during the past month on behalf of Gumpert Brothers. He has been sending in very encouraging reports to the Philadelphia factory which has been exceedingly busy during the past few months on all of their brands. In their new quarters in Church Street, they have already increased their capacity 12 per cent., and within the next thirty days expect to add considerably more.

Francis E. Gyory, general sales representative of Gonzales, Fisher & Co., Tampa, made his first call on the Philadelphia trade late in June. He formerly represented the "Sinceridad" line on the Pacific Coast, but has just recently taken over Eastern territory. While here, he booked some very satisfactory business on factory and private brands.

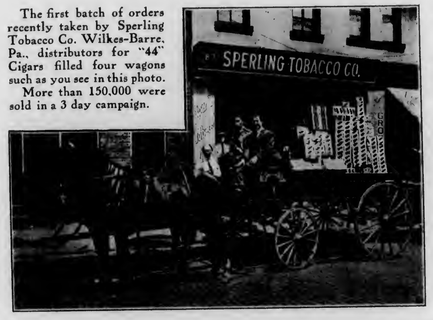
The J. J. Sullivan Co., Watertown, N. Y., has had a crew of salesmen out during the past month pushing "44" cigars. W. B. LeCouver, "44" missionary man, has been on the job lending a helping hand.

For reasons unknown to members of his family, William Schultz, 52 years old, who conducted a cigar store at the southeast corner of Twelfth Street and Indiana Avenue, Philadelphia, committed suicide by inhaling gas.

Dows as Treasurer of B.-A. Stores

Joseph H. Dows has been elected treasurer of the British-American Cigar Stores Co., succeeding Charles F. Murphy, Jr., who becomes vice-president. Mr. Dows is experienced in financial affairs, and his accession to the office of treasurer will greatly strengthen the organization.

A Wagon Load of "44" Cigars



The first batch of orders recently taken by Sperling Tobacco Co. Wilkes-Barre, Pa., distributors for "44" Cigars filled four wagons such as you see in this photo. More than 150,000 were sold in a 3 day campaign.

How to Choose a Perfect Briar Pipe

DIFFERENT pipe smokers have their special preferences as to pipes," says a pipe expert, "but I believe that if a census were taken, the briar would be found most in favor, for it will stand any amount of rough usage and hard wear, and is not too conspicuous or too expensive. A mistake, however, that many pipe smokers make is to buy a pipe simply because it is cheap. Briars of a sort can be bought as cheaply as 25 cents, but they are full of varnish, smoke hot, and make the mouth and the tongue sore. Besides, they last no time, and are therefore dear in the long run. A really good pipe should be in commission for at least two or three years.

"As the price of the pipe increases so the quality improves to a surprising degree. The good pipe gets seasoned much more quickly, and in a short time becomes as sweet as a nut.

"Many a beginner has been put off pipe smoking altogether simply because his first pipe—which, by the way, is reasonably sure to have been a cheap one—was a failure. If he had started with a good quality briar he would have become a confirmed pipe smoker.

"A reasonably good price paid for a pipe is money well invested, as the smoker obtains an old, well-seasoned, close-grained bit of briar, and not a piece that has had the crevices filled with some compound that tastes abominably and takes weeks to remove. The old wood is already in condition, and after about the second pipeful it is difficult to tell the difference between the new pipe and the old seasoned friend.

"It may happen sometimes, however, that a cheap pipe is the only one available. A good plan then to make the pipe quickly smokable is to stop up the end of the mouthpiece with a wooden plug, fill the bowl with whiskey, and let it remain in the pipe for a few hours. At the end of that time the whiskey should be drawn off and the pipe aired thoroughly before smoking, and it will be found that the first smoke is not quite so rank as it would otherwise prove.

"If you are not a good judge of a pipe, go to a first-class dealer and rely on his judgment, or get some friend to select one for you. One last word of advice—above all, don't be afraid of the price; buy the best, and then you can look upon your pipe as a friend."

(To the dealer: Cut this out and put it in your window the next time you have a pipe display.)

Norbitt Popper, who will be remembered as having held for many years the position of vice-president with the Dusel-Goodloe Co., and who recently resigned from that firm, will in the future act as the Philadelphia representative for the Metropolitan Tobacco Co., of New York.

H. J. Susskind Co. Take Over Kern Business

OWING to the withdrawal some time since of A. Kern, who headed the cigar corporation of that name at 109 West 42d Street, Harry J. Susskind, who has been the president and treasurer of the company, has decided to change the name of the firm to the H. J. Susskind Co., Inc., and in future business will be transacted under this style. Mr. Susskind remains as the president and treasurer of the new corporation; L. B. Freeman is secretary, who, together with J. A. Susskind, Frank Greenberg, form a Board of Directors. As stated in our last issue, Mr. Susskind has the cigar privileges at the Grand Union Hotel in Saratoga, and in one or two other choice spots, and he is known as a very energetic, capable man, with ample capital to successfully conduct its affairs.

Eugene Vallens' Big Purchase

IN addition to his recognized ability as a cigar manufacturer, Eugene Vallens, head of the Gene-Val Cigar Co., has turned some mighty clever real estate deals in Manhattan. Only a few days ago, Mr. Vallens bought the four-story dwelling at 54 West 92d Street, and this purchase gives him ownership of five properties, 46-54, with a frontage of 90 feet on 92d Street and 100 feet in depth. Mr. Vallens started to accumulate this property away back in 1907, and he now has a splendid site, and it is understood that he will shortly sell it to a builder to construct a big nine-story apartment house thereon.

"King's Club" on Hudson Boats

E. P. Oakes, general distributing agent for Pedro Castro & Co.'s "King's Club" cigar, closed a neat deal a few days since with the Hudson Navigation Co., whereby his goods are to be featured on the People's and Citizen's Line fleets, including the superb new vessel, "Berkshire," which runs between New York and Albany.

Mr. Oakes has fully recovered from his recent illness, and is busy putting their special brands into new cases. He says that their "King's Club Coronas" have found special favor in the eyes of the trade, and are handled in the most select places in New York.

"King's Club" cigars were the favored brand at the recent Master Car Builders' Convention at the Hotel Shelburne, Atlantic City, and new accounts have also been lately opened with the Brighton Beach Hotel, and Shelburne, Brighton Beach, and the swagger Milford Inn at Milford, Del.

The Riker-Hegeman Co. and Schulte stores are also large handlers of these goods.

Louis G. Smith & Co., 52 Beaver Street, New York, are the accredited metropolitan distributors for these goods.

E. H. Gato, accompanied by his son, Thomas Gato, arrived in New York a few days ago, for his regular summer visit to the Manhattan headquarters. Mr. Gato will stay in the city for about a month, and then make a visit to the mountains before returning to Cuba.

New York Notes

E. J. Stachelberg, vice-president of Sanchez & Haya, reached New York about ten days ago for a two-days' stay. Mr. Stachelberg has just returned to Tampa from an extensive trip, and says that the trade generally are showing more interest than ever in the product of old "Number Ones" of Tampa. He says that the waiters in all leading restaurants in New York immediately produce a box of Sanchez & Haya's perfectos if any customer dares to call for a "Hoyo." "It's merely a matter of pronunciation," adds the genial little cigar veteran.

A call at the factory of D. Theocaridis, the Egyptian cigarette manufacturer, at 108th Street, just off Broadway, discloses the fact that the firm are making fine headway with their high-class goods, not only in New York, but in Philadelphia, Chicago and other leading centres. The house were much pleased at the big window display of their goods on Broadway by Caswell, Massey & Co., last week, and they advise us that they have just appointed E. T. Tonissen to look after their trade in Ohio, Indiana and Michigan, with headquarters at Columbus.

Carlos Fernandez & Co., formerly on East 23d Street, have just occupied a splendid loft at 121-23 East 24th Street, where they are in better shape than ever to handle their growing Manila business in which they specialize. A splendid big humidor has been installed in the new quarters, and the firm carry probably the most complete assortment of Manila goods in this country.

J. R. Burns, of the F. Lozano staff, has been in New York the past week, and left a day or two since for a quick trip as far as Louisville. Mr. Burns will return in about ten days, and later on will take his annual summer trip to the Adirondacks looking for trout.

Fernando Rodriguez, home from a ten-days' trip out as far as St. Louis, reports that if the sales of "Charles the Great" are any criterion, merchants are doing much more business than talk would lead us to believe.

Robert Appleton, of the Cado Company, Inc., was in Philadelphia last week, where he and Mr. Laidlaw are introducing the new "56" brand of high-grade Turkish cigarettes. Both of these were formerly with the "Dabs" company, and Mr. Appleton is remembered especially for his splendid work with "Rameses" in the New York field.

Dave Echemendia, of the Castaneda factory, reports some recent good orders for his goods from the Hathawan Inn at Deal Beach, Terra Marine Inn on Staten Island, and the Lorraine Hotel at Edgemere, L. I. He states that despite the expected July dullness their business has kept up most encouragingly.

Purely Personal

President Percival S. Hill, of the American Tobacco Co., sailed for Europe for a brief vacation last week.

Felix Eckerson, well known Philadelphia leaf dealer, accompanied by his wife, sailed on the "Imperator" last week for an extended trip to Europe.

Edward M. Davis, the New England representative for Roig & Langsdorf, has been elected to the membership of the executive committee of the New England Grand Council of the United Commercial Travelers' Association.

The many friends of Max Lipschutz, son of B. Lipschutz, founder of the "44" Cigar Company, are congratulating him on the arrival of his first-born—a 7½-pound boy, who arrived at his home, 4617 Chestnut Street, Philadelphia, on June 11.

H. J. Susskind, president of A. Kern & Co., opened a cigar stand at the Grand Union Hotel, Saratoga, N. Y., June 28. Mr. Susskind has obtained the concession at this popular hostelry and intends to feature the "Bernadotte" cigars at this stand.

Following a two weeks' courtship, Jacob Bels, 241 East Eighteenth Street, Flatbush, New York, a cigar importer, married Mrs. Minnie Brouthers, of East 161st Street, the Bronx, he having been introduced to the bride by the lawyer who secured him the divorce from the first Mrs. Bels.

John W. Merriam arrived home a few days ago from a short trip out through Ohio and Pennsylvania. He reported excellent business, especially in the smaller cities. Mr. Merriam was one of the prominent guests at the opening of the fine Hotel Lawrence at Erie, Pa., where Joseph T. Snyder has a fine cigar stand.

Fernando Rodriguez, who has charge of the New York sales end of the "Charles the Great" factory, has made a brief trip out to St. Louis and other distributing points of this fine old Tampa brand during the past ten days and is now back at his desk. Salvador Rodriguez, founder of the "Charles the Great" factory, and known as the Grand Old Man of Tampa, will arrive in New York in a few days for his regular summer visit.

Nicolas de Cardenas, of Cardenas & Co., Havana, makers of "Castaneda" cigars, has been in New York for some time, quartered at the Hotel Seville. Mr. Cardenas has not been in good health, and has placed himself under the care of Dr. Einhorn, of the Rockefeller Institute, one of New York's best specialists, and is progressing slowly but favorably, according to last reports, to a restoration of his health. Mrs. Cardenas is with him in New York.

Edward Wodiska, of Corral & Wodiska, Tampa, left New York on the 22d ult., headed for Memphis. Mr. Wodiska was a guest at the Hotel Rector during his stay in Manhattan, located in the heart of the theatrical district. He still has a fondness for the stage, having at one time been a leading member of Miss Julia Marlowe's company, after which lady his firm's well known brand of cigars is named. "The stage lost a good actor and the country gained one of the best cigar salesmen in the business when Ed. Wodiska doffed the grease paint," was the way one of his friends sized the matter up.

Cigar Base Ball Contest Barred from Mails

Heineman Bros., of Baltimore, Lose Suit to Restrain New York Postmaster from Putting Ban on Premium Idea

(*By Special Dispatch.*)

NEW YORK CITY, June 24.

JUDGE LACOMBE handed down in the Federal District Court yesterday a decision refusing the application of Heineman Bros., cigar manufacturers of Baltimore, for an injunction to restrain Postmaster Edward M. Morgan from interfering with a baseball competition which they desired to carry on. The scheme was intended to advertise a brand of popular-priced cigars and no fee was charged to those who entered the contest. The prize for the most successful guesser was to be a ticket for every game of the World's Series of the present season, railroad fares to and from the games, and $7 a day expenses.

The authorities at Washington took exception to this competition on the ground that it was gambling, and in accordance with instructions from the Post Office Department, Postmaster Morgan refused to permit the use of the mails for the contest. Heineman Bros., in asking for an injunction against this prohibition, maintained that there were no legal or reasonable grounds for refusing the regular use of the mails.

Judge Lacombe took the ground that according to the precedents he had no authority to require Postmaster Morgan to receive the literature of the complainants. He considered that it was a debatable question whether the project amounted to a lottery, and he admitted that he was himself not inclined to hold that it was one, but the Postmaster General, he pointed out, had reached a different conclusion, and had the authority to decide the matter.

Sues City for Night-Rider Damages

HOPKINSVILLE, KY., June 20.—The $10,000 damage suit of W. T. Tandy against the city of Hopkinsville for its alleged failure to provide proper protection to property during the night rider troubles was begun in the Circuit Court to-day, and a jury is being impaneled. Mr. Tandy, who is president of the City Bank & Trust Co., owned a tobacco warehouse which the night riders burned during the raid of December 7, 1907. A similar suit with W. T. Cooper as plaintiff will be tried when the Tandy case is concluded.

F. B. Elliott Joins "Cado" Forces

THE Cado Co., Inc., who are making splendid progress with their new brands of high-grade cigarettes, "Fifty-Six," have just engaged F. B. Elliott to act as their general New York State representative, with headquarters at 14 East Eagle Street, Buffalo, N. Y. Mr. Elliott is rated as one of the top-notch cigarette men in the Empire State, and was for 11 years connected with the Surbrug forces. In addition to his ability as a salesman, he is a clever advertiser, and two years ago won a silver medal offered by "The Tobacco Leaf" in their window dressing contest.

He will look after all of New York State and part of Northeastern Pennsylvania, and will be assisted by D. A. Bellinger, who will make his headquarters at Syracuse.

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FIFTY SIX
The New Brand of Cigarettes Now Being Made by The Cado & Co., Inc., New York

The Cuban Market

From our Exclusive Havana Bureau, Neptuno 24, Altos, Havana, Cuba.

HAVANA, June 23, 1913.

AS far as activity in our local market is concerned there has been even less doing than during the previous fortnight. The number of buyers that have come here was also limited, and their purchases only consisted of little lots to cover their immediate needs. The rumor mongers are at work to paint the future even worse than the actual conditions warrant, although it cannot be denied perhaps that the outlook is not of a rosy nature. The unfortunate delay in the passing of the tariff is certainly to blame for the retrenchment policy in nearly all kinds of business in the United States, and this is naturally reflected here, where, for instance, the millions of capital locked up in the sugar crop are sorely needed to move our tobacco crop at the present time. Our banks and bankers are for this reason handicapped, as they can neither get any money from the United States, where bankers likewise are by no means eager in extending any aid, as they have to prepare for the moving of their own crops this summer and fall, and Europe is also not in a shape to lend money, but on the contrary is looking for sources that might supply her with gold. So it seems there is a scarcity of money all around in the world, and as a natural consequence, this will result in a curtailment of business, with lower prices for most commodities, in the near future, until the equilibrium shall have been re-established. For the layman who is not initiated in the mysteries of finance, it is hard to understand why there should be a need for more money, when undoubtedly the yearly production of gold and silver all over the world ought to result in an increase of funds, as surely the arts do not consume all of the production of the precious metals. Under these circumstances the only plausible explanation could be, that the money is locked up somewhere, either artificially by speculators that wish to depress the stock markets, or by people that have lost faith in the banks, preferring to handle their own cash.

During war times a great deal of money may be hidden in the earth, and if the party that did so should die, without being able to tell where he hid the money, this amount would undoubtedly be lost, unless as has happened, later on by accident it should be discovered. It would be an interesting problem to ascertain what amount of gold could in reality disappear from the circulation in a century.

Leaf Selectors Back at Work.

Since our last the strike of the leaf selectors in San Antonio de los Banos has been finally settled by the giving in to the demands of the strikers. The escogidas in the country are now all over in full blast, and the receipts are growing larger from week to week.

Buying has been going on lively in the Vuelta Abajo, Semi Vuelta and Partidos, while in the Santa Clara province, trade is still handicapped by the high figures of the vegueros, who are asking the same high prices for inferior styles as for the better vegas. However, there are so many rumors afloat that not half of them can be believed. Still that very high prices were paid by some packers at the beginning is undoubtedly a fact, which cannot be denied. It remains to be seen how the yield may turn out later on. That this year's crop, all over the island, for the fine part of the growth will be fully as high as last year, if not higher even, is also undoubtedly true. What the buyers may have to say when they come into the market is naturally another matter, and one which we cannot predicate. The law of supply and demand is, however, in the end which will settle this question.

Generally speaking, this year's crop is good and will please the manufacturers, which of course does not exclude that there will be some poorer tobacco likewise.

Sales in Havana.

Sales in Havana during the last two weeks totalled 2,914 bales, or divided represented: 1,789 Vuelta Abajo, 474 Partido and 651 bales of Remedios.

Buyers were: Americans, 796; exporters to Europe, 204; shippers to South America, 358, and our local manufacturers of cigars and cigarettes, 1,556 bales.

Receipts of Tobacco from the Country Were:

	For three weeks ending June 20, 1913.		Since January 1, 1913.	
Vuelta Abajo	20,262	bales	47,651	bales
Semi Vuelta	2,989	"	6,489	"
Partido	1,119	"	2,682	"
Remedios	1,726	"	4,433	"
Oriente	141	"	1,017	"
Total	26,237	"	Total 62,272	"

Exports of leaf tobacco from the port of Havana during the two weeks ending June 14 were: To all ports of the United States, 3,231; to Bremen and Hamburg, 196; to the Canary Islands, 8; to South America, 438 bales, thus making a total of 3,873 bales.

Leaf Buyers That Come and Go.

Arrivals—From New York: Sidney Goldberg, president of the S. Batt & Co.; Lewis Cantor, of Lewis Cantor; Manuel Pendas, of Y. Pendas y Alvarez.

From Tampa: Benigno Balbin, of Balbin Brothers; Celestino Vega, of Celestino Vega & Co.; Francisco R. Diaz, of V. Guerra, Diaz & Co; Francisco Gonzalez Longo, of Garcia & Vega.

From Key West: Frank H. Gato and E. H. Gato, of the E. H. Gato Cigar Co.

From Savannah: Percy Myers, of the Cortez Cigar Co.

Returned—From New York: Teodoro Garbade, of H. Upmann & Co.; René Berndes, of J. F. Berndes & Co.; Oscar Böning, of Seeler, Pi & Co., and Manuel Fernandez Quinto, of Walter Sutter & Co; the latter arrived here from Tampa.

Departures—To New York: Sidney Goldberg, Lewis Cantor, Dionosio Hevia and Theodore Smith.

To Tampa: L. B. Gunst, Benigno Balbin, Celestino Vega, Francisco Gonzalez Longo and Angel L. Cuesta.

To Boston: Albert W. Kaffenburgh.

To Key West: Jaime Pendas.

To Europe, via New York: Charles Berndes and Mrs. Berndes.

Cigars.

As we are still in the dull season, business naturally has been very quiet in most of our factories, and only the very largest ones state that they are working as well as ever Our Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba named a committee to wait upon our different Secretaries of State, the Treasury and of Commerce, to try and urge them to make a commencement with the several reciprocities planned, by bringing the so-called Modus Vivendi with Spain to a successful close. This latter treaty had been held up by the former Secretary of State for some unknown reason, although Spain had been ready to meet us in our demands, and all the different economic societies in this island had reported favorably upon this treaty, with only a few trifling additions, to the Spanish text. As there was nothing in this treaty that would prejudice the reciprocity with the United States, surely the latter country could not have raised any objection to the making of same. The different secretaries have promised to study this question seriously, and to lend their aid in making the Modus Vivendi a ruling fact before long. Our manufacturers need this treaty in order to have a larger output for their dark colored cigars.

Don Teodoro Garbade has been lately in the Vuelta Abajo for a couple of weeks, which stay has resulted in the buying of about 5,000 bales from the choicest lowland sections of San Juan y Martinez, Rio Hondo and Ovas. These places usually produce the cream of the Vuelta Abajo crop. Among the vegas from San Juan y Martinez were the following renowned ones, viz.: Manuel Valle, Mene, Perico Rodriguez, and La Luisa, the last one, however, from Rio Seco. Don Teodoro states that the 1913 crop of the Vuelta is light in quality, but of more life than in 1912, and of a higher aroma. We congratulate Messrs. H. N. Upmann & Co upon their splendid acquisition, as it will make their famous H. Upmann cigars even better than last year.

We have heard that nearly all the factories have already some orders pending for Germany, as soon as the new cigars could be made from the present crop.

Besides H. Upmann there are Romeo y Julieta, Partagas; Henry Clay and Block & Co., Ltd, Castañeda, Sol and Elite, which are working well at present.

Buying, Selling and Other Notes of Interest.

Solaun Hermanos sold 500 bales of the new Vuelta Abajo during the last two weeks to their various customers.

Cifuentes, Fernandez & Co were buyers of 400 bales of leaf for their Partagas cigarette factory. They also had bought largely in the Vuelta Abajo direct from the farmers a number of select vegas for their Partagas cigar factory.

Fernando Fernandez y Hermano disposed of 284 bales of Vuelta Abajo from last year's growth to their customers.

H. Upmann & Co. also bought in our local market 283 bales of various kinds of leaf for export.

Ernest Ellinger & Co. were sellers of 130 bales of leaf to local buyers.

Romeo y Julieta were buyers, besides their many purchases of choice vegas in the Vuelta Abajo, of a very excellent vega of 200 bales of Vuelta Abajo from a local leaf dealer.

Sobrinos de A. Gonzalez sold 105 bales of leaf to their customers during the last two weeks. They have secured a number of prime vegas in all tobacco-growing districts.

Sidney Goldberg bought only 147 bales of leaf for S. Batt & Co., but promised to be here again before long.

José C. Puente & Co. turned over 105 bales of new leaf from their holdings.

Leslie Pantin purchased for account of his customers 138 bales upon orders by cable.

José Menendez closed some small transactions amounting to 83 bales of leaf.

The principal shippers for Germany during the last two weeks were: Gutierrez & Diehl, 65; Adolfo Moeller, 52, and J. F. Berndes & Co., 21 bales of leaf.

I. Kaffenburgh & Sons sold 40, and Herrera, Calmet & Co. 38 bales of new Remedios during the past fortnight.

Don Pepin Rodriguez had a rousing send off when he left here on the 8th inst., per SS. Saratoga, via New York, for Europe.

Muñiz Hermanos have received already 300 bales from their famous Montezuelo packing, which they are making every year, and which is particularly choice this time.

Lewis Cantor came here principally to inspect the escogidas he is making here, but a day before he left he went to buy some cigars from the Belinda factory, and when there he saw a new vega from the Vuelta Abajo, part of which had just come in from the country. Out of curiosity he made a cigar from it, and he declared that he had never smoked a cigar of such an exquisite aroma, and so early in the month of June.

H. H. Strater, besides his legitimate Manicaragua escogida in La Moza, has also opened a packing at San Antonio de las Vueltas, in the Santa Clara province. He has only secured the choicest vegas in this neighborhood.

Nuñez & Co. have bought the building 81 Reina Street.

There were only five shippers over 200 bales of leaf during the past fortnight, viz.: Maximilian Stern, 672; Monroe Commercial Co., 383; Virgilio Suarez, 304; Diego Montero, 303, and I. Bernheim & Son, 247 bales.

ORETANIV.

Los Angeles

J. J. Gans Bros. Take Over the "Mark Hopkins" Cigar—Beck & Co. Pushing "La Mazella"—Business Conditions Progress Nicely

LOS ANGELES, June 22.

BUSINESS in Los Angeles is keeping up to the mark. Very few complaints are heard from the retailer, and jobbers, without exceptions, are working their shipping departments overtime to fill orders promptly.

J. J. Gans Bros. have just made arrangements to handle the "Mark Hopkins" cigars, manufactured by Wm. Tegge, Detroit, Mich. This braud is very popular in this territory, and it is predicted that Gans Brothers, with their organized force of salesmen, sales will fall very little below the five million mark the first year on this cigar. Robert Gans is in the San Joaquin Valley territory, and is at present sending "Mark Hopkins" orders. This firm has also arranged to handle the "Naida" cigarettes, manufactured by H. Bohls, of San Francisco, Cal. This cigarette is union made and will go to the trade at $9.25 per thousand, less three per cent. The factory is making one of the strongest campaigns on this cigarette ever attempted in this market. The campaign will cover a period of twelve months.

L. Weel, Jr., representing the Geo. W. Walker Cigar Co., has just arrived from his Arizona trip. He found business conditions very satisfactory in his territory.

Anthony Schwamm, one of the most popular cigar men in California, just returned from Bakersfield, including the oil-field district, and, through his energies he has succeeded in placing the "Rose de Valle" cigar in practically every cigar store which he called on during his eight-day stay there. This brand is handled by the Beck Cigar Co., successors to the Geo. Walker Cigar Co., of Los Angeles.

Ed Marshall is doing some wonderful work on the "La Mazzella" cigar, manufactured by Sig. C. Mayer & Co., of Philadelphia, Pa. This new cigar has been in this market for but a short while, but due to the support given it by Marshall and the sales force of Beck & Co., it is destined to become a five-cent leader in a short time.

The "Luxelo" cigar is having a splendid run at Samuels Brothers' store at 221 West Fourth Street. Mr. Samuels says he considers this cigar to be one of the best five-cent sellers he has in stock. He says further, he has numerous customers who buy this cigar by the box, and will not have any other cigar.

The "Picadura Import" cigar, manufactured by L. Newburger & Bro., of Cincinnati, O., has taken a strong hold in the Southern California territory. The cigar is being very well placed due to the energies of Morris Burke, representative of L. Newburger & Bro. for this territory. The Klauber-Wangenheim Co. handles this cigar here.

Morris Burke is doing some remarkable work with the assistance of the Klauber-Wangenheim Company's salesmen, on two of the most popular five-cent cigars ever placed on the market, the "Luxello" cigar, made by Luckett, Luchs & Lipscomb, of Philadelphia, and the "Picadura Import," made by L. Newburger & Bro., of Cincinnati, O. The above-named cigars are thoroughly distributed about Southern California, there being hardly a drug store, cigar store or general merchandise store not having some of these cigars on hand all the time, the demand being very heavy and constant.

"Post Dispatch" cigars have been holding their own. The Klauber-Wangenheim Co. reports a shortage in the above-named brand. They are constantly awaiting shipments to fill back orders at once.

J. F. Bonhaus, of Southern California, representative of the Klauber-Wangenheim Co., has just returned from Santa Barbara.

Marc A. Brunner, representative of E. Regensburg & Sons, has been calling on the Klingenstein Co. and is well pleased the way the "Americas" and "Admiration" cigars are selling.

Milo Adams, of the Surbrug Co., is calling on the Klingenstein Co., distributors of "Milo," "Arabs" and several others of Mr. Adams' line.

The Klingenstein Co. is reporting an enormous increase on Eisenlohr's "Cinco" cigar, which brand has always been a strong favorite here.

Geo. J. Yocum left a few days ago for Chico, Cal. Reports from that place state that "Y-B" and "Spana-Cuba" cigars are big sellers there.

The Klingenstein Co. is placing a new brand, called "Trade-Mark," having the Klingenstein Co.'s trade-mark on the box. The cigar is made by S. Fernandez & Co., Tampa, Fla. The Klingenstein Co. has put up some elegant enamel signs in front of their store, advertising "Cinco," "Spana-Cuba" and "Y-B" cigars. Also a very attractive awning has been placed here, denoting and calling attention to headquarters for the above-named cigars. They are placing an attractive "La Preferencia" glass sign at their place of busines.

The Klauber-Wangenheim Co. has been kept very busy on all their leading lines and their shipping department has been kept on the jump in order to get shipments off promptly.

C. E. Means, who represents the Melachrino Co. in this territory, is about again after a siege of several weeks with the mumps. He reports his lines are moving rapidly everywhere. Dealers who thought they were "loading" on the recent deal, find their stocks are melting away before the deal is fairly off. The quality of "Melachrino" cigarettes is constantly making new friends as well as holding the old.

Harry Rinaldo has just recently completed a campaign on the "Mi-Rey" cigar. The smokers of Los Angeles are now appreciating the high quality of the "Mi-Rey" cigar, and sales are increasing in big leaps. This cigar is handled by the A. B. Greenwald Cigar Co., of Los Angeles, Cal.

Cameron C. Trau, manager of Haas-Baruch cigar department, informs me that the "San. Felice" cigar is holding its own with the rest of them. At the present time Haas-Baruch & Co. are putting on a campaign on "Charles Denby," their new 5-cent cigar. "Lovera," their clear Havana line, is wonderfully increasing daily, due to the efforts expended on the part of Ike Weintworth, representing the Jose Lovera Cigar Co. He is doing some fine work on the above-named cigar.

M. B.

Deaths in the Trade

John Middleton, well-known tobacco grower of Melrose, Hartford, Conn., died at his home in that place a short time ago. Mr. Middleton, who was 73 years of age, is survived by a widow, a son and a daughter.

Following an illness of several months, Philip Benz, well known in cigar manufacturing circles of New Brunswick, N. J., died at his home in that city about a fortnight ago. Mr. Benz leaves a widow and three children.

Waller Scot, head of the Byrd Street Tobacco Storage Warehouse, Richmond, Va., and prominent in business circles of this city, died suddenly recently, following a hemorrhage of the brain. A widow and four children, two of whom are grown, survive.

Edward Alschuler, a former cigar dealer of Ottawa, Ill., died in a hospital at Montclair, N. J. He was stricken with paralysis while visiting his daughter in Montclair. Mr. Alschuler was 60 years old, and had been in the retail cigar trade for more than a quarter century.

Getting Something for Nothing

WHEN a person gets something for nothing, said something usually contains a joke or has a string attached to it. For instance, a certain preacher received from a wholesale grocery house an offer to provide his church with song books free of any charge. It was explained that there would be a few ads in the front and back of the books, but that these ads would not be offensive to the members of the congregation, since the books were being secured for nothing. The preacher gave the order and the books arrived. He found the ads to be mildly worded and decided to use the books. He explained from the pulpit how the books had been secured, and announced that they would sing No. 174. Imagine the people's surprise, when on reaching the second verse, they found themselves singing, "Hark, the Heavenly angels sing, John's pills are just the thing; Angelic voice, meek and mild—two for men and one for child."—*Broken Bow Republican.*

JOBBERS & DISTRIBUTORS DEPARTMENT

Elgin Wholesaler Sells Out Tobacco Business

M. P. Hansen, wholesale cigar and tobacco dealer at Elgin, Ill., has disposed of his stock and business to Mr. Van Buren, of Chicago, who will take over the business shortly. The new owner has leased the store at 103 Grove Street, Elgin, and will move the business there. It is understood that Mr. Hansen will continue the cigar and candy end of his business, retiring only from the tobacco and cigarette end.

Buffalo Wholesalers Expand

To provide room for their rapidly growing business, Link & Co., wholesale tobacconists, have just moved into larger quarters in the building at 182-84 Ellicott Street, Buffalo, N. Y., which is located directly across the way from their former quarters and provides four times the amount of floor space. A new salesman has also been added to their force—John C. Collins, formerly with the American Tobacco Co.

Ruy Lopez Gains in Denver

At Denver, Col., the Winter Cigar Co. is meeting with much success in introducing the "Ruy Lopez" cigars, made by the Ruy Lopez factory at Key West. This clear Havana brand seems to have struck the fancy of the best smokers in Denver, and the box trade is growing tremendously.

"44" Sales Manager in Chicago

M. A. Funk, sales manager of the "44" Cigar Co., has just been in Chicago, directing the sales work on "44" and "Adlon" cigars which are distributed in that territory by the Henry Horner Co. Mr. Funk has been assisted in his work by a crew of 12 specialty salesmen who have shown very good results.

What the Distributors Are Doing

From Manager I. M. Cohen, of the National Grocery Co.'s cigar department, Seattle, Wash., it is learned that he is half a million cigars behind on his orders for "San Felice," which is made by the Deisel-Wemmer Co., Lima, O.

Sig. Sichel & Co., Portland, Ore., are hearing good reports from their salesmen on the "New Bachelor" cigar, T. J. Dunn & Co.; also on the "La Britano" cigars, S. R. Moss Cigar Co.

An aggressive and quite successful campaign is being conducted on behalf of the "El Wadora" and the "Rey Oma" (Sig. C. Mayer & Co., Philadelphia) by Franklin McVeagh & Co., wholesale grocers, Chicago.

Smith Bros. Co., New Orleans, distributors of "Havana Ribbon," Bayuk Bros., are much encouraged with the increase of business on this brand in this territory.

"Don Antonio" cigars, made by H. Anton Bock & Co., New York, have just been taken on by W. S. Conrad & Co., St. Paul, who will feature the finest sizes of this brand.

The Fisher Cigar Co., Minneapolis, has been featuring with much success the "Flor de Jeitles" (Jeitles & Blumenthal, Philadelphia).

Frank G. Stockdale, of Sandusky, O., has completed arrangements to engage in the wholesale cigar and tobacco trade in that city.

Charles N. Krohn & Co., Cincinnati, O., are now distributing the "Salome" cigar, made by Heinemann Bros., Baltimore.

Sternberg & Sons, Memphis, Tenn., jobbers, have recently taken on the "Optimo" (A. Santaella Y. Ca.), for the States of Arkansas, Mississippi, Louisiana, Tennessee, Alabama, Oklahoma and a section in Texas. R. F. Donovan has been doing missionary work on behalf of the new account.

F. D. Crawford, Ohio representative for the "44" Cigar Co., Philadelphia, has just spent a week with the Bender Woodward Co., Sandusky, O., distributors of this brand, assisting them in extending the sales of this brand in that territory.

C. J. Manning, the newly appointed agent for Krinsky cigarettes in Buffalo, N. Y., reports that the "Fifth Avenue" and "Egyptian" brands are selling fast in his territory.

Damage to the extent of several thousand dollars resulted from fire which a short time ago visited the second floor of the Tracy Bros.' cigar store, 1417 Douglas Street, Omaha, Neb., where their wholesale storeroom is located.

Alton Mercantile Co., of Enid, Okla., has been conducting a successful campaign on the "44" and "Adlon" cigars, made by the "44" Cigar Co., Philadelphia. M. Zander, factory representative, has been assisting in the work.

Zade Metzler, of Metzler Bros., Dallas, Tex., left New York on the 29th ult., after a ten-days' stay in the market. His firm are prominent distributors in their territory, and are exclusive handlers of John W. Merriam & Co.'s "Baron de Kalbs" and "De Luxe." They also specialize in Havana brands and high-class goods.

William Bercovich, who recently severed his connection with the Bercovich Company, Sacramento, Cal., has started in the jobbing business under the title of the Capitol Tobacco Co., being located 908 Sixth Street. A line of cigars, cigarettes and tobaccos in its entirety will be carried.

The cigar factory of H. M. Brown, located on the third floor of the Syndicate Block, Rockland, Me., has removed into the store in the A. K. Spear Block, next to the American Express Company's office, 297 Main Street, and has been fitted up in first-class shape.

Base Ball Team from Cuesta-Rey Cigar Factory, Tampa

They Can Play As Well As They Make Cigars—Which Is Going Some!

THEY are having hot times down in Tampa, those cigar maker baseball enthusiasts. A number of the leading cigar factories have organized teams to contest for the city championship, and at last reports the Cuesta-Rey boys, shown in the picture above, were in the lead. A. L. Cuesta, Jr., is the team manager and an enthusiastic rooter for his players, while Edgar J. Stachelberg is just as enthusiastic in rooting for the Sanchez Haya nine. Other factories represented in the Tampa Cigar League are the Tampa-Cuba, Phillies and others. The Cuesta-Rey team, shown in the accompanying illustration, comprises the following:

Back Row—Left to right: Rey, third base; Y. Medina, second base; F. Espinosa, first base; Sorondo, catcher; P. Corcho, fielder.

Front Row—Left to right: Diaz, outfielder; Cuesta, outfielder; Alvarez, catcher; Acosta, manager; Leon, shortstop; M. Medina, outfielder; A. Corcho, catcher.

Tampa

Factories Busy in Spite of the Expected Summer Lull—What the Leading Cigar Men Are Doing

TAMPA, June 26.

THE expected lull in business which should be on us in full force at this time seems a trifle delayed here, and the factories generally are busier today than for may Junes past. The shipments for the month will prove this beyond question.

Vice-President E. J. Stachelberg, of Sanchez & Haya factory, arrived home last week from an extended trip which ended with a few days' stay in New York. Mr. Stachelberg says that their business was never in healthier shape in its entire career.

J. Pendas, manager of Moreda y Ca. factory at Key West, was in Tampa last week in consultation with the owners of the business.

Edward Wodiska, of Corrall, Wodiska y Ca., has been in Memphis during the past few days, and is expected here shortly. Mr. Phillips, factory manager, states that 1913 will prove the banner year on "Julia Marlowe" sales.

Jerome Regensburg, of E. Regensburg & Sons, says that they have no complaints whatever on general business conditions. The firm are doing a tremendous business on the popular brands they make.

S. Fernandez & Co., who make the "Admiration" brand, are getting some very heavy orders from the Pacific Coast. In Los Angeles the Klingenstein Co., who distribute both the Regensburg "Americans" and Fernandez "Admirations" have sent through some very fine orders.

Much disappointment is expressed here over the failure at Washington to hold up the ruling which makes Jacksonville the central collecting point of the State, under a re-organization plan of the last administration. In considering the internal revenue gathered from our Tampa manufacturers as contrasted with the sum taken from Jacksonville, this seems a ridiculous proposition, but the Federal authorities now in power seem unable to change it, and the new regime is effective on July first.

Tampa still continues to be a favorite convention city, opening its gates to-day to the Florida Press Association, who remain here for three days. They will not want for smokes, as our manufacturers have donated several thousand of the best cigars made here.

A. L. Cuesta, Jr., son of the head of the Cuesta-Rey factory, has been widely congratulated on the fine baseball team he has put together to represent their factory. Mr. A. L. Cuesta, Sr., returned a few days ago from Havana.

Eli Witt is off on a trip for both health and business. He will do some resting up in North Carolina and fishing as well.

Jorge Leon, head of San Martin, Leon & Co., is at present in Havana for a short stay. They are doing big on their "El Baiche" brand.

Frank R. Diaz, of V. Guerra, Diaz & Co., is back from his recent trip to Havana, where he secured some fine lots of tobacco, which will go into "La Megas." The quality and style of these goods have made them invincible with many of the best dealers in the country.

Salvador Rodriguez, of "Charles the Great," leaves in a few days for a visit to New York.

Keeping Out The Wind

Willie was a smart boy and ambitious. His job was a post in a local bank.

"Well, Willie," asked his uncle one day, "how are you getting on in business? I suppose you will soon be manager."

"Yes, uncle," Willie replied. "I'm already a draft clerk."

"A draft clerk! Good boy! And what are your duties?"

"I open and shut the windows accordin' to orders," said Willie, "and close the doors after people that leave 'em open."

Cleveland

Hot Weather Melts Ardor of Cleveland Window Trimmers—New "56" Cigarette Makes An Immediate Hit—New Store Opening

CLEVELAND, O., June 27.

THE summer trade is holding its own despite the unusually hot spell that has held forth for the past several weeks. The only complaint is among the boys who have to put in their time changing window displays, and they are complaining bitterly of the heat and the result is the extremely poor displays in the majority of the down town stores.

A new cigarette has sprung up over night and has won a high position among the cigarette smokers in this section. The dealers have never seen a cigarette take as quickly. It is called "56" and is made by Cado Company, Inc., New York. Willis Andruss is the salesman putting the work on in this section.

Oscar B. Fairbanks, one of the bachelors in the Joseph T. Snyder organization in Cleveland, is to leave that select circle the middle of next week. If Oscar is as good a manager of a home as he is of the East Fourth Street stand of Snyder's, he will be an ideal "hubby" and the new Mrs. Oscar B. should have no cause for complaint. The newly married couple will leave on their honeymoon and be gone until the middle of July.

Val. G. Keogh is expected in Cleveland in the next few weeks and will put in a campaign on the brands manufactured by the John W. Merriam Co.

Louis Klein, of the Louis Klein Cigar Co., reports business very good and all his stores are showing a nice increase over the same period last year.

George Bassett is bringing many new faces to his store by his novel way of advertising, and the result is that his business is running way ahead of his fondest expectations.

F. P. Shields returned from a trip through Pennsylvania and is very jubilant over the big increase in sales on "Saramitas."

J. C. Leverance, who is working the West, is showing the biggest business of his career on the "Saramita" brands.

Bert Smith, of the Shields-Wertheim Co., will spend the Fourth in Cleveland, after a six-months' campaign on the "Saramita" brands through the Northwest and Middle West.

Billy Blashke, one of Shields-Wertheim's city men, is sojourning up the lakes for a week or ten days.

L. B. Shields, the grand old man of the cigar game, does not seem to mind the heat. The only kick he has is that the factory don't fill his orders for "Saramitas" and "Saramita Fives" fast enough.

Robert C. Heaney, of the Joseph T. Snyder Cigar Co., reports the biggest Saturday this concern has enjoyed here since its opening, due to the fact that they gave a reproduction of the much talked of "September Morn" picture to each customer purchasing a box of cigars.

Mr. Sanborn, of the Pyle & Allen Co., reports business as being exceedingly good for this time of the year, both in their retail and wholesale business.

The many friends of Mr. Adolph Haas, manager of Pyle & Allen's Hippodrome stand, regret to hear of his recent operation and all wish him a speedy recovery.

Pyle & Allen have taken on a new 6-cent cigar called "Eli Yale," named after the founder of Yale College. This brand is taking ahold nicely and is winning many steady customers.

Dave Blum, whose store is located at 823 Euclid Avenue, has just opened store No. 2 in the Moreland Hotel. This stand should be a winner, as it is in the heart of the new retail district just east of East Ninth Street.

JERRY.

The cigar factory of Joseph Rothman, Sherman Street, Pittsburgh, Pa., was recently completely destroyed by fire, the loss entailed being reported as about $1500.

The Swisher Cigar Factory, Bethesda, O., are much encouraged over the way business is going on. Mr. Orrison, formerly manager of the Bethesda Cigar Co.'s plant, is head of the new company, and will act as manager at least for one year.

Cigar pouches and retainers of every description made from paper, are a specialty with the Dittgen Company, of Cincinnati, which for many years has been a favored source of supply for some of the leading cigar manufacturers and wholesalers using these useful novelties to advertise their brands.

Brooklyn Retailers Hold Enthusiastic Meeting

ONE of the largest attended and most interesting meetings ever held by the Brooklyn branch of the Independent Retail Tobacconists' Association of America, was held Tuesday evening, June 24, in that city. President Nicholas Ehrlich read a spicy communication from the secretary of the Committee on Industrial Advancement of the Brooklyn League, which was formed to boom Brooklyn trade, both in manufacturing and retailing. Mr. Ehrlich also read a letter of endorsement from Mitchell May, Secretary of State of New York.

Other speakers were Robert E. Lane, United States representative for the Partagas factory; Judge Jacob Stahl and Attorney Henry H. Hunter, counsel for the Association. Oscar S. Veit, on behalf of the Salesmen's Association, delivered an interesting address pledging the salesmen's support to the Association in its fight against monopolies.

The keynote of the evening was struck by President Ehrlich in his address on present conditions in the tobacco trade, who contended that the dissolution of the American Tobacco Co. was farcical and resulted in conditions worse than ever. He presented a number of interesting statistics showing that since the dissolution wholesale prices had gone down, thereby since the dissolution wholesale prices on cigarettes had increased and retail prices had gone down, thereby inflicting heavy losses upon dealers who handle this class of product.

Cost of Frenchman's Smoke

THE figures of the revenue derived by the state from the sale of tobacco in France for the year 1912 have just been published, and are interesting as showing the remarkable increase in consumption and revenue over those of 1911.

In the form of pipe tobacco, cigarettes and cigars, 86,200,000 pounds of tobacco were consumed last year, which has supplemented the funds of the treasury by $107,500,000.

As compared with the figures for 1911, this represents an increase of 2,800,000 pounds of tobacco in the three forms mentioned, while the revenue has been augmented by $5,000,000. There seems every indication that the figures for the present year will again show an enormous increase.

First Prosecution Under Pa. Cigarette Law

(Continued from page 13)

police officer in the state of North Carolina upon knowledge or information that any minor under the age of seventeen years is or has been smoking any cigarettes, to inquire of any such minor the names of the person or persons who sold or gave such cigarette or aided and abetted any person or persons in giving or selling any cigarettes or the substance from which such cigarettes were made; and upon receiving such information the officers shall have a warrant issued.

Jersey Health Board to Prosecute

BURLINGTON, N. J., June 30.

Wholesale and retail cigar dealers of New Jersey have received notice from the State Board of Health that the anti-cigarette law, which for many years has been a dead letter, is to be rigidly enforced, and that heavy penalties will be imposed upon violators. The Board of Health has also issued an important ruling which will make it unnecessary for the W. C. T. U. and other organizations fighting the use of cigarettes by minors, that it will be unnecessary for them to get evidence to start prosecution of delinquent cigarette dealers. The State Board of Health will put out detectives to gather evidence and prosecute the suits.

Detroit

United Cigar Manufacturers Lease Building To Be Used By Best & Russell Co., Their Distributors—Other Trade News of General Interest

DETROIT, MICH., June 24, 1913.

ANNOUNCEMENT is just made by Fred Postal, proprietor of the Griswold Hotel, that he will erect a 16-story hotel, corner of Wayne and Lafayette Avenues, work to start in the fall. This is, indeed, good news. With the new Statler Hotel, Detroit will then be amply provided to accommodate the increasing visitors and tourists to this city.

A thirty-year lease has been taken on the building at the corner of Lafayette and Michigan Avenues by the United Cigar Manufacturers' Company of New York, and when the present leases expire, which will not be for three years yet, the place will be altered, and Best & Russell Co., of Chicago, distributors of the leading brands made by this factory, will occupy the main floor with a cigar store, the upper floors being rented for other purposes. Best & Russell have one stand here already in operation. The lease started June 1st with a yearly rental of about $16,000, increasing after a certain number of years. If suitable terms can be arranged with the present tenant of the ground floor, the United will not wait until the lease runs out, but will commence remodelling at once. The building is triangular in shape and faces three streets, Michigan, Lafayette and Griswold, and is one of the leading street car centers in the city.

A new cigar stand has been opened at 228 Randolph Street by Rube Walters, who for a great many years managed the cigar department at the Wayne Hotel. Everything about the place is snappy and modern in every respect, and it looks as if Mr. Walters picked a good spot. In the better grade of cigars, Mr. Walters is handling "Romeo and Juliet," "Partagas," "Don Antonio," "El Sidelo," "Webster," "Henry the Fourth," "Bull Dog," "Baron de Kalb," "Cortez," "Mi Rey," "Cuesta-Rey," "Charles the Eighth," "Solace," "La Integridad" and "Corina." In the 5-cent grades, "Cinco," "San Felice" and "John Ruskin." The opening took place June 16th.

Mr. Walters' place at the Wayne has been filled by Mr. Louis Lipman, who assisted him for many years.

Many prominent men in the tobacco industry were visitors in Detroit during June; L. B. McKittrick, vice-president of the Melachrino cigarette company; Robert E. Lane, representative in the United States for the "Partagas" cigar, who says the year 1913 will show a phenomenal increase on this brand; A. N. Ackerman, of Pendas y Alvarez, who is more than pleased with the splendid representation which the "Webster" cigar has in Detroit; George Meggs, of Sanchez y Haya; Sam Ganz, president of Rothenberg & Schloss, of Kansas City; Charles Cameron, of the Waldorf-Astoria Segar Co., and Marcelina Perez, of the Marcelina Perez Co., makers of the "Tuval" cigar.

"La Mega" cigar is one of the leaders in Tampa-made cigars being featured by the M. A. LaFond Co. in all of its branches, and is becoming popular with the trade.

When Mr. Lane was here he received a large order from Lee & Cady on the "Partagas" cigar, who anticipate a bumper business on this brand for the coming holiday trade.

Commodore M. B. Mills, of the Banner Cigar Co., is on a short cruise with his yacht in Lake Huron and Lake St. Claire.

Harry Elsey, who runs the cigar stand at the Downey House in Lansing, was in Detroit a number of times during June. Mr. Elsey was formerly connected with the Hotel Ponchartrain cigar stand.

The following cigar men participated in the Board of Commerce lake trip which left Detroit on June 12th and returned the 16th: Burt Johnson, of the G. and R. McMillan Co.; A. C. Dietsche, Joe Muer, of the Swift Cigar Co., and Carl H. Garrison, of the Banner Cigar Co. Mr. Garrison was one of the leading lights on the trip, being on the Executive Committee and the Commissary Committee. Close to 500 of Detroit's most representative business men went along.

Battle Creek has been invaded with a cigar store on Jefferson Street by B. Cleenewerk & Son, who now operate four retail stores in Kalamazoo. The new store is absolutely "up to snuff" and is well located.

Albert Worch, of the Wayne Cigar Co., who returned a week ago from an extended trip to the Western part of the country, speaks encouragingly of conditions in the West, and believes the West will enjoy great prosperity the balance of the year owing to the big crop outlook. Regarding his own business, Mr. Worch states that his factory is so busy turning out Niles & Moser "Hand-Made," Pyle & Allen's "Trade-Mark" and their own brand, "S. and W.," that he is unable to take on any more accounts or open any new territory. Three hundred cigar makers were added during June, and more will be placed from week to week. Charles Spietz, of the company, leaves on a two-weeks' motor trip through the East on July 6th.

Jacob Mazer, of the Mazer Cigar Co., will return by the first of July from a ten-days' trip to Kansas City, St. Louis and other cities in the Middle West, where his firm has a number of very profitable accounts. D. I. Olive, Western representative of the Mazer Cigar Co., will accompany him.

The Central Cigar Co. is making a feature of the "Admiration" cigar manufactured by S. Fernandez & Co., Tampa, Fla.

Lee & Cady report that they simply cannot get enough "Cinco" and "San Felice" cigars. Both of these brands are very strong in every part of Michigan.

Gilbert Smith, of the Harry W. Watson Co., has succeeded in placing the "Tungsten" cigar in nearly all of the leading stores throughout the city, and the past week has seen a number of very attractive window displays on this brand. The Tungsten is made by Jeitles & Blumenthal, Ltd., Philadelphia, who also make the "Flor de Jeitles" cigar, featured so strongly by the E. M. Harris Co.

Grand Rapids will be a very busy place for the next few months, owing to the furniture exhibitions. The town is crowded and will be for many weeks to come with buyers from all over the world. The cigar stores anticipate a rushing business. The new Pantlind Hotel in course of construction will not be finished before 1915.

The "Stratford" cigar is becoming very much in favor at the Mel Soper cigar store. A peculiar incident about this cigar is that Mr. Soper was never solicited on putting in this brand, but selected it from an advertisement in THE TOBACCO WORLD, showing proof conclusive that trade journal advertising does pay directly and indirectly. As is well known, the El Draco Cigar Manufacturing Co., of Philadelphia, make the "Stratford."

Mrs. Isaac Goldberg, of Detroit, has returned from a visit to Kalamazoo, where she was the guest of her sister, Mrs. Lester Solomon.

Mr. and Mrs. John P. Lieberman, of Detroit, sailed for Europe, to be gone for several months. Mr. Lieberman is president of the John P. Lieberman Co., wholesale and retail tobacconists.

"Sandy" Stuart, of the Superior Cigar Co., is back from his Western trip.

Ben Block, of the Philip Morris Cigarette Co., is in town for a few days. Mr. Block says that this cigarette is doing wonderfully. Philip Morris cigarettes were used exclusively at the banquet of the Michigan Bankers' Association, given at the Michigan Agricultural College in Lansing in June.

E. F. Jackson, of the Jackson Cigar Co., has left for a three weeks' trip through the East in the interests of the "Bel-Mo" cigar.

L. C. Carney has opened a cigar store in Pentwater, Mich.

John Jasperre and Joseph Stegehuis are the owners of the Princess Juliana Cigar Co., of Grand Rapids, with quarters at 1623 Grandville Avenue, which recently filed papers with the county clerk.

The Baker Drug Co., of Battle Creek, recently installed new humidor show cases and wall cases for keeping cigars and tobacco in the proper condition. They have added very largely to the line, and now carry a very complete assortment of domestic and clear Havana cigars, tobacco, pipes and cigarettes. They make a specialty of offering special prices on Saturday and Monday of each week. "San Felice" sell for 7 for 25 cents, and 10-cent cigars go at 3 for 25 cents.

Oscar Rosenberger, of the San Telmo Cigar Manufacturing Co., has returned from a ten-days' business trip.

Payette & Walsh have started an extensive campaign on "Tom Keene" cigars.

Burns & Johnson, 20 Monroe Avenue, are enjoying a fine trade. Both boys are very popular and have a host of acquaintances here.

"Havana Ribbon" cigars (Bayuk Bros., Philadelphia) have been featured quite strongly of late by a number of the down-town dealers.

AL U. THORNBURG.

Cigar Lighters That *Really* Work

Pocket cigar lighters have become more than a fad—they are a necessity not only for the smoker, but for every retail cigar store that wishes to keep his stock up-to-date. There are two varieties of cigar lighters—the kind that work and the kind that work only once in a while. The "Paragon" lighters, made by the Art Metal Works, Newark, N. J., are the kind that not only light but light every time. They have no wheels, wicks, springs or intricate mechanism to become out of order, but strike like a match on the bottom of the box. Paragons are quick sellers and the only come-backs they bring are satisfied users demanding more. They are excellent little novelties for advertising purposes as well as big profit-makers in a retail store.

A report from an American consular officer in Canada states that tobacco is chiefly used in his district for chewing and pipe smoking, plugs being preferred for both purposes. A list of merchants to whom American tobacco manufacturers might profitably sell tobacco direct may be obtained from the Bureau of Foreign and Domestic Commerce.

The Metropolitan Tobacco Company, of New York City, has increased its capital from $1,000,000 to $3,000,000.

Schedules of Martin J. Condon, former president of the United States Snuff Co., and a director in the Carnegie Trust Co., New York, filed in the United States Circuit Court, showed liabilities of $8,975,123.99 and assets of $413,899 to meet unsecured claims. Andrew Carnegie has a claim of $2,100,000 as a secured creditor.

IRREGULAR PAGINATION

Cincinnati

Trade Fair Despite Local Labor Troubles—Cigar Manufacturers Busy—Wallace Fritz Married

CINCINNATI, O., June 25.

WITH 10,000 garment workers and several thousand ice-makers on strike, this has been an eventful week in Cincinnati labor circles. So far the strike has had little appreciable effect upon business in general, except to cause uneasiness among other manufacturers that the spirit of unrest may spread to their lines of industry, but this fear is not felt among cigar and tobacco makers, whose workers have been kept steadily employed and are making better wages than they have in many years. Nearly every cigar factory in the city is running at full capacity, and could use more hands if they could get them.

Among the wholesale and retail tobacco trade, business is reported fair, although it is feared that if the present strikes are long drawn out that business will show more than the usual summer dullness.

Manager Hirschberger, of L. Newburger & Bro., states that his factory is running at top-notch speed in an effort to keep up with orders on "Picadura Import," their great 5-cent leader. Their new 10-cent brand, "Premosa," is taking hold in a very encouraging fashion, and will shortly be pushed into new markets. Charles Hazen, of Binghamton, N. Y., eastern sales representative, was at the factory last week.

Wallace Fritz, of Fritz Bros., cigar manufacturers, was married on June 21st to Miss Laura Gilfus, the ceremony being performed at the bride's home by the Rev. Mr. Lee. Leonard Schreiber acted as groomsman and a sister of the bride attended her. Mr. and Mrs. Fritz are spending their honeymoon in Yellowstone Park, and will return to live in this city about September 1st.

Bejachis' stores are featuring several 10-cent brands of cigars made by the G. H. P. Cigar Co., Philadelphia.

Dan A. Wolf, distributor for the "Bold" cigars (Bobrow Bros., Philadelphia), states that they are taking hold in this market at a very lively rate.

The Krummel Tobacco Co., which is the latest addition to the ranks of Cincinnati's tobacco manufacturers, are building up an increasing demand for their leader, "Worthy Scrap."

Straus Bros. & Co. recently had a very attractive display of Regensburg cigars, for which they are local distributors.

"Salome" cigars were given an attractive window trim this week in Krohn's tobacco shop.

J. H. Lucke & Co. are hard pressed to keep up with orders for "Lucke's Rolls." They could use many more stogie makers than they are able to hire.

Rohde & Co. are putting out a new 5-cent cigar, a 5½-inch invincible shape, called the "Nan." It is an extra high quality piece of goods sold to retailers who are given the exclusive selling rights in each city. Duplicate orders from towns where it has been introduced indicate that the "Nan" may soon become a strong running mate of the "Lygia," which has made their factory famous.

"El Symphonie" cigars, made by the Mendelsohn Co., Inc., successors to E. A. Kline Co., Cleveland, are being featured strongly in this market by the George A. Voige Cigar Co. Mr. Voige is enthusiastic over the duplicating qualities of this brand, and is giving it a good boost.

"City Club," the new sensational seller, made by the Burley Tobacco Co., Louisville, seems to have made a universal hit with Cincinnati smokers. The numerous window displays on this brand, together with the effective trade journal advertising that the manufacturers are doing, have combined to interest many progressive retailers in featuring this brand.

A special campaign on "Tuxedo" has been inaugurated here this week under the direction of A. A. Ruen. For a few days a solid bronze watch fob was given away with each 10-cent tin of "Tuxedo" tobacco. The premium idea proved quite popular.

Ernest Dubrul, of Miller, Dubrul & Peters, manufacturers of cigar makers' supplies, who has been in South America on a business trip, is expected to return late in July. CINCY.

George Brown has purchased the Shuckrow cigar store on East Main Street, Danville, Ill. The title under which the store will be operated is the American Cigar Store.

Frank Shaffer, cigar dealer of Millville, N. J., has opened a store at Sea Isle City.

The cigar and tobacco establishment owned by W. J. Dennis, 41 Commercial Street, Portland, Me., was burglarized recently, and a quantity of cigars, cigarettes and tobacco stolen. This is the second robbery suffered by Mr. Dennis, as his store at Commercial and Park Streets was entered about six weeks ago.

Pittsburgh

All Branches of Tobacco Trade Doing Satisfactorily—"56" New Brand of Cigarettes Being Well Distributed—"Dry Slitz" Campaign On

PITTSBURGH, PA., June 26.

EVERY branch of the tobacco trade from the stogie factories to the retail counters is in quite satisfactory shape—this despite the fact that general business conditions in the steel belt are not up to normal, and an air of uncertainty pervades other manufacturing trades. Without exception, every large stogie factory is busy, and the universal cry is for "more hands." There has been a marked scarcity of stogie makers here for the last six months, due to the increased demand for skilled work people. Every factory is training new hands as fast as they can secure them, but the supply is insufficient to keep the production up to the demand.

L. Goldsmit Bro. & Co. are conducting a very aggressive and successful campaign locally and at other points on their "Dry Slitz" stogies. The demand in Pittsburgh has grown by leaps and bounds since they began their advertising campaign. M. Lesser was in Johnstown this week directing a "Dry Slitz" sales campaign, and returned much gratified by the result.

A new brand of high quality cigarettes, "56," made by the Cado Company, of New York, is being introduced to the select smokers here through the energetic salesmanship of W. A. Andruss. Already the discriminating smokers are beginning to come back for them at such stores as Reymer & Bros., C. J. Moye & Co., C. A. Gibbs Co., Spuhler's, as well as the prominent hotels and clubs. "56" has made a hit.

Shipley Massingham Drug Co. are meeting with splendid results in distributing the "A. J. Cassatt" 10-cent brand, and "Coiner," 5-cent cigars (Baum-Jaffe Co.) in this market. The "Cassatt" seems to please Pittsburgh smokers to a "T," as is indicated by the duplicate orders received almost daily from the retail stores.

The "Bold," that fat nickel cigar made by Bobrow Bros., Philadelphia, is going big at a number of live retail stands. Since C. J. Moye & Co. took on the distribution of this popular seller in the smoke belt they have more than tripled their business on it.

Leo J. Spuhler, the "Stogie King," who also deals in novelties, has added another line of novelties—a third daughter, which Mrs. Stork left at the Spuhler home last week. No, he has not triplets—just one bouncing baby girl who has arrived to keep the other two Miss Spuhlers company.

The Tampa-Cuba Cigar Co., of Tampa, has just added 60 druggists to their distribution chain in this territory. Fred Haas is the local salesman who has been whooping up things hereabouts.

Edward Donovan, formerly active in local cigar trade, is now representing a gas mantle manufacturer.

F. W. Knehneisen, of the local "Melachrino" staff of cigarette boosters, returned this week from a six-week's hunt for business.

"Portuondos," made by Juan F. Portuondo Cigar Manufacturing Co., Philadelphia, were attractively displayed in the Seventh Avenue Hotel stand last week by Manager Fleischauer.

G. H. Schmunck, of the Pittsburgh Stogie and Cigar Co., attended commencement exercises at the State Normal School, Slippery Rock, Pa., this week, when his daughter was graduated.

The Bock-Stauffer Co., successors to the manufacturing and wholesale business of R. and W. Jenkinson, have taken hold of things in a very aggressive manner. They are featuring "Yaras," "Red Labels" and other Jenkinson brands with much success. When interviewed by THE WORLD, Manager Charles Bock radiated optimism. All the boys are out for business, and they're getting it, too.

At the Union-American Cigar Co.'s factory there is ample evidence that business is steadily climbing on their leading brands of stogies and cigars.

W. D. Sharpe, of the Duquesne Cigar Co., has returned from an Eastern trip. Among the points visited were New York and Atlantic City. DUQUESNE.

A fire occurred in the cigar establishment of Frank Vuola, 47 Canal Street, Waterbury, Conn., recently, and destroyed a large amount of leaf tobacco and about $1000 cigars. It is believed that the fire was of incendiary origin.

The Klenniworth Cigar Co., of Kalamazoo, is comfortably located in their new quarters in the Central National Bank Building on North Jefferson Street, Battle Creek, Mich. This company operates stores in a number of cities throughout Southern Michigan, including four stores in Kalamazoo, in which city their factory is located. The fixtures for the new store are said to be the finest in Battle Creek, the showcase alone requiring an outlay of between $2000 and $3000.

P. T. Paton has opened a new cigar store at Charlton, Ia.

Pennsylvania

Lancaster Factories Busy—S. R. Moss Off to Europe

LANCASTER, PA., June 26.

THE larger cigar factories in and around Lancaster have had their hands full within the past fortnight to keep up with orders.

While this is particularly true of the Lancaster factories, the same condition applies generally to outlying manufacturing centres.

S. R. Moss, head of the S. R. Moss Cigar Co., of Lancaster, Pa., will leave in a few days for New York, from whence he will sail for a two months' trip to Europe. Mr. Moss hs been in ill-health for a long time, and he expects that his trip abroad will prove most beneficial. He says that their business on "Flor de Moss" and "El Mosico" continues with unabated strength from all quarters.

H. B. Hess, president of the A. B. Hess Cigar Co., of Lancaster, has done some sterling work this session for his constituents whom he represents in the State Assembly at Harrisburg. Mr. Hess is a mighty busy citizen, but finds time in addition to his other duties to act as a director of the Union Trust Co., of Lancaster, and president of the National Cigar Leaf Tobacco Association.

Captain J. B. Goldberg, well known in leaf trade, visited New York recently on business.

According to the report just completed by J. Aldus Herr, president of the Lancaster County Tobacco Growers' Association, not more than half the usual acreage of tobacco has yet been planted. However, the warm weather which has prevailed for the past ten days has expedited planting, and farmers are everywhere getting busy, although they are greatly handicapped by a shortage of tobacco plants.

An interesting social event was the marriage of Miss Rose Moss, niece of S. R. Moss, the cigar manufacturer, who became the bride of Lee Goldsmith, of Harrisburg. The ceremony was performed in the Duke St. Temple by Dr. Rosenthal. The cup from which the bride drank was the same as was used by her grandmother, Mrs. Moss, on a similar occasion, and also upon the celebration of her golden wedding anniversary. Lester R. Moss officiated as master of ceremonies, and his wife as matron of honor. Miss Fanny Ryder was maid of honor. Albert Herschler, of Harrisburg, acted as best man, and the ushers were Meyer Goldsmith, of New York; Sigmund I. Moss, of this city; Milton Hirsch, of Newark, N. J.; Harry Lowengard, of Harrisburg. The bride was given away by her uncle, S. R. Moss. A reception at the Harmonie Club followed the ceremony. About one hundred guests were present. Mr. and Mrs. Goldsmith have gone on a wedding trip to the Thousand Isles and the Great Lakes.

A large tobacco dryer for the re-handling of all grades of tobacco, having a capacity of 50,000 pounds, has been installed by the Meads Tobacco Co., of Red Lion.

S. M. Ottinger, of Mitchell & Ottinger, leaf dealers and packers, made a flying trip to New York in the past week on business.

An effort has been made by Battle Creek, Mich., cigar manufacturers to obtain a number of union cigar makers in this section. So far as is known, none of this class of labor has been induced to go West.

Experimenting on Tobacco Fertilizers at Red Lion

YORK, PA., June 25.

NOTHING of startling interest has developed since our last report on the cigar industry in this locality, although it may be truthfully said that all the larger factories are busy and look optimistically to the future. Skilled hands are still very scarce.

To secure a good burn for York County grown tobacco, nine different mixture of fertilizers were used last week at Red Lion for the first planting of tobacco at the State Experiment Station. H. P. Kraybill, of State College Experiment Station, and Otto Olsen, of the United States Station at Ephrata, Lancaster County, have charge of the tests. They planted the one acre of the station on the farm of H. L. Stine, one-half mile from Red Lion, with Pennsylvania seed leaf plants, grown in Lancaster County. The plants were set and the watering was done by hand.

Tilden Stoneback has succeeded Elder Harmer as superintendent of the cigar factory of the Hanover Cigar Co. Mr. Harmer has moved his family to York, and Mr. Stoneback has brought his family here from Perkasie, Pa., to occupy the house vacated by Mr. Harmer.

About 40 employes of the E. E. Sechrist cigar factory attended the excursion at Pen Mar on Saturday, June 22.

A picnic outing was held by the employes of Charles Houshold-er's cigar factory, Red Lion, on June 20, at Lakeview Park.

Reports from Lower Chanceford Township state that there has been a considerable falling off in the acreage of tobacco planting this season, owing to the shortage of tobacco plants. Many of the farmers have turned to tomato raising.

John H. Hayes and Isaac E. Pierce have purchased the cigar and tobacco store formerly conducted by Walter R. Wade on North Main Street, Hartford, Conn.

How "Stratford" Are Being Advertised on Signboards Along Railroad Between Philadelphia and Atlantic City

What "Gus" Says About The "Stratford"

AN original advertising scheme that has proved a result bringer, has been a series of nine little cards enclosed in plain envelopes which the El Draco Cigar Manufacturing Co. have been mailing to wholesalers, retailers and consumers, advertising their "Stratford" cigars. These cards bear the quotations from "Gus," and whoever "Gus" is, he is a clever chap. Some of his wittiest sayings are:

"Yesterday is past, today is before you. Don't let this day pass without smoking a 'Stratford' Havana cigar."

"A fine compliment to your good judgment is your dealer's smile when he hands you a 'Stratford' Havana cigar. Watch him."

"Liked best by most people and the most particular people. Havana 'Stratford' cigars. Have you tried them yet?"

"'30 minutes in Paradise,' will be your opinion after you have smoked a 'Stratford' Havana cigar."

"Did you get out of bed on the wrong side this morning? Smoke a 'Stratford' Havana cigar. It will restore your good humor."

Strike in Pollack Stogie Factory

WHEELING, W. VA., June 25.

DEMANDING an increase of 50 cents per thousand on stogies, 1,000 stogie makers and other employes of the new big stogie factory of the Augustus Pollack Estate, in this city, are on strike.

This is the first serious labor trouble which has occurred at the Pollack factories since the death of the late founder of the institution, Augustus Pollack, who was very friendly to the stogie makers' union, and had lent much encouragement and financial support during his early days.

In fact, the Pollack factory was regarded as one of the strongest supporters of the union, and has always used a union label on its goods. Since the death of the founder, his daughter, Miss Augusta Pollack, has been running the factory. It is believed that some compromise whereby work will shortly be resumed at the factory will be arrived at.

L. F. O'Brien and Fred Kinney have purchased the Moose Cigar Store, 82 North Cherry Street, Galesburg, Ill.

Recent inspection by a Federal revenue tax collector, revealed that Ralph M. Davis, of Guthrie, Okla., controls the largest cigar manufacturing plant in that state. The report shows that his employees number more than those of any other factory and his output is greater.

Letters to the Editor

Wants Maker of Gelatine Tubes

READING, PA., June 18.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly give us the name and address of some concern that makes the gelatine tubes for cigars and which are used in putting up cigars? We have the address of Parke Davis at Detroit, but they make only the one size. Any information you may extend us will be appreciated.

Yours respectfully,
E. E. KAHLER CIGAR CO.

Referred to our readers.—*Editors.*

Here it is Mr. Dealer

PHILADELPHIA, June 9.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly let us know the name of the Factory No. 990, District of Maryland? They manufacture a small tobacco cigarette called "M. & M. Havana Whiffs."

Yours very truly,
AUFFERDERHEIDER & SON.

Manchester Cigar Co., Baltimore.—*Editors.*

Address of Factory 3806 Pa.

NEWPORT, R. I.,
187 Thames Street.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly advise name of manufacturer listed under Factory No. 3806, Ninth District of Pennsylvania, and oblige.

Yours very truly,
J. ARONSON.

Answer—J. D. Kline, Ephrata, Pa.

Who Is This Manufacturer?

WILLIAMSPORT, PA., June 9.

Editor THE TOBACCO WORLD:

Dear Sir,—Please inform us the name and address of the party listed under Factory No. 45, Ninth District of Pennsylvania, and oblige.

Yours very truly,
ADERHOLD & FEISTER.

Referred to our readers.—*Editors.*

Seeks a German Brand of Tobacco

NEW YORK, June 12.

Editor THE TOBACCO WORLD:

Dear Sir,—I have a little order from Haiti for twenty kilograms of Caporal Superieur Tobacco of German manufacture, and I would very much thank you to let me know whom the importer of this kind of tobacco is?

Very truly yours,
ACHILLE STARACE,
32 Broadway.

Referred to our readers.—*Editors.*

Seeks Cigar Pouches

YORKANNA, PA., June 17.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly give me name and addresses of manufacturer of paper cigar pouches, and oblige.

Yours very truly,
E. B. STRICKLER.

Referred to our advertising columns.—*Editors.*

Address of Pocket Rule Maker

CHICAGO, ILL., June 15.

Editor THE TOBACCO WORLD:

Dear Sir,—Please give me name and address of manufacturer of folding pocket rules, and oblige.

Yours very truly,
HENRY QUITMAN,
608 Sangamon Street.

Answer—National Advertising Novelty Co., Seneca Falls, Seneca, N. Y.—*Editors.*

Seeks "Makins" of Cigarettes

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly inform me where to purchase tin foil for wrapping cigarettes and also supply me with some data respecting cigarette paper printing machines. Thanking you, I remain,

Yours very truly,
WILLIAM C. HAMMER,
Care of Russian Import Co.

Answer—Conley Tin Foil Co., No. 521 West Twenty-fifth Street, New York; John J. Crooke Co., 1649 Warren Street, Chicago; Ludington Cigarette Machine Co., Waterbury, Conn. *Editors.*

Manufacturers Please Write

SHENANDOAH, PA., June 21, 1913.

Editor THE TOBACCO WORLD:

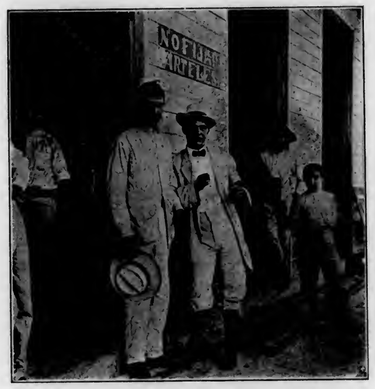
Dear Sir,—Kindly inform me where Factory No. 45, Ninth District of Pennsylvania, is located, and oblige,

Yours very truly,
CHARLES MANILLA.

Referred to our readers.

Charles L. Steffens expects to open a new retail stand in the McQuat Building, 16 East Washington Street, Indianapolis, early in August.

S. D. Pierson, Indianapolis distributor for A. S. Valentine & Son's goods, is featuring the "Broadwall" 5-cent cigar, made by this factory, in his retail stands.



Abe Haas On the Job

THE snapshot portrait herewith was taken by Mr. Sydney Rothschild, the well-known Havana commission merchant, upon a revent visit to Abe Haas, at his farm, Las Vueltas, Santa Clara Province. Mr. Haas is seen in the portrait with a Panama hat on, and he is accompanied by his tobacco buyer, Senor S. R. Naranjo.

It is a far cry from Broadway to Las Vueltas, and the hosts of friends in New York who remember Mr. Haas when connected with the Lopez cigar factory in New York City would be delighted to see him as he directs his big packing interests down in Cuba in the remote part of Santa Clara Province.

Mr. Haas' constant American friend on his farm is a big cat, and very few of the buyers ever have the opportunity of accepting his abundant hospitality, though his doors are always wide open. Once a year he makes a trip North to New York, and when arrayed in his evening clothes and seated in one of the brilliant cafes, the contrast with his make-up in the picture shown is remarkable.

San Francisco

Retail Cigar Dealers to Elect Officers—William Bercovich, Formerly of Bercovich Co., Opens New Jobbing House in Sacramento

SAN FRANCISCO, June 20, 1913.

THE warm season has struck California, causing some decrease in business at certain points, though on the whole the increase at other places, the summer-resort trade, etc., keeps the volume about even. Retail stores in the valley towns are selling about as many cigars as ever, and some of them more, but only a few of the larger shops are equipped to keep large stocks in good condition during the hot, dry weather, and the majority are accordingly buying in small lots. The down-town stands in the city are rather quiet, as business men are getting away for vacation, but in the smaller outlying business districts a good business is being done. With the progress of new buildings, the number of places available for cigar stands is increasing, but the rental asked for desirable locations does not seem to be perceptibly lower.

The annual election of officers of the San Francisco Retail Cigar Dealers' Association was held June 25th, and the great majority of dealers took a lively interest in the affair, the experience of the last year having shown them what can be accomplished by sticking together under competent leadership. No intimation was given out in advance as to who would guide the destinies of the association for the ensuing year, some of the present officers feeling that it is time for some one else to take up the burden.

M. A. Gunst & Co. are preparing to make telling use of the vacation idea in their display campaign, beginning the first of the week. Two displays have been planned, one consisting entirely of pipes and tobacco, with accessories strongly suggestive of the vacation spirit, and the other featuring cigars, etc., in small packages convenient for traveling. Milton Esberg, of M. A. Gunst & Co., has been in Southern California a few days this week.

One seldom takes satisfaction in missing a train, but Emil Judell, of H. L. Judell & Co., is thanking his stars that he missed connections for a trip to Napa the other day. The car which he would have taken was in a collision, in which 13 people were killed and 35 injured.

The distribution of Watt cigars was aided somewhat last Sunday by some person who broke into the store of H. L. Judell & Co., and walked off with a package of a thousand "Watts" which had been put up for delivery Monday morning. Unfortunately the party failed to leave his address, so it will be impossible to send a bill—much less collect. Nothing else about the store was disturbed, though some damage was done in breaking open the door. The goods were taken in broad daylight, that part of town being practically deserted on Sundays. Mr. Graf, traveling for H. L. Judell & Co., is sending in some good orders from the Bakersfield district, and Charles Kohlberg has taken up the work in the counties across the Bay.

Herman Moss, of the S. R. Moss Cigar Company, is spending a few weeks visiting the north Coast trade.

William Bercovich, formerly a member of the Bercovich Company of this city, who recently returned from a long vacation in the north, is getting back to work again, having started a new jobbing house at Sacramento, under the name of the Capitol Tobacco Company. He will have a number of lines under his own brand, but will handle a very comprehensive variety of other lines, confining himself strictly to the jobbing trade in Sacramento and vicinity. His store is at 908 Sixth Street.

Mark Jacobs, who has been boosting for Ramado cigarettes of the National Tobacco Products Company, is just leaving for a visit in the East.

A. Lovera, of Tampa, is visiting San Francisco this week.

H. H. Manley, representing the American Cigar Company, has just returned from his Northern trip. He reports a very active business on his goods in all parts of the Coast.

The Tobacco Company of California opened for business the first of the week in its new building at South Park and Second Streets.

C. W. McCormick, representing the Webster cigar, is visiting H. Bercovich, the local distributor, this week.

D. Black, the well-known local cigar display specialist, has been suffering from appendicitis, and was operated on several days ago.

Kurt Hosaeus, of the La Prueba factory of Manila, has left on his way to the East and Germany, after spending some time with the Edw. Wolf Company.

Ehrman Bros. & Co. state that the sale of their Havana Ribbon line is constantly growing as its merit becomes more widely known. Goods are beginning to arrive in the new 5-cent brand, El Roi-Tan, and the first large shipment has been sold out in advance, though they will not be distributed until July 1st. It has been necessary to wire a duplicate order in this line. Ehrman Bros. & Co. state that they will soon place on the market a new 5-cent cigar of superior quality under the brand of "Class." They report a rapid increase in "Optimo" sales, owing to the superior quality of the new tobacco which is now being used in them. Their lines of Manila goods are holding their own, and they have just received a large shipment from the Isabella factory of the new size, known as "Officials."

Ed Goodman, the well-known retail cigar man of Market and Davis Streets, was married June 21st, and has gone South for his honeymoon. The bride was Miss Alma Son, whose father, the late A. A. Son, was a well known jobber of pipes and novelties.

I. I. Pollak, who operates the cigar stand in the Merchants' Exchange building, who was kept away from business since the first of the year by eye trouble, has made a good recovery, and is now back at work.

Arthur Meyer, Coast representative of Bustillo Bros. & Diaz, is now calling on the trade in Oregon and Washington, but will leave in a few days for New York.

D. Frankel, of Frankel, Gerdts & Co., the local manufacturers of Havana cigars, is back from an extended outing much improved in health. On his return Mr. Gerdts left for an automobile tour north of the Bay.

The matter of the cigar and tobacco concession of the Panama-Pacific Exposition is receiving some attention from the local trade at present, and will probably be arranged for in the near future. Efforts will be made to see that goods of some real merit are offered for sale on the Exposition grounds.

W. I. Pixley got away a few days ago on his automobile trip through the South in the interest of Krinsky cigarettes and Dill's tobacco, expecting to be on the road constantly for several months.

Nestors' Will Pack Ispahan Rugs

IN keeping with the present day demand on the part of the consumer for a novelty to be packed with cigarettes, the Nestor-Gianaclis Co., owned by M. Melachrino & Co., will place on the market in a few days, packages of ten "Royal Nestor" cigarettes, in which are included a Fourth Century Royal Persian silk rug. This rug is as exact reproduction of the famous old Ispahan carpets which are only to be found in the palaces of royalty and the homes of the wealthy. These rugs will be offered in some sixty designs, and the wonderful silk sheen and the exquisite coloring far exceed any similar souvenir now before the trade. R. A. Ellis, of the Melachrino Company, says that they have adopted these souvenir rugs as gifts with "Nestors," only after much thought, and they are determined that they will be of such intrinsic merit that "Nestor" smokers will prize them as highly as they do the quality of this famous cigarette.

Russian Women as Smokes

RUSSIA is the only country in the world where women smoke cigarettes in public without attracting attention," said R. E. Dennison, who formerly was in the consular service in that country.

"It is customary for Russian ladies to go into restaurants or confectionery stores in the afternoon, and while enjoying a cup of chocolate to puff a cigarette. Nothing is thought of it and it does not attract notice. But Russia is the greatest cigarette smoking country in the world. More cigarettes are consumed there in a year than in several other European countries combined. Turkey is popularly believed to be the greatest cigarette country, but it is not in it with Russia. Women do not smoke cigarettes in Turkey.

"In Germany cigarette smoking in public is prohibited among boys attending schools, not by law, but by the rules of the schools and universities, and severe punishment is meted out for a violation of the rule."

Western Cigar Box Men Elect Officers

At a recent meeting of the Western Cigar Box Manufacturers' Association, the following officers were elected for the ensuing year: President, C. F. Koklauner, Cedarburg; first vice-president, A. G. Wiedmann, Kansas City; second vice-president, J. P. Van Vick, Duluth; third vice-president, S. G. J. Kingston, London, Ont.; secretary-treasurer, E. H. Defenbaugh, Chicago; member of executive committee, F. H. Parker, Milwaukee; member of board of directors, J. Schwartzburg, Milwaukee.

Burrit Gets Fine Rochester Stand

Clyde Burrit has purchased the Hub Cigar Store on Eighteenth Street, Rochester, N. Y., which was opened several years ago by E. Franklin Brewster, Jr. Mr. Burrit was formerly local manager for the Joseph T. Snyder store.

LEAF TOBACCO MARKET

Leaf Trade Generally Sluggish, With Only Occassional Spurts—Conditions Favorable to Growers in Many Sections

NEW YORK.

NEW YORK CITY, June 25.

SLUGGISHNESS in general has marked the leaf tobacco trade during the past fortnight. The dull monotony of routine trade has been broken somewhat by the insistent cry for good wrapper leaf, with Connecticut broad leaf still very scarce. Sumatra is in lively demand, and supplies on hand here are being reduced rapidly. However, the recent purchases by American dealers and manufacturers at the Amsterdam inscriptions dissipate all fears of famine, although prices are somewhat fancy, in keeping with the high quality. Further additions to American supplies will be made at the fall inscriptions. The holdings of good Havana leaf in New York are being increased weekly by fresh importations. Consequently, old stock is being pushed out to make room for the new. Remedios packings are beginning to reach Havana.

PENNSYLVANIA.

PHILADELPHIA, June 26.

UP and down the leaf district, one finds signs of activity in spite of the hot weather. Philadelphia cigar manufacturers as a whole are busy to-day, and have been busy for many weeks. Naturally this has a stimulating effect on local leaf markets. There is still much complaint over the scarcity of Connecticut and Havana seed. There are reported quite a few good sales in 1911 Pennsylvania.

LANCASTER, June 24.

CONDITIONS in the leaf tobacco market have improved during the last week, there being an especially strong demand for 1911 stock. One dealer reports a sale of 1500 cases to the United Cigar Manufacturers' Co. The prices on the 1911 stock range from 14c. to 15½c. per pound.

H. H. Books, a hotel proprietor of Campbelltown, has just purchased the Moses Rauch farm of 104 acres at a price said to be $150 an acre. If the yield is as large as is anticipated, Mr. Books will engage in tobacco planting on a much larger scale.

Morris Levy, of Lancaster, has purchased from Jacob Becker, of Manheim, a tract of ground, 68x250 feet, upon which will be built a tobacco warehouse.

The demand for all varieties of wrapper tobacco still continues, as well as for binder stock. Filler stock is also in good demand.

The tobacco growers of Lancaster County have experienced considerable difficulty in setting out new plants, largely due to unfavorable weather conditions, which, combined with scarcity of plants, has done much to retard work along this line.

The prices quoted range from $2.50 to $4.00 per thousand, and some growers are considering plans for the raising of crops other than tobacco unless prices are reduced within the next week or ten days.

A meeting of tobacco growers has been set for August 9th at Williamson Park, at which time prominent tobacco men will address the growers and show the advantages to be obtained by working together and in harmony.

Through the efforts of A. B. Hess, president of the National Cigar Leaf Tobacco Association, a resolution to revive the graduated tobacco tax which was in force many years ago, was defeated. The tax was suggested as a means to raise money for permanent road improvements. In a speech Mr. Hess explained how the old tax worked a hardship upon all manufacturers while it benefited the larger ones. Mr. Hess represents Lancaster in the State Legislature, and is ever on the lookout to prevent additional burdens being placed upon the cigar and tobacco industry.

The ban on 1909 packing is gradually being lifted, and the warehouses believe that this stock will soon be in good demand. A sale of 1600 cases of 1911 tobacco is reported to Morris Levy and a sale of 350 cases to Frank C. Musser.

WISCONSIN.

EDGERTON, WIS., June 20.

THE new tobacco crop is now going into the fields under about as favorable conditions as is often experienced in the state.

The soil is in such fine physical condition, charged with plenty of moisture, that there ought to be no trouble in securing a fine stand, barring the work of cut worms which up to this time have been quite troublesome. Warm weather has brought along the plant beds so rapidly of late that growers find the work of transplanting crowding upon them and all available help is putting in long hours in the tobacco fields. It begins to look that the end of the month will see the crop practically out.

It is no longer a secret that quite a little of the 1912 forced sweat Wisconsin is being all the time fed the market to meet the demands of a short binder supply and the new leaf is giving very general satisfaction to manufacturers and commanding good prices as well.

The shipments out of storage since last report reach 350 cases to all points from this market.—*Reporter.*

CONNECTICUT.

SUFFIELD, CONN., June 24.

TOBACCO growers in this section have been considerably handicapped during the past fortnight by their inability to secure a sufficient number of plants to meet their requirements. Much difficulty is being experienced by the presence of cut worms, which, in some instances, are found directly on top of the ground awaiting the setting of the plants. A number of growers in the vicinity of East Hartford have treated the soil to a mixture of bran and Paris green, and a number of fields which have been treated with this preparation appear to be doing well.

The frost which visited the tobacco growing section earlier in the month did not damage the young plants as much as was at first feared.

There is a well defined rumor that considerable acreage will be utilized for shade grown tobacco, but rumor cannot be confirmed at this writing.

The warehouses have about closed for the season, and the consensus of opinion is that the year has been a profitable one to all concerned.

KENTUCKY.

LEXINGTON, KY., June 24.

TOBACCO growers throughout Central Kentucky recently suffered a severe loss by a terrific wind, rain and hail storm which swept over that portion of the State.

It is freely predicted that in several sections of Kentucky the acreage devoted to tobacco raising will decrease almost 50%. Especially is this true in the vicinity of Sebree, where the prices obtained were considerably less than was anticipated, and owing to the distance from the principal markets and warehouses, the cost of shipping reduced profits to a minimum. The long-continued drought in this section has also had a discouraging effect upon the growers.

Night-riders have warned a large number of growers that the raising of tobacco will subject them to a monetary loss and persecution of a more serious nature.

A tobacco bed of 12 acres, located near Morganfield, was destroyed by these night-marauders, and a warning posted that the raising of tobacco in that particular locality would not be permitted.

The tobacco market of Clarksville remains strong, especially on good leaf, which brought as high as $14.40, and close to 800 hogsheads were disposed of during the last week.

The tobacco warehouses of Cincinnati recently inaugurated a new rule which provides for auction sales four days of each week instead of two as heretofore. The opinion of warehouse men and brokers is unanimous in that the new ruling will have a tendency to strengthen the market price, even though there is not a large volume of business accomplished.

CONTROLLING THE TOBACCO HORNWORM.

WASHINGTON, D. C., June 24.

Growers of dark tobacco in Kentucky and Tennessee have a serious problem in the ever-present tobacco hornworms which are great chewers of green tobacco. When labor was plentiful and cheap, "hand worming" was an economical and efficient way to combat the pest. For several years labor in these tobacco-growing districts has become scarce and also inefficient, so growers have been forced to resort to insecticides. Naturally, Paris green was tried, and found to be the safest and most efficient of any on the market, but there has always been complaint of frequent and serious burning of tobacco as a result of its use.

For five years employees of the Department of Agriculture have been conducting investigations looking for a safe and effective insecticide, and have determined that di-plumbic arsenate of lead meets all requirements.

A thorough application of this insecticide will kill practically every hornworm within two or three days after being applied, and will continue for several days to kill the young worms that hatch, without any injury to the plant. Arsenate of lead costs more than Paris green, and if the comparative cost were the only question, it would be useless to recommend the former; but the first cost is only a secondary consideration. The object is to kill the worms and not injure the plants, and the certainty of this compensates for the extra cost of the arsenate of lead. Arsenate of lead must be mixed with a carrier and applied with a dust gun. Finely sifted freshly burned wood ashes make the best carrier, and at least a bulk equal to the insecticide should be used. The best guns are those with a fan diameter of eight inches, with an auxiliary dust chamber.

Apply the mixture when the dew is on the plants and there is no breeze, and make the application thorough.

Do not wait too long. The first application should be made when the worms become too numerous to be kept off by the hand picking that is usually done while hoeing, suckering, or topping, and a second and even a third application may be necessary.

Heard Among Leaf Men

The Imperial Tobacco Co. is building at South Boston, Mass., what is said to be the largest leaf tobacco stemmery in all the country. The building will cover an acre and one-tenth of ground, and will cost $100,000 for the building alone, to say nothing of the fixtures, machinery, etc.

A supplemental certificate of incorporation was granted recently to the W. A. Brown Tobacco Co., Inc., Martinsville, Va., reducing the minimum from $65,000 to $55,000.

Moritz Neuberger, of the Griffin-Neuberger Tobacco Co., sailed for Germany, accompanied by his family, to spend the summer.

H. S. Loewenthal, of S. Loewenthal & Sons, 131 Maiden Lane, reports excellent June sales on their "Clover Farm" shade-grown tobacco, and says that the crop for this year is being rapidly booked up. This is one of the liveliest jobbing houses in the trade, and always has something on hand to interest an alert buyer.

The Hodge Tobacco Co., of Kentucky, have purchased the pool tobacco crop of Princeton and Hopkins Counties at a price said to have averaged 6 cents per pound. Two and one quarter million pounds are involved in the deal. Deliveries will be made as soon as the season permits. It is stated that the poolers lost money by delaying the sales, having been offered 6½ cents per pound last winter.

Teodoro Perez Visits New York

Teodoro Perez, senior member of Teodoro Perez & Co., arrived in New York a few days ago for his annual visit to local headquarters. Mr. Perez says that the crop outlook in Cuba is better than it has been for a number of years. Vuelta abajo and semi-vuelta crops are especially promising. Partidos growers, says Mr. Perez, are making excellent progress in the cultivation of wrappers, and the growers who use both cheesecloth shade and palm leaf shade are getting tobacco which is much higher than was expected.

The bugaboo talk of tobacco which will not burn is of little importance, adds Mr. Perez, owing to the fact that buyers are fully informed as to the districts where bad burning tobacco grows, and will have none of it. Mr. Perez will remain in New York for a month

Charged With Misbranding Cigars

Following the complaint of J. O. Bolton, of Theodore, Ala., Louis Morningstar, who claims to be a cigar salesman, and to be well known in Mobile, Ala., was arrested recently, on the charge of selling misbranded cigars made in Pennsylvania. Morningstar stated that the cigars which he sold to Bolton were bought in good faith. He was released on $250 bonds, pending a preliminary examination.

Duys' Record Purchases of Sumatra

H. Duys & Co., the progressive Sumatra house, are breaking records this year both in buying at the inscriptions in Holland, and in selling at their New York office. Their purchases of new Sumatra and Java tobaccos show the record-breaking total of 6700 bales, and their sales for the first six months of this year are 4500 bales. This firm prides itself on adding new accounts weekly, and it is a well-known fact that "once a customer of the house of Duys, always a customer."

Among their latest purchases are 676 bales of Deli My/AB, and 500 bales of JH/Deli, Amst Deli Co. and SST Co. brands, which tobaccos were purchased at the seventh and eighth inscriptions.

Canadian Tobacco Prosperous Despite the Times

The recent annual meeting of the Tuckett Tobacco Co., Ltd., Montreal, Que., disclosed the fact that, despite the reports of a slowing up in trade, due to the tightness of money, the company's business for the first two months of the present year reveals substantial gains over the same period of a year ago. Following is a list of the officers as re-elected: J. W. Lamoreaux, president; H. B. Whitton, vice-president; Colonel Hon. J. S. Henrdrie, C. S. Wilcox, Charles Meredith, C. B. Gordon, H. S. Holt, Howard S. Ambrose, Llewellyn Meredith, E. H. Ambrose, J. M. Mackie, and S. C. Wewburn, secretary-treasurer.

Restrained From Imitating Tobacco

An injunction has been issued by Vice-Chancellor Lewis restraining Samuel Fischer & Co., of Trenton, N. J., from manufacturing or selling two brands of tobacco whose trade labels are almost identical with the labels of "Kassan" and "Tisza," originated and manufactured by H. Rippen, Perth Amboy, N. J.

Mendelsohn Company Very Busy

Late reports from Cleveland are to the effect that the Mendelsohn Company are rushed to their fullest capacity on the two brands, "Rigoletto" and "El Symphonie," and have put on during the past week 25 additional cigar makers, with room for about 50 more, if they could get the skilled help which they demand. They have orders on their books at present for a million cigars and are making strenuous efforts to keep up.

Denied Use of Old Firm's Title

A permanent injunction has been issued by Judge Fulton at Newark, O., restraining Harry Swisher, cigar manufacturer, from using the firm name of Swisher Bros. The latter firm dissolved partnership a few months ago, John Swisher continuing the business. Harry Swisher having taken another brother into partnership, and is now erecting a large factory, contemplated using the firm name of Swisher Bros., which title is now denied him.

INCREASE IN NATIONAL PRODUCTION OF CIGARS AND CIGARETTES

	May, 1912	May, 1913	Increase	Decrease
Cigars	624,770,326	646,022,620	21,490,260	
Little Cigars	92,532,360	70,869,080		21,663,280
Cigarettes	1,081,558,728	1,220,661,072	139,102,344	
Cigarettes, at $3.60	1,853,360	1,564,141		289,209
Snuff, pounds	2,771,751	2,812,771	41,020	
Tobacco, pounds	33,735,376	35,050,656	1,315,280	

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-f

A MAN who has invested $5,000 on cigar manufacturing in New England, has now reached the limit of his capital and wishes, as the business is growing, a partner of experience, who will invest $3,000, becoming an equal partner. Write for further information to Box 333, care of "The Tobacco World," Philadelphia.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

CHEAP FOR CASH—Four cigar bunch machines, 240 moulds, 3 large and 5 small presses, 14 boards and cutters, 1 large and 1 small scrap cutter, nice lot of empty cigar boxes. Will sell as a whole or separate. Gish & Smith, Bedford City, Va.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whiff Cigar Company, Cleveland, Ohio. 4-1-a

FOR SALE—Grading and separating machine in perfect condition. Address Box 111, care of The Tobacco World, Philadelphia, Pa.

CIGAR FACTORY FOR SALE in city of 1200. Fine proposition for the right parties. Work 10 men. Goods sold to trade, $33, $35, $60, $70, and $85. Old firm well established. Present owners have several cigar stores and are jobbers. Would like to sell to two good cigarmakers. Good stock of leaf tobacco. Will invoice about $4000. Will take $1000 down and balance on easy terms. Will job all brands. Columbian Cigar Co., Benton Harbor, Mich.

Help Wanted.

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

YOUNG MAN wanted to take charge of Advertising Department, large cigar manufacturing company; one with executive ability and experience preferred. Apply Box 888, care "The Tobacco World," Phila., Pa.

LEAF TOBACCO SALESMAN for Philadelphia and vicinity. By an old established house. Splendid opportunity for the right man. Address Box 222, care of "The Tobacco World."

Situations Wanted.

WANTED—Position as agent for good five-cent cigar, also "two-for-five." Would travel New Jersey State on commission and expense, or would like position as foreman on hand or suction work. Many years' experience in all branches in manufacturing cigars. Box No. 350, care of "The Tobacco World," Philadelphia, Pa.

Cigar Industry in Manila

THE total number of cigars made in Philippine factories during the fiscal year, 1912, was 284,918,845," said Captain William J. Platek, in a recent interview. "Of the total output, 109,924,014 were consumed in the islands, 104,476,781 were exported to countries other than the United States, and 70,518,050 were shipped to the United States.

"There were also 4,404,929,808 Philippine cigarettes manufactured in 1912, of which all but 35,776,760 were consumed in the islands.

"Philippine tobacco has been exported to Spain for 150 years, and its use gradually extended from Spain to Belgium, France, England, Turkey, Egypt, China and Japan, and now to the United States. Philippine tobacco is much favored in Eastern Asia, particularly in Japan, where Manila cigars, bringing an average price equal to 15 cents in United States currency, are displayed everywhere, and this in spite of the fact that the Japanese Government maintains a tobacco monopoly.

"There are about 25,000 cigar makers in the city of Manila, and these men as well as the women engaged in the cigar factories are subject to examination for disease by the inspectors of the Bureau of Health. This bureau also exercises supervision over the buildings in which cigars are manufactured, thus insuring healthy operators and sanitary surroundings.

"But governmental activity manifested in the determination to insure hygienic conditions and proper environments for cigar manufacture is not restricted to the efforts of inspectors employed by the department of sanitation. Practical tobacco men with scientific knowledge aid in the matter of seed selection and give instruction in cultivating, curing and marketing. The Bureau of Agriculture is much interested in improving the quality of Philippine leaf. The importance of the work done in this direction is attested by the growing demand and the increased value of Philippine tobacco. It is not enough to say that as good a leaf can be and is produced in the Philippines as anywhere—we hope to make it better."

McAlphin's cigar store at Albany, Ore., opened in their new quarters in the Paulus Building.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

SUMATRA **A RECORD** LEADERS

Our Purchases of Sumatra and Java Tobaccos for the American Market, during 1913

1st	inscription	. .	1275 bales
2d	"	. .	375 "
3d	"	. .	900 "
4th	"	. .	560 "
Rotterdam	"	. .	800 "
5th	"	. .	390 "
6th	"	. .	700 "
7th	"	. .	900 "
8th	"	. .	200 "
Java	"	. .	600 "
			6700 bales

We are daily adding new names to our army of satisfied customers. Why not you?

170 Water St. **H. Duys & Co.** New York

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

JANE COWL:—26,048. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 12, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

NATURAL ART:—26,049. For pipes and smokers' articles. June 12, 1913. Manhattan Briar Pipe Co., Jersey City, N. J.

FLOR DE IZZY:—26,050. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 12, 1913. I. M. Lederer, Chicago, Ill.

ALBERT L. EBERT:—26,051. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 14, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

LA ORITA:—26,052. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. Pent Bros., Philadelphia, Pa.

ROYAL SHRINE:—26,053. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

LA GLORIA DIA-VANA:—26,054. For cigars, cigarettes, cheroots, stogies. chewing and smoking tobacco. June 16, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

LACKAWANNA LEADER:—26,055. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. Globe Cigar Co., Ephrata, Pa.

HARD COAL LEADERS:—26,056. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. Globe Cigar Co., Ephrata, Pa.

JOHN HENRY PATTERSON:—26,057. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. J. Adam Schmidt, Cincinnati, O.

9 TEEN 14:—26,058. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. Samuel Feinan, Canton, O.

SEEANDBEE:—26,059. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. Shelby Cigar Co., Inc., Shelby, O.

PIACO:—26,060. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 16, 1913. Heineman Bros., Baltimore, Md.

EL KIRSCHO:—26,061. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 18, 1913. Harry Kirsch, St. Louis, Mo.

P. F. S.:—26,062. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 18, 1913. Pioneer Cigar Co., Mandan, N. D.

HENRY BURBECK:—26,063. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 18, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

MOLOTOK:—26,064. For cigarettes. June 19, 1913. W. C. Hammer, Philadelphia, Pa.

EL SURPASO:—26,065. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 19, 1913. H. Moeller & Co., Chicago, Ill.

MURRAY'S FOUR TRE:—26,066. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1913. James A. Murray, Chicago, Ill.

H. LOPEZ:—26,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 20, 1913. Henry Lopez, Montgomery, Ala.

TEN OF CLUBS:—26,068. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1913. Kimmig-Robinson Co., Philadelphia, Pa.

GOLD CUP:—26,069. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1913. Petre, Schmidt & Bergman Co., Philadelphia, Pa.

PASS:—26,070. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1913. H. J. Fleischhauer, Philadelphia, Pa.

NUBUCK:—26,071. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 21, 1913. H. A. Dowling, St. Albans, Vt.

NEW HAVEN MAID:—26,072. For cigars. June 23, 1913. J. P. Kilfeather, New Haven, Conn.

FIFTY-FIVE:—26,073. For cigars, cigarettes and tobacco. June 23, 1913. Louis Halpern Cigar Co., Philadelphia, Pa.

MAJOR SYDENHAM E. ANCONA:—26,074. For cigars. June 24, 1913. R. B. Frame, Reading, Pa.

B. M. L.:—26,075. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 24, 1913. Gonzales Cigar Co., Montgomery, Ala.

WILKES-BARRE BOOMER:—26,076. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 24, 1913. F. M. Howell & Co., Elmira, N. Y.

GALLUS:—26,077. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 25, 1913. Kohler & Smith Cigar Co., Dallastown, Pa.

COTTIA:—26,078. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 25, 1913. Kohler & Smith Cigar Co., Dallastown, Pa.

NEPOS:—26,079. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 25, 1913. Kohler & Smith Cigar Co., Dallastown, Pa.

RIDGE CLUB:—26,080. For cigars, cigarettes and tobacco. June 25, 1913. H. F. Lyons, Brooklyn, N. Y.

SAN PAULO:—26,081. (Re-Registration.) Theobald & Oppenheimer, Philadelphia, Pa.

CORRECTIONS.

ELAVANA:—26,020. Published June 15, 1913, as "Flavana." Moller, Kokeritz & Co., New York, N. Y.

OPORTUNA:—26,032. Published June 15, 1913, as being granted to Weidmann-St. Louis C. B. Co., St. Louis, Mo., should be "J. E. Roth, Mobile, Ala."

CANCELLATIONS.

CREMOLA:—24,646. July 8, 1912, has been cancelled by A. C. Henschel & Co., Chicago, Ill.

TAMPA RIBBON:—26,027. May 31, 1913, has been cancelled by Moehle Litho. Co., Brooklyn, N. Y.

CANCELLATION WITHDRAWN.

OCEAN GEM:—25,537. Cancellation of this title, published in our June 15th issue, is hereby withdrawn.

TENNESSEE LEAF MARKET.

CLARKSVILLE, June 18.

THE past week was void of any interest in the loose tobacco market and only a few loads of nondescripts were received and most of that was sold from the wagons, thus demonstrating that the loose floor trade is about completed.

The reports from the country show that there is still a considerable quantity of tobacco that has been pledged to the association yet hanging in the barn. The farmers had another busy week, preparing land for planting, and in some sections three would be a considerable acreage set, should a season come. But there is still a complaint of a scarcity of plants and no hills for setting have been made. The protracted dry spell, with the aid of insects, have put many beds entirely out of business and offers to buy plants are freely made. There seems to be a prevailing idea now that the acreage will fall far below what was anticipated.

An announcement has been sent to the trade that Samuel Fisher, of Storm, Fisher & Co., New York, will continue the business of this concern in the same manner as before, Julius Lehman having retired from the business.

Tobacco growers were heavy losers in a terrific wind, rain and hail storm which swept over Central Kentucky June 1. Several persons were killed and damage amounting to thousands of dollars was done to crops, live stock and buildings. In some places large areas in which tobacco plants had been set out were entirely cleaned out.

The Cuesta, Rey & Co. lines of cigars, made by Cuesta, Rey & Co., Tampa, have been taken on for distribution in the Boston market by the wholesale house of McGreenery & Manning, of that city.

Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St.
PHILADELPHIA

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

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Sole Owners and Manufacturers
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PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco

We offer a full line Pennsylvania Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS

Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
NATIONAL CAN COMPANY
Independent Manufacturers — Detroit, Mich.

THE MOEHLE LITHOGRAPHIC COMPANY
CLARENDON ROAD & EAST 37th ST. BROOKLYN, N.Y.
CIGAR LABELS, BANDS & TRIMMINGS.
BRANCH OFFICE.
170 WEST RANDOLPH ST. CHICAGO, ILL.

CigarRibbons Largest assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON COMPANY
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
36 East Twenty-Second Street, ∴ New York

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN. AROMATIZER. BOX FLAVORS. PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York

New Orleans — San Francisco
CIGAR LABELS
American Lithographic Co.
NEW YORK
Chicago — Cincinnati

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GROWERS, PACKERS AND EXPORTERS OF FINE LEAF TOBACCO

From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

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Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
———in the Santa Clara Province———

Cable Address
"ANTERO"

WAREHOUSES and OFFICES
INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

John F. Nissly & Co.

Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

I. KAFFENBURGH & SONS
QUALITY HAVANA
Neptuno 6, Havana, Cuba - 88 Broad St., Boston, Mass.

ERNEST ELLINGER & CO. Packers and Importers
OF HAVANA TOBACCO
Havana Warehouse, Estrella 35-37 New York Office, 133-137 FrontSt.

Joseph Mendelsohn — Louis A. Borneman
MENDELSOHN, BORNEMAN & CO.
HAVANA TOBACCO IMPORTERS
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Manuel Alvarez & Co.
Importers and Packers of Havana Leaf
And Packers of Puerto Rican Tobacco
Havana Office: SAN MIGUEL 136 — Puerto Rico Warehouses: CAYEY — New York Office: 1/3 WATER STREET

CRUMP BROS.

Importers and Packers of **Leaf Tobacco**

121 West Lake St., Chicago, Ill.

TEODORO PEREZ — S. J. JANOVER
Teodoro Perez & Company
IMPORTERS OF
High Grade Havana Tobacco Exclusively
212 PEARL STREET, NEW YORK
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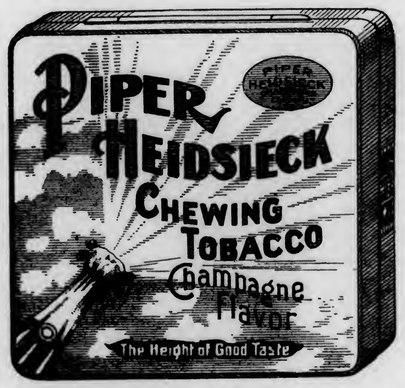

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JULY 15th
1913

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Retail Problems and Rinkles

A Close Study of Fred. Hirschhorn, President of U. C. M. Co.

News of the Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIII No. 14

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PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

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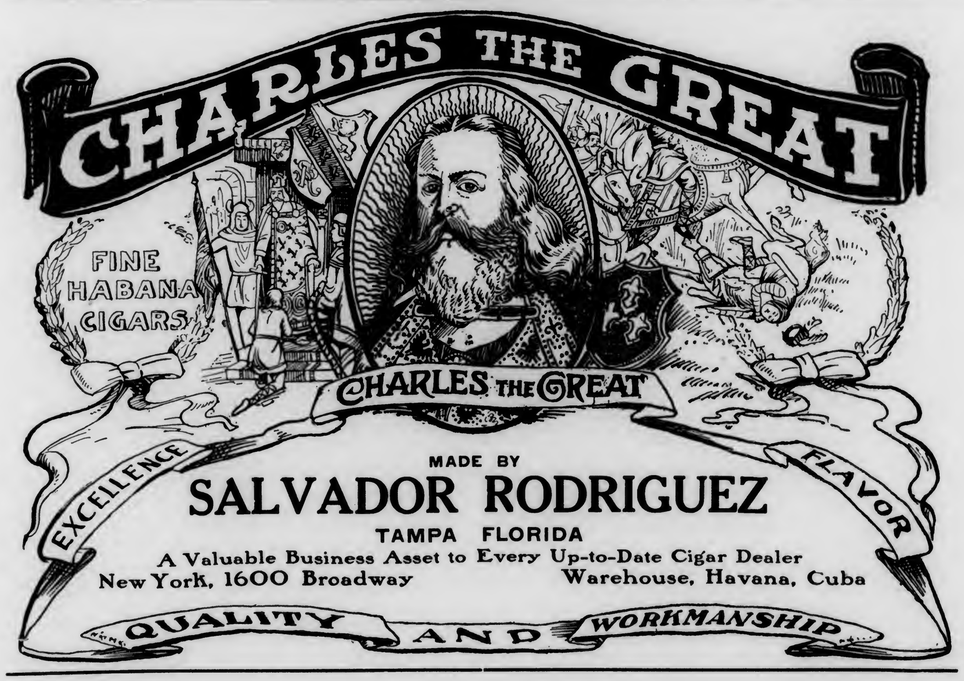

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HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82-88 Wall Street, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

If You HANDLE ONLY the BEST CIGARS

you cannot afford to be without the Sen Auben, a cigar with 22 years of the utmost satisfaction behind it. It is a high-grade, 5-cent piece of goods, hand made in three sizes, Londres, Blunts and Conchas. The jobber who recognizes a first-class article, can't fail but be interested. Write today for details to

S. H. DURSTEIN, Mfgr., Wilmington, Del.

For Gentlemen of Good Taste

SAN FELICE 5¢ CIGAR

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

TRADE MARK

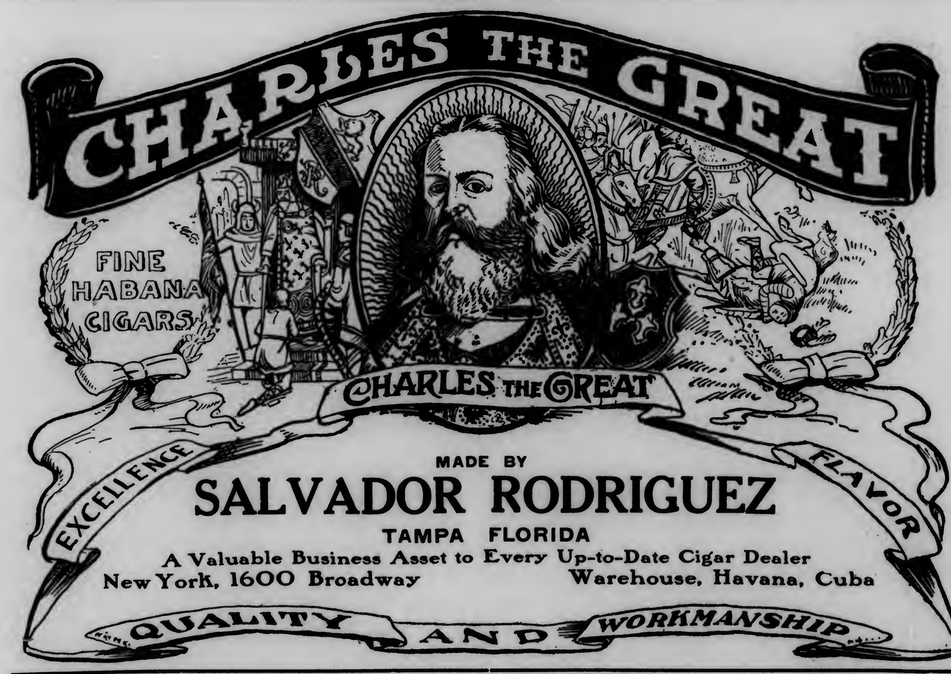
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

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The Original and Genuine

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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

The Cigar for the Connoisseur

Stratford

Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia

Distributors Wanted. Write for Price List.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana - Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

Millions sold in Chicago without advertising

"Frat"
(5-cent Cigars)

Quality has made this cigar a success

George C. Knight, Chicago
Distributor

Jeitles & Blumenthal, Ltd.
PHILADELPHIA
Manufacturers

Take Uncle Sam's Advice

UNION LEADER

"IS THE BEST TOBACCO VALUE"

5¢ SIZE

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

GOOD PROFITS
FROM THE REGULAR SALE OF

THE **PARAGON**
A MODEL OF PERFECTION

POCKET LIGHTER
Sells on Sight—Various Prices

No wheels, wicks, or springs; no adjustments. Strikes like a match on a box. Works every time—all the time. Sparking metal on bottom of box and the steel point will last a life-time. Therefore quick sales and no come-backs.

AN EXCELLENT ADVERTISEMENT
may be placed upon each box. Write for our ideas and complete catalog "W."

The Art Metal Works, 7-15 Mulberry St., Newark, N. J.

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories
of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney
HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

GREATEST SUCCESS IN
HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

"ELITE" F. Ry Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

CORRESPONDENCE SOLICITED

E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE KEY WEST CIGAR FACTORY — WEST — KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

BETTER CIGARS COULD NOT BE SOLD
BECAUSE THEY'RE WORTH THEIR WEIGHT IN GOLD
BY WAY OF PROOF——THE TRADE THEY HOLD
EST NOT WAIT, BUT GET THE BOLD
O L

BOBROW BROS. - 114 S. 2d Street - 133 Arch Street - Philadelphia, Pa.

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU
Sole Agent for United States and Canada
82 Wall Street - New York
Board of Trade Bldg., Montreal, Canada

El Genio — Clear Havana Cigars

Are Made in Tampa, of Havana Tobacco, by Skilled Workmen

Mild, and at the same time aromatic, they meet the demands of the American smoking public

P. VERPLANCK & COMPANY
257-265 Fourth Avenue New York

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

ESTABLISHED 1877 NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 Factory 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars

Leading Brands—"Office Smokers," "Little Yara," "Daily Smoked" & "1-4-5"

Correspondence with wholesale and jobbing trade invited.

Factory and Offices: Wrightsville, Pa.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA TURKISH BLEND CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1913. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1913 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P.S.—Fatimas are very popular with all college men.

"Distinctively Individual"

Hand-Made Havana Blend **5c.** Sumatra Wrapper Long Filler

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY

115-117 N. 3d Street Philadelphia

THE EDEN CIGAR

OF

BANCES & LOPEZ, Havana, Cuba

Calixto Lopez & Company

257-265 Fourth Avenue, New York

Will receive and attend to orders

Cigars Made Strictly of the Very Best Vuelta Abajo Tobacco

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:. Cigar Box Labels .:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

GEO. SCHLEGEL

22nd St. and Second Ave., NEW YORK

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHIL ADELPHIA OFFICE, 573 BOURSE BLDG. H. S. Springer, Mgr.

CHICAGO, 160 N. 5th AVE. J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST. L. B. Schoenfeld, Mgr.

NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS

Equal to Imported

Write for Samples and Prices

EL AGUILA DE ORO

BOCK & Co

HENRY CLAY AND BOCK & CO. LTD.

HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine

HAVANA CIGARS

LA ESPAÑOLA — FUEYO Y Cª — HABANA

LA FLOR DE NAVES — DE OBESO Y CUETO — HABANA

LA FLOR DE MURIAS — DE A. MURIAS Y Cª — HABANA

LA COMERCIAL — DE RENGOCHEA Y FERNANDEZ — HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY — JULIAN ALVZ — HABANA

ESTELLA DE F.G.C. HABANA

H DE CABANAS Y CARBAJAL

LA INTIMIDAD — DE ANTONINO CARUNCHO

AFRICAN — HABANA

LA MERIDIANA — DE P.M.Y Cª — HABANA — PEDRO MURIAS

FLOR DE J.S. MURIAS — HABANA

Flor de J. S. Murias y Ca.

LA FLOR DE CUBA — DE M. VALLE Y Cª — HABANA

MANUEL GARCIA — ALONSO — HABANA

SUPERIOR DE SANTIAGO — DE PEDRO ROGER — HABANA

LA FLOR DE YNCLAN — DE F. YNCLAN — HABANA

LA CAROLINA — DE BANCES Y SUAREZ — HABANA

LA CORONA

Ever Had Your Show Window Blown In?

Petz metal store front bars prevent it—have prevented it many times. Petz bars hold plate glass up to wind storms—they've been tested by an 80-mile-an-hour gale and made good.

This is the strongest metal store front bar made—it has a steel backbone. It grips the glass tightly, but without clamping metal to the glass, so there is no danger from cracking. It is neat and compact.

Saves hundreds of dollars every year, just because it's rigid—unbending.

See illustrations of different styles in Catalog B.

Write for it now.

PLATE GLASS DEALERS AND BUILDING CONTRACTORS SELL PETZ BARS

DETROIT SHOW CASE CO.

489 WEST FORT STREET

DETROIT, MICH.

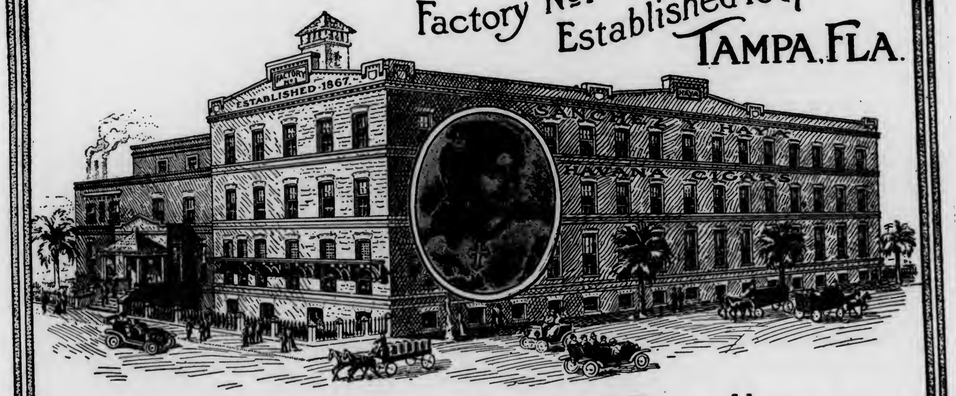
LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867

TAMPA. FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

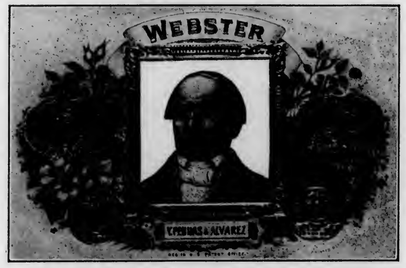
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa — Calcutta, 10 Government Place / Alexandria, Rue Cheriff Pacha — CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, JULY 15, 1913. No. 14.

40 MICHIGAN DEALERS ARRESTED; WILL TRY TO KILL CIGARETTE LAW

Test Case Will Be Made to Have Rigid Act Declared Unconstitutional—Statement From Attorney

(Special Despatch to The Tobacco World.)

Grand Rapids, Mich., July 10.

AS the result of the arrest of forty local dealers charged with violation of the anti-cigarette law, an effort is now being made to have this law declared unconstitutional. A test case will be made in the arrest of Harold B. Nye, who is charged with violation of the law. Mr. Nye has retained two capable attorneys, H. Monroe Dunham and Stuart Knappen, who are determined to carry the case to the highest courts in order to have it declared unconstitutional.

Speaking of the case, Attorney Dunham, in a statement to "The Tobacco World," said:

"Act No. 226, of the Public Acts of 1909, was known as our Anti-cigarette Law, and the title of the act is as follows:

"'An act to prohibit the manufacture, sale or use of adulterated cigarettes and prohibiting the *use* of cigarettes by minors.'

"Section one of this act relates to the sale of adulterated cigarettes and is not in controversy.

"Section two of the act reads as follows:

"'Any person within this state who *sells, gives* or in any manner *furnishes* any cigarettes in any form to any person under twenty-one years of age shall be punished, etc.'

"It is the claim of Mr. Nye that the title of the act is not broad enough to cover the offence charged in section two of the act. Also that section two of the act is not germane to the general purposes expressed in the title. Reading section two of this act you will see that cigarettes furnished or sold to a minor for the use of a third person would be a violation of the law, although the title of the

(Continued on page 28)

CUT PRICE IMPORTED CIGAR WAR WAGING HOT IN THIS CITY

Riker-Hegeman and United Stores Slash on Havana Goods, and Mahn Reduces to 17½ Cents—Cigarettes and Tobacco Affected Too

THE cut price war on imported perfecto cigars which has been raging for some time in Boston and New York, as the result of the competition between the Riker-Hegeman Drug Stores and the United Cigar Stores Co., has spread to Philadelphia, and is not only confined to imported cigars, but is also affecting a number of the popular brands of cigarettes.

When the Riker-Hegeman Co. opened their first store in Philadelphia, at 1332 Chestnut Street, several weeks ago, they immediately proceeded to do a side show business in the cigar and cigarette department by featuring it apparently as strong as their legitimate drug supply department. In fact, from the way the goods were displayed in the windows, and advertised, the average Philadelphian was led to believe that another cigar store, and not a drug shop, had opened for business. A second store of this chain is about to be opened on Market Street near Thirteenth Street, and the same policy of cut prices on cigars will be followed there.

In order to meet the cutting on imported cigars, which affected all of the leading 25-cent brands, the United Cigar Stores Co. immediately announced their goods at 18 cents. These were the only stores to meet the cut-price figures, until Godfrey S. Mahn last week came out with a startling announcement that he had cut all his 25-cent imported perfectos to 17½ cents, thereby going the price cutters ½-cent better, and starting a back fire which promises to disturb the local market considerably. It is the first time in the history of the Mahn business that he has ever cut imported cigars to such a low figure.

How long any importer can keep selling cigars at cost or less, remains to be seen. In fact, a number of other

(Continued on Page 27)

Por Larranaga Factory Reorganized

Havana, Cuba, July 7.

THE Por Larrañaga factory has undergone a change in directorship. Don Eustaquio Alonso is now the president of the company, Don Antonio Rivero is the vice-president, Don Ricardo Rivero the secretary, and Don José Fernandez Capillin the treasurer. By the addition of Don Eustaquio Alonso and Don José Fernandez Capillin, who for the past 12 years were actively connected with the Partagas factory, the Por Larrañaga Co. has acquired two very valuable gentlemen, the former as a thorough organizer, and the latter as one of our best judges of leaf tobacco, who knows how to blend different vegas from the Vuelta Abajo, and what kind of wrappers each of the markets requires. With the fine crop of Vuelta Abajo this year, there is no doubt that the Por Larrañaga cigars will be not alone distributed, but also be called for and smoked by all connoisseurs.

The factory has secured a sufficiently large stock of the cream of this year's Vuelta Abajo vegas, so as to guarantee the smokers the same even, mild, but aromatic cigars for a long time ahead.

Pithy Paragraphs of the Late News

Strikers Get Two Stretchers Full of Coin.—In a parade of 1500 stogie strikers and their sympathizers at Pittsburgh, July 12, 500 girls and women carried banners and flags. Two white stretchers were carried, into which spectators threw money to help the cause.

Eightieth Store of Riker-Hegeman.—The eightieth retail drug and cigar store of the Riker-Hegeman Co. was opened in Wilkes-Barre, Pa., last week. Cut prices in cigars, cigarettes and tobacco proclaimed its advent.

And Now It's Navajo Blankets.—Miniature Navajo Indian blankets, 5½ x 8½ inches, were given away in Philadelphia last week with each 5-cent pack of "Sovereign" cigarettes, in which also were packed two coupons redeemable for ½ cent each. The supply of blankets was soon exhausted.

Only 100 Difference But It Hurt.—Alleging that the title "No. 208" was an infringement upon their "108" brand of cigars, Goldsmith, Silver & Co., cigar manufacturers, of Portland, Me., have brought suit against Llewellyn W. Savage, of Bangor, who was pushing the brand "No. 208." Plaintiffs state their brand is being injured by the similarity of the titles.

Snuff Factory Removed.—The snuff factory formerly operated at Yorklyn, near West Chester, Pa., by the American Tobacco Co.'s interests, has been shut down and will be moved to Kentucky.

STOGIE MAKERS' STRIKE SPREADS IN PITTSBURGH

Nearly 2500 Out as Result of Lockout and Fight for Higher Wages—Only Hill District Affected So Far

(Special Despatch to The Tobacco World.)

Pittsburgh, Pa., July 12.

THERE are 2500 stogie makers now idle in the Pittsburgh district as the result of a strike and lockout. So far the only factories affected are the smaller ones in the Hill district, but it is feared the trouble may spread to other factories in other sections.

On June 28 the workers in the Industrial Cigar Co. and the Penn Cigar Co. struck for a wage increase per day of 15 cents. It was planned by Tobacco Workers' Industrial Union, Local 101, in which the stogie workers are organized, to make this strike the first step in a fight for wage increases in all the factories of the city.

Anticipating such a move, the manufacturers' association held a meeting and declared a lockout, which became effective on July 3, in the following factories: Enelow Cigar Co., Miller Street; J. Miller, Crawford Street; Levine Bros., Fulton Street; J. Reichman, Clark Street; Webster Stogie Co., Trent Street; Wetzel Co., Marion Street; Standard Cigar Co., Enoch Street; Shipero Co., Cliff Street.

The union answered the ultimatum of the bosses with a call for a general strike, accompanied with the announcement that instead of a wage increase per day of 15 cents they would accept nothing less than 35 cents.

The stogie manufacturers say cost of material and manufacturing will not allow them to continue business, as the workers are demanding an increase of 94 cents on three-for-five and $1.32 on two-for-five stogies. They will store what little stock they have and will resume business later. It is almost impossible to secure filler and wrapper tobacco, except at prohibitive prices. A long drawnout battle is expected.

Hannan Brothers' factory is running full time, having no trouble with their workmen. They say business is very good with them.

2600 Bales of Sumatra for United States

At the Amsterdam inscription July 11, 1200 bales were taken for the American market. Among the purchasers were F. & E. Cranz, 150 bales; G. Falk & Bros., 521 bales; S. Rossin & Sons, 60 bales; Haas Bros., 134 bales; H. Duys & Co., 200 bales; Joseph Hirsch & Sons, 150 bales; E. Rosenwald & Bro., and W. K. Gresh & Sons.

At the Amsterdam Sumatra inscription held July 4, about 1400 bales were bought by American houses at high prices. Among the buyers were: Cullman Bros., 418 bales; E. Rosenwald & Bro., 411; S. Rossin & Sons, 206; A. Blumlein & Co., 110; F. & E. Cranz, 105; Joseph Hirsch & Son, 96, and A. Cohn & Co., 69.

Proposes Tax to Help Tobacco Growers

At the hearings before the Congressional Tobacco Commission, in Washington last week, a novel proposition was made by James Dixon, Commonwealth Attorney for the State of Kentucky, who suggested that in order to protect the tobacco growers against unfair methods of big buyers, and also to prevent friction among themselves, the government should levy a tax of from 15 cents to 20 cents per pound, to be paid by the buyer. After deducting the expense of collecting same, the government should return this tax to the farmer, thereby insuring a living to the growers.

NEW TOBACCO LABOR REGULATIONS IN PENNA.

Commissioner Jackson Announces That He Will Rigidly Enforce New and Old Acts Affecting Workers

A STATEMENT summarizing the labors laws of Pennsylvania now in existence and the new provisions passed at the recent session of the State Legislature, has just been issued by John Price Jackson, the newly appointed Commissioner of Labor and Industry, whose duties include those of Chief Factory Inspector, an office wiped out by the creation of this new department. There are several new regulations affecting cigar and tobacco manufacture.

A skeleton of the summary follows:

Minors under 14 may not be employed in any establishment.

Minors under 16 may not be employed in or about establishments for the manufacture or preparation of white lead, red lead, paints, phosphorus, phosphorus matches, poisonous acids, or for the manufacture or stripping of tobacco or cigars, except where special permission has been granted by the Commissioner of Labor and Industry.

Minors under 18 may not be employed in hazardous occupations.

Minors under 18 may not be employed unless they can read and write the English language intelligently and are physically qualified for their work.

Boys under 16 may not be employed in any establishment more than ten hours a day, except to make a shorter work day (not holiday) for one day in the week, and not more than 58 hours in any week.

After November 1, 1913, no females may be employed more than six days or 54 hours in any one week.

No females under 21 may be employed between 9 P. M. and 6 A. M., except telephone operators over 18 years of age.

No female may be employed in any manufacturing establishment between 10 P. M. and 6 A. M., except as managers, superintendents, clerks and stenographers.

No minor between 14 and 16 may be employed in any establishment unless the employer procures and keeps on file an employment certificate. Employers are required to return certificates to children who leave their employment.

After November 1, 1913, every employer of females shall post conspicuously in at least one of the rooms where such female is employed a schedule of the hours of labor of every female, containing her name, daily and weekly hours and time of commencing and stopping work and meal hours; also printed abstract of the woman's employment law.

In every establishment where both males and females are employed suitable toilets, wash and dressing rooms shall be provided. After November 1, 1913, toilets for females shall be provided in the ratio of one to every 25 females employed. Suitable seats shall be provided for all women employes and use thereof permitted when they are not necessarily engaged in active duties.

No person engaging in the manufacture or sale of wearing apparel, cigars or cigarettes shall contract for their manufacture in whole or in part by any persons in any kitchen, living room or bedroom, except where the persons so engaging are members of the immediate family of the persons residing in such rooms.

Fight Over New Snuff Law

Grand Forks, N. D., July 8.

A newly enacted law forbidding the sale of snuff in this state, has resulted in a clash between the Pure Food Department and the snuff manufacturers and it is likely that a long drawn out legal battle will result. Pure Food Commissioner Ladd has discovered that since the anti-snuff law has gone into effect, that snuff manufacturers have introduced a substitute which they claim can be sold in spite of the law. So the Pure Food Department is determined to prevent the sale of the substitute and legal action will be brought.

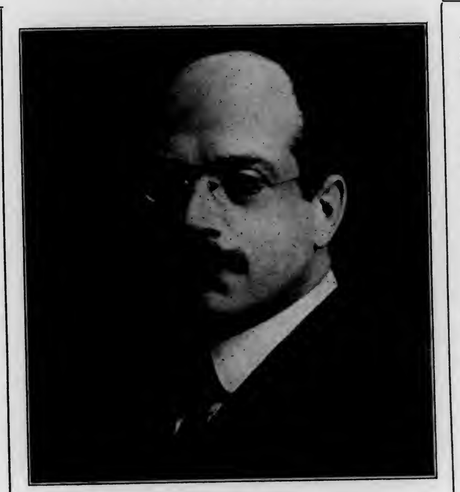
A. T. Co. Warehouse in Macedonia Destroyed

The American Tobacco Co.'s warehouse at Seres, Macedonia, was destroyed by the Bulgarians, July 13, when they pillaged the town. The American Tobacco Co. denies that the loss is $1,000,000, although so reported. Losses, however, are heavy. The invaders destroyed a lot of tobacco belonging to the German and Austrian companies, and the American Tobacco Co. No advices of the losses have reached the company at 111 Fifth Avenue as yet.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

FOREIGNERS visiting the United States have often remarked that one of the most noteworthy things of commercial America is the varied types of men who head our great industrial projects. In one instance, we find a dashing, brilliant man almost dominating a great enterprise by sheer physical strength, and in another quarter, in a similar enterprise, we find a modest, calculating man quietly handling the reins and accomplishing things without being anywhere near the spotlight. Both types, however, are equally effective in their sphere.



Fred Hirschhorn

Fred Hirschhorn, the recently elected president of the United Cigar Manufacturers' Co., is strictly a member of the latter named class.

It took a Jac Wertheim, with his genius for organization, to create the great United Company, and when his work was completed it was fit that his mantle should fall upon the shoulders of Fred Hirschhorn, for this man today is the directing head of a corporation which in all its branches produces annually something like five hundred million cigars.

Such a business needs at the helm a man who is essentially a factory man, and a manufacturer in the broadest sense, and it was the knowledge of the peculiar abilities of Mr. Hirschhorn in this direction that led the directors of the United Company to place him in the presidency when Mr. Wertheim retired.

Fred Hirschhorn, not Frederick, is described by those who know him best, as a man without frills, and also as possessed of a wonderfully logical and farseeing brain. He plans today, said an intimate friend, for achievements five years hence, and the plans are carried out to the letter. During the evolution of them the uninitiated look on with wonderment, but Hirschhorn, silent and watchful, is content to know that his judgment has not played him any tricks.

It is this quality which has placed him, at 42 years of age, at the head of this great business, and those who know him best, feel sure that his career is just opening for him.

Mr. Hirschhorn is a born New Yorker, and has been a cigar man all his life. He was one of the members of the firm of Hirschhorn, Mack & Co., which went into the United Cigar Manufacturers' Co. when it was first organized, and upon the retirement of his brother, Charles Hirschhorn, and Marc H. Mack from their positions as officers of the corporation several years ago, he was elected vice-president of the company, and from that position elevated to the presidency last spring.

Like all men who are thinkers, Mr. Hirschhorn loves the water, and his one pet hobby aside from cigars is yachting. He is a member of the Brooklyn Yacht Club and has owned several fine boats at various times. "The Evelyn," a splendid 135-footer, now flies his pennant, and is well known in all waters about New York.

He has a beautiful summer home at Byram Shore, Conn., and frequently in making the trip up the Sound, some of the important policies of the company which he now directs, are thoughtfully and carefully mapped out, with nothing to disturb save the rippling of the waters as the swift craft glides on.

The love of the sea teaches big things, and Fred Hirschhorn has been an apt pupil.

D. D. Cady is now located in his new cigar store at 823 Riverside, Spokane, Wash., same having been recently altered and redecorated.

Big Turkish Tobacco Crop in California

The harvesting of Turkish tobacco has been started by a syndicate of Greeks who leased a hundred acres of land in the Bullard Farms, near Fresno, Cal. According to all indications, the tobacco is of high quality and will net a gross return of probably $200 per acre.

L. M. Umstead, tobacco expert of the Exeter demonstration farm of the American Tobacco Co., estimates the tobacco crop of this year at 500,000 pounds.

Turkish tobacco is grown in only two places in the United States—California and Texas. Fresno and Tulare counties are the only places in California where it is grown to any extent. Reports state that the California Turkish tobacco crop in 1909 was 7000 pounds; in 1910, 15,000 pounds; in 1911, 45,000 pounds, and in 1912, 150,000 pounds.

To Test Washington Coupon Law

Criminal information has been filed in Seattle, Wash., by Prosecuting Attorney John F. Murphy, charging F. S. Pitney, manager of the United Cigar Stores, with furnishing stamp coupons without a license. The charge is made under the new anti-coupon law, enacted at the last legislature. This will be made a test case.

PROBLEMS of the RETAILER

How to Land That Vacation Trade

THE retail tobacconist who grumbles because many of his regular customers have gone away for the summer, and he is losing their trade, temporarily, at least, has only himself to blame. There is a way not only to keep this regular trade but to build it up.

A man away on his vacation, if he smokes at all, is likely to consume double the amount of his usual daily amount of cigars, cigarettes and tobacco, so that the dealer, who loses touch with him, is not only out the normal amount of sales, but often double this amount.

In the first place, the retailer, if he be located in a town, where the habit of going away for the summer or part of it is prevalent—and in what town in this country does this not prevail?—ought to anticipate the vacationist's absence by dressing his windows and placing signs calling the attention of the customer to the necessity of stocking up on his favorite brands before leaving. The average man, once he finds a favorite brand of tobacco or cigars, is likely to lay in a good supply before leaving, if he be properly reminded of this.

However, few tourists care to carry enough of their favorites with them to anticipate from two to four weeks' consumption; therefore, it is up to the dealer to see that he gets the duplicate business when the vacationist's supply is exhausted. In order to get this duplicate business, we would suggest the retailer furnishing self-addressed postal cards to the best prospective customers so that they can re-order by mail.

As an inducement to them to send in their orders, the dealer should with profit offer to ship all goods free by Parcel Post.

We know that this scheme has been worked successfully by many enterprising dealers, and if you have not tried it now is the time to get busy, as the vacation season is now in full tide.

Selling Retail Windows for Display

THE experiment recently tried in Chicago by a syndicate which secured contracts for six hundred druggists in that city to sell their windows for the display of cigars, candy and other nationally advertised goods, at an average rate of $7 per window each week, is being watched with considerable interest by the cigar trade.

A Lancaster, Pa., cigar manufacturer recently used five hundred windows under this scheme for the display of his cigars, and it is claimed by the window trimmers that 300,000 10-cent cigars and 100,000 5-cent cigars from this factory were sold through these window displays during the five weeks of the display. These brands thereby obtained a hold in the Chicago market which would ordinarily take months and sometimes years to achieve.

The syndicate operates its scheme somewhat as follows: First the druggist pays $10 to join the syndicate and in return he receives a fixed price for every week in which the syndicate displays are made in his window—this price being 75 per cent. of the amount paid by the manufacturer to the syndicate. The manufacturer buys a certain number of windows just as he would place an order for a given number of billboards of a certain size. He also pays for his windows in about the same way as he does for the billboards; that is, the best windows go at from $12 to $15 per week, while those in stores located in outer sections of the city cost from $3 to $5 per week. The average cost for the six hundred windows offered by this syndicate is $7.

Commenting upon this proposition, the "Novelty News," of Chicago, makes the following observations:

"Most of the big national manufacturers and distributors have looked upon this scheme with a considerable amount of distrust because of the precedence it sets in the matter of securing dealers' co-operation. Manufacturers of articles which retail at a small price and who have distribution in all sections of the country would find it a considerable burden, they claim, to be called upon to pay such prices for securing displays in their dealers' windows. Then, again, they figure that should the plan be developed to a considerable extent it would result in the big manufacturers bidding a little bit higher for the windows and in this way practically monopolizing the dealers' windows through the year.

"The merchant who sells his window for a display of this sort is bound to carry at least a small stock of the article offered, as the display of the goods in his window is sure to produce a certain proportion of demand for that particular product. It is pointed out by the window display syndicate that this increase in sales entirely overshadows the charge made for the windows and gives the manufacturer a distribution in a given territory without the usual expense for introducing his product to the retail trade by means of salesmen. We understand that the window display syndicate undertakes to secure introductory offers in each one of the six hundred drug stores with which it has a contract for the use of their windows.

"The manufacturers answer this argument with a declaration that they already secure this increase in sales through the former method of offering the dealer a complete window trim for his window and which the dealer was asked to install without charge to the manufacturer.

"The outcome of the window display syndicate proposition will be watched with interest by the national distributing manufacturers and upon the results secured by the syndicate will no doubt largely depend the shaping of the plans of these manufacturers for their future dealer advertising work."

Personality Behind the Counter

ARTHUR J. GILES, secretary of the Federation of Grocers of the United Kingdom, says:

"In a single store the personality of the man counts for more than most anything else. Go into a store, look it over and then look at the proprietor. If he has the right personality he will get and hold trade year after year.

"I am convinced that wherever you find an efficient grocer, a man who knows his business and who is enterprising, no chain store can live next door to him. The grocer who knows his business and who so serves his customers that they won't go elsewhere will never be driven out by chain stores."

The same deduction applies with equal force to the retail cigar store, where, if anywhere, the personality of the man behind the counter can either make or break a business.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

Cigars displayed in open boxes on top of the show cases offer a constant source of temptation to the light-fingered gentry, who cannot resist an opportunity to help themselves to anything they happen to see lying around loose. It is not only the chronic crook, however, who is tempted, but many customers whom the world regards above suspicion have been known to yield to kleptomania when they see cigars or stogies unprotected.

How to Stop Snatchers Robbing Your Counter.

Ask any retailer who makes it a practice to keep opened boxes on the counter, how many cigars are stolen in the course of a year, and the answer would astound you. Thousands of dollars are lost each year through this loophole.

How are you going to stop it?

I know of a big dealer in Baltimore who, finding that his profits were being eaten up by counter-snatchers, awoke one day to a bright idea, which has solved the problem as far as his store is concerned. He has installed a small mirror over each of his cash registers, so that when the clerk turns his back to ring up the sale he can keep his eye on the entire counter and hold the suspicious customer constantly under surveillance. Of course, the clerks learn to know their trade, whom to watch and whom to ignore, but once they spot a suspicious hand, they can watch him without being noticed. This scheme, the proprietor says, has almost completely eliminated thefts.

Try it!

More than 500 attractive Japanese matting rugs, 3 feet by 5 feet, were distributed July 2 and 3 at four retail stores of Joseph Way, in Philadelphia, as premiums with each purchase of $2.50 in cigars, pipes or smokers' articles.

Real Rugs Given Away With Each $2.50 of Cigars.

Preceding the premium days, advertisements, announcing the gifts, appeared in local newspapers, and as a result the sales in the Way stores leaped up. This is the first time that rugs were actually given away by a cigar dealer in Philadelphia, and the novelty as well as utility of the premium attracted unusual attention.

During the week previous the Way stores gave away college and school pennants with each purchase of 50 cents. Several thousand pennants were disposed of.

Burt Johnson, manager of the cigar department at the G. & R. McMillan store, Detroit, is working out a novel scheme that is producing considerable new business. He recently purchased 100 office humidors, with the wording "Burt Johnson Office System" printed on the front.

Installs Humidors in Offices to Get Box Trade

One of them is being placed with each prominent business man in the downtown office buildings with the understanding, of course, that they patronize Burt for their cigars. The humidor is simply loaned to them while they are customers. Each humidor has a capacity for 100 cigars.

Al Neff, assistant to Mr. Johnson, has been canvassing the leading offices and has placed the entire hundred, with the result that the department is now having a much larger trade. The initial cost of the humidors is quite heavy, but they will soon pay for themselves, if 100 new customers can be added to the list.

A Chicago retailer, who conducts several stands, whose business began to show signs of falling off when several of the United price-cutting stores opened nearby, evolved a scheme of holding his old customers and attracting new ones, without resorting to price slashing.

How This Dealer Beats the Coupon Game

The coupon habit had been so strongly developed by his competitors that this clever dealer resolved to take advantage of the trend and go along. But he went along in his own way and this is how he worked it.

With each cash purchase he gives a coupon, showing on the face of it the amount of the transaction. Each coupon bears the date of sale stamped indelibly and plainly to prevent forgery. At the end of each month he places in his window a sign announcing that all coupons bearing a certain date will be redeemed in cash for their full face value. The date selected is picked usually for a day when the sales were not so heavy, thereby keeping down the cash needed for redemption.

Every man, and particularly the average smoker, has the gambling instinct developed to some degree, and this scheme appeals mighty strong to this side of his nature. He is glad to take a chance of getting his day's smokes for nothing.

The redemption of the coupons does not require as much cash as you might think. Many coupons, bearing the lucky date, are lost, and not a few are never turned in for redemption. The dealer states that the coupons redeemed average about 5 per cent. of the number issued. He says he has found the scheme a successful business builder.

A veteran retailer of the Middle West states that while it is a mooted question whether cigars sell better by placing them on display, pipes must be shown and arranged alluringly to be properly sold. "It is a queer fact, but nevertheless true," he goes on, "that no matter how many pipes a smoker may own he will add another to his collection if his eye happens to light on one that strikes his fancy. He buys his pipes the way he buys his neckties, not so much because he needs them as because their style attracts him. And to be attracted by them he must be led to look at them either in the window or in the showcase where they can be shown publicly to arrest and fix his sub-conscious critical attention. I have made many experiments in my pipe department and I have always found the most profitable ones to be elaborate displays of high-grade lines and exclusive designs."

Must Display Pipes to Sell Them Says This Dealer

A sanitary drinking cup with each 10-cent package of "Union Leader" is being given away by many retailers handling this brand of smoking tobacco.

Trade Stimulators That Work Well

A pipe with a capacity for 28 ounces of tobacco at one filling has been exhibited as a window attraction by the Hartman Cigar Co., Battle Creek, Mich.

Don't, on any account, begrudge the number of cubic feet of gas you distribute over your windows. A well-lighted window is the candle around which human moths will be attracted.

Safety razor free with one dollar purchases was a recent stunt at the Short stores in St. Paul. At a later sale $2 and $3 calabash pipes were sold at $1.

AN old-time tobacconist whose store is located directly opposite a gilded moving picture theatre in Philadelphia complained to me last week that the "movies" were hurting his business. This seemed strange to me, for it was my impression that wherever crowds congregate, the transient trade in cigars, cigarettes and tobacco was benefited.

"You're wrong," said he, "at least so far as I have observed from my own experience. Ever since that 'movie' across the street opened last spring, I've noticed a falling off in trade among my younger customers. These fellows, many of whom are just above the legal age, prefer to spend their dimes and nickels taking their sisters and sweethearts to the pictures, and as many of them have little spending money, it goes to the 'movies' instead of to me."

This is a new line of competition. When it is considered that patrons of the "movies" in this country spent 6,380,000,000 nickels, or $319,000,000, last year, and that these shows had a grand total of 3,600,000,000 paid admissions, the immensity of this new amusement branch can be realized. It is also stated that over $80,000,000 is invested in the moving picture industry, that more than 200,000 persons are employed and that 10,000,000 feet of picture films are produced weekly.

Some competition, eh?

* * *

My friend B. F. Alexander, who is now handling the Fernandez y Garcia and Diaz y Garcia lines in the United States and Canada, celebrated the twenty-third anniversary of his wedding on June 24 last, and those friends who were not present at the formal function were not forgotten, for Mr. Alexander sent down to his factories and had both of them turn out a special anniversary cigar for him.

The Fernandez y Garcia factory sent up to New York special boxes of ten extra large size beauties, each box labeled "Alexander" shape and each lid bearing the anniversary dates, 1890-1913; and the same compliment was extended by the Diaz y Garcia factory. It's almost needless to say that the cigars were superb, and the friends who received them lucky and appreciative.

I was among the chosen, and I sure appreciated them.

* * *

At the last meeting of the Independent Retail Tobacconists' Association, held in New York, my old friend, Ike Ochs, president of the Independent Cigar and Tobacco Salesmen's Association, gave a striking illustration of the effect of the coupon system now prevalent in the United Cigar Stores. He said:

"A few days ago a Swedish servant girl came into my store to get some cigars—not for herself, of course, but for the man of the house in whose apartment she was employed. They were having a card party. This girl couldn't speak English, but she had a piece of paper on which was written the name of the brand of cigars handled by the trust, three for twenty cents—one dollar's worth. I tried to explain that I did not have the cigar desired and offered a better brand, three for a quarter, at the reduced price of three for twenty cents. The girl did not understand, so I wrote a note to the man and took the dollar.

"My profit on that sale was exactly twenty-five cents, which was enough; to the United Cigar Stores Company the other sale would have netted a profit of sixty cents. And yet, in less than five minutes the servant returned to the store with the cigars, which she dumped on the counter and said the one word—'tickets.' It was the only English word she knew. There was nothing for me to do but to give her back the dollar."

* * *

"When a man drops a piece of meat on the floor," declares the Lathrop "Optimist," disgustedly, "no matter how clean the floor may be, he will either give it a kick or pick it up and lay it aside. He will never eat it. But let him drop his plug of tobacco on the street, no matter how dirty the street may be, and he will pick it up, give it a careless swipe on his coat sleeve, and then take a big chew from it with a keener relish than ever. This is the kind of vitrified brick man is." "Well, what of it?" asks the Nevada "Post." "Don't he spit it all out again? The cat can eat the meat. She don't want the tobacco. Let the poor man chew it."

* * *

I was riding in a trolley car the other day when I looked up and saw this sign, staring me in the face: "Smoking permitted on the rear longitudinal seats while the windows are open." Do you catch the high-falutin verbiage? I wondered whether the average smoker really understood it, and I immediately asked one of my neighbors what it meant, who replied "search me." You see the trolley cars in which it appears are of the convertible type, having aisle seats and two seats running lengthwise at either end.

No—it was not in Boston; it was in dear old Baltimore!

* * *

The announcement that an Italian tobacco monopoly will in September begin the manufacture and sale of cigarettes "without nicotine" at three cents apiece, will be received in this country by the tobacco trade with a smile. We have heard of the horseless carriage, smokeless powder and wireless telephones, all of which have become common, but we have yet to see the fellow who can take the "Nic" out of "Nicotine" and still have something worth smoking.

* * *

An interesting tale is told in connection with Frederick C. Vollmer, whose death occurred at Chambersburg, Pa., recently. Engaged in the cigar and tobacco business when a young man, he became imbued with the idea that not only the use of tobacco was wrong, but its sale also. He therefore deposited his entire stock of cigars and tobacco into an alley alongside his store, which at that time was located on East Market Street, and thereafter would have nothing to do with the business. If it is true the good die young, Vollmer beat the game. He was over sixty when death claimed him.

THE ONLOOKER.

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Manufacturers' Control of Retail Prices

The recent opinion handed down by the Supreme Court of the United States in regard to the right of the manufacturer of a patented or trade-marked article to control its price, once it has left his hands, undoubtedly will be read with much interest by the cigar manufacturers who have for years been making a conscientious effort—and not without success—to maintain the retail selling prices of their cigars and to curb the disastrous work of price-cutters.

The latest opinion rendered by the Supreme Court in the case of the manufacturers of "Sanatogen" against a retail drug store in Washington, D. C., was to the effect that when a manufacturer sells his product outright to the retailer, he thereby loses all privileges accruing to him under the Patents and Trade Mark Rights and therefore cannot control the retail price at which the article is sold to third parties.

The decision of the Supreme Court of the United States on this case is of special interest because of its direct connection between the action that is now pending by the Department of Justice against the Kellogg Toasted Corn Flake Co. The latter has been selling its products on a restricted price basis and when sued by the Department of Justice under the Sherman Law, complaining that the refusal of the Kellogg Toasted Corn Flake Co. to sell to "price cutters" was in restraint of trade, the Kellogg people answered that it had a right to control the re-sale of its product under the patent it held for the cartons in which the corn flakes were put out.

The decision on the Kellogg case will be awaited with deep interest by all manufacturers of tobacco products, since it more directly than in any other case before the Supreme Court, outlines the position of the manufacturer who refuses to sell price cutters.

It seems strange to us that the cigar or cigarette manufacturer who spends thousands upon thousands of dollars each year to exploit his products, can have no legal protection from the price cutters. Many manufacturers of cigars have succeeded in choking off disastrous cut-price campaigns by refusing to sell to the price cutters. In most instances this policy has proved efficacious, although, in many cases, the price cutters continue to get the goods they desire by indirect routes and have gone merrily on.

A scheme recently tried out by the Waterman Fountain Pen Co. to control the retail price, might be put into effect in the cigar trade. The Waterman Company secures from the dealer a contract for a certain consignment of pens, for which the dealer pays the regular price, but the Waterman Company agrees to buy back the pens at any time they choose at the original price. Hence when they find a retailer cutting the price, they can step in and take the goods away from him. Cigars, however, are quite different from fountain pens, since the longer they are kept in stock and not properly cared for, the less valuable they become, and manufacturers who would seek to buy them back under this scheme would likely find that their goods had deteriorated.

If the Waterman scheme were carried out in the cigar trade, manufacturers desiring to control the retail prices would be compelled largely to eliminate the jobber and deal direct with the retailer, using the jobber only as a distributing agent to appoint sub-agents signed up according to the contract with the cigar manufacturer.

Time for the Smokers to Strike Back

It seems to be the fashion nowadays, among reformers everywhere, to impose harassing restrictions upon the smoker and tax him with inconveniences suffered in patience by no other class of people under this nation's free flag. If these reforms are permitted to extend, they will crowd the smoker off the earth and it is high time that not only the consumer, but the retail and wholesale tobacco trade, unite to curb them.

We agree heartily with the following comments of the "New York World," which, speaking editorially, says:

"There are a great many smokers, most of them men, some of them women. They pay a large part of the $70,000,000 of internal revenue that is derived from tobacco and a considerable portion of the $300,000,000 of customs. In many cases they are taxed otherwise. Speaking generally, we should say that they are desirable citizens.

"Everybody wants their money, but because a few take offense at their smoke and because smokers as a rule are well-mannered philosophers, regardful of the feelings of others, they find their personal rights or tastes more and more restricted.

"Persons in a position to forbid smoking evidently need to be warned against yielding too readily to the demands of people whose obsession is limited to a small number. Smokers may never get together and carry their flaming cigars, pipes and cigarettes into Africa, but if they should they would make some of the present-day rules and regulations look foolish in the extreme."

PHILADELPHIA.

VALENTINE FACTORY MERGED WITH T. J. DUNN & CO.

Pioneer Pennsylvania Cigar Firm Joins With Big New York Company—Individuality, Name and Organization of Old Firm to Be Retained.

OFFICIAL announcement comes from T. J. Dunn & Co., of New York, that dating from July 1st the business of A. S. Valentine & Son, Philadelphia, had been amalgamated with theirs.

In discussing the matter, Theodore Werner, of T. J. Dunn & Co., stated to a "World" man that Roy Valentine, of A. S. Valentine & Son, had been in New York on July 8th, and that every detail of the transfer had then been completed.

The individual business of A. S. Valentine & Son will not be affected for the present by the consolidation. Roy Valentine will continue as he has since the death of his father, to absolutely manage the business, and the travelling force, brands and manufacturing department of the company will remain intact. Mr. Valentine becomes a stockholder of the Dunn Co. and the managing officer in the Valentine branch.

The merging of these two interests brings together two very prominent factors in the cigar trade. The Valentine business was founded by A. S. Valentine 65 years ago and has been one of the most successful in Pennsylvania. Upon the death of the founder of the business Mr. George Valentine assumed charge and remained in active charge until his death, which occurred less than a year ago.

For 15 years Roy Valentine has been actively connected with the business and is well qualified to continue its management. The leading brands which have made this factory famous are the "Betsy Ross," "Broadwall," five cent cigars, and their "Paul Jones," "Tirador," "Flor de Valentine," ten cent cigars, as well as a number of other popular selling brands. They maintain their principal factory in Philadelphia and a big branch at Womelsdorf, Pa., and their annual production is estimated at 25,000,000 cigars.

The firm of T. J. Dunn & Co. is one of the best known in the trade, and its progress has been one of continuous expansion. Ten years ago Theodore Werner & Co. and T. J. Dunn & Co. were merged under the Dunn name and later McCoy & Co., of New York, and Victor Thorsch & Co. were absorbed, and last year the old established business of Heyman Bros. & Lowenstein was also taken over.

The acquisition of the control of the Valentine factory cannot fail to strengthen the Dunn organization as well as bring to the Valentine business greater opportunities for its expansion. The leading brand which has made the Dunn factory famous is their "New Bachelor" cigar, which is one of the best selling nickel cigars on the market.

Dalton's to Feature New Brand

M. J. Dalton & Co. are about to put on the market an exceptionally fine ten cent Havana cigar which bears the euphonious title, "Golden Robe." It is manufactured by Kras & Co., of Baltimore, and is gotten out with a golden label that is both distinctive and attractive. Manager Taylor believes that this new brand will make a big hit in the Philadelphia market, in which territory they will have the sole distribution of it.

Free Deal on New Cut "Central Union"

A free deal on "Central Union" smoking tobacco, manufactured by the United States Tobacco Company, Richmond, Va., has stimulated the sale of these goods in several territories. Beginning July 1, a 5-cent package of the "New Cut" grade of "Central Union" was given free with each dozen cut plug "Central Union," in foil, when bought by the carton. Addison Fowler, sales manager of the Philadelphia district, states that the trade are taking to the proposition in active style. The free deal is subject to withdrawal without notice.

New Philadelphia Factory

A new cigar factory has been opened at Fourth and Vine Streets, Philadelphia, by L. P. Kimmig and C. S. Robinson, under the name Kimmig & Robinson. Mr. Kimmig is a son of L. P. Kimmig, the well-known leaf tobacco dealer, and Mr. Robinson has not been previously connected with the cigar trade. They have engaged Samuel Baltalje to have charge of the factory.

M. C. Vanaman, who for many years had a fine retail cigar stand on Juniper Street, above Market, has been compelled to move because the building was being razed. He has moved to 54 North Thirteenth Street, which is a good location close as possible to his stand. "La Famosa" cigars, made by E. Kleiner & Co., New York, are being featured with much success at the new store.

In the Quaker City

Fred Freuh, an old-time tobacconist, has just opened a high-class retail stand at 103 Chestnut Street, Philadelphia, where he is featuring a number of prominent local brands, including "Bold" and "Cinco."

L. M. Walters, the hustling representative of the "Bold" factory, has just completed a successful Western trip and has started over Southern territory, making his principal stop at Norfolk, Va.

W. R. Taylor, of the M. J. Dalton Co., states that the summer trade on their leading brands has been exceptionally brisk, especially on "Lozano" and "Cortez" cigars and their 5-cent "Wizard" and "Don Marino."

Hillier & Thomas are introducing a new 5-cent cigar, called the "H. & T." perfecto. A number of big orders in Middle Western territory have already been obtained on this brand and, although the production is limited on account of the factory facilities, it will be pushed aggressively in Western and Middle Western territory. It is an exceptionally fine nickel cigar.

J. G. Atherholt has been featuring "Charles the Great" cigars in all sizes at his stand, 111 South Broad Street, with much success. The Atherholt stand is located in the district where smokers are particularly fond of a cigar that has the class of this brand, and as a result he has built up a big box trade. A recently installed plate glass sign proclaims the merits of this famous Rodriguez brand to the passers-by.

Harry S. Lazar has installed his cigar factory and retail stand at 229 Chestnut Street, having removed from 21 South Eleventh Street.

The Augustinez Cigar Co. has moved its factory and retail store to 22 North Eleventh Street, from their old location at 16 North Third Street, Philadelphia.

Harry Bremmer, of L. Bremmer Sons, leaf tobacco dealers, Philadelphia, is spending his vacation in the mountains. He has not been in good health for some time and hopes to recuperate.

Among the traveling salesmen seen in Philadelphia during the past week were: Hi Hammer, of Corral Wodiska y Ca, Tampa, who was headed home to Cleveland, after a successful trip Down East; Sidney Cahn, representing the Regensburg lines; Mr. Lederer, of Oppenheimer & Co., and Mr. Manheimer, of Kaufman Bros. & Bondy, both of the latter being pipe salesmen.

Clifford R. Daily, president and general manager of the Pure Gold Tobacco Co., Greeneville, Tenn., has been in Philadelphia the past week on business. He states that the sale of "Pure Gold" is increasing quite satisfactorily and adds that he is now planning an aggressive campaign to push his remarkable seller in several new territories. On the Pacific Coast "Pure Gold" has proved the sensation of the granulated tobacco market.

FIRST PENNA. GAINED 7,000,000 CIGARS IN JUNE

Biggest Production for the Past Month in Many Years—Cigarettes, Too, Show Heavy Gain

The biggest production of cigars for the month of June in many years is shown by the latest revenue returns from the First District of Pennsylvania. An increase of more than 7,000,000 over last June is sufficient evidence that the factories have been exceptionally busy. In June, 1912, there was a decrease of more than 5000 cigars compared with the same month in 1911, when the production was 63,566,000. The June figures follow:

	June, 1913.	June, 1912.	Increase.
Cigars	69,016,000	61,929,000	7,087,000
Little Cigars	12,050,000	19,424,000	*7,374,000
Cigarettes	10,056,000	9,218,000	838,000
Tobacco, lbs.	102,476	98,631	3,845

*Represents decrease.

New Distributors for "Havana Ribbons"

FRANK D. PATTON, Illinois representative for Bayuk Bros. Co., has recently placed "Havana Ribbons" with Franklin MacVeagh & Co. for Chicago, and looks for a large distribution in the Windy City. Mr. Patton has inaugurated an aggressive selling and advertising campaign, securing the service of expert men.

Lyle T. Shacklett has recently interested the Thompson-Jones Co., of Memphis, Tenn., in "Havana Ribbons," giving them entire control of the brand in that territory. Mr. Shacklett is very enthusiastic over his new connection, believing that the distributors will build up an immense sale in Memphis and vicinity.

American Tobacco Co. to Distribute "Monopol" Brands

Beginning July 1, the products of the Monopol Tobacco Works are now distributed to the trade through the American Tobacco Co. exclusively, and through this company to the jobbing customers. The Monopol Tobacco Co. is a subsidiary for the American Tobacco Co. and for 20 years has maintained its separate and distinct sales organization. Existing price lists and discounts of the Monopol's brands of cigarettes will be continued for the present.

Recent visitors at the "44" factory, Philadelphia, have been Max L. Horner, of Henry Horner Co., of Chicago; A. A. Wright, Chester, Pa., distributor, and Andrew Jacoby, Atlantic City distributor.

Percy Lorie, Western salesman, and George van Miller, Middle Western salesman, are visiting the factory of A. S. Valentine & Son, Philadelphia, this week.

Bayuk Brothers Company are having their looked for increase on "Havana Ribbons" for July, and from present indications this month promises to be one of the largest in point of sales ever experienced. Reports from the various territories are exceptionally bright for the balance of the year, as all of their men report "Havana Ribbons" showing a steady increase in popularity and repeating to the entire satisfaction of the jobbers. The firm has been badly handicapped all year in securing sufficient production, but have recently increased their facilities for a larger output.

REORGANIZATION OF GEO. L. STORM & CO.

Reorganization of George L. Storm & Co.—Henry Esberg Becomes President—Aggressive Campaign on the "Owl" Planned

REORGANIZATION of the firm of George L. Storm & Co. has been brought about by the election of Henry Esberg as president, H. B. Lyons as vice-president and J. J. French as secretary and treasurer. Mr. Esberg, as is well known, is vice-president of the United Cigar Manufacturers Co., for which corporation the Storm Co. are distributors.

An active and vigorous campaign on hand-made "Owl" cigars will be pushed in all parts of the country, especially on the Pacific Coast, where M. A. Gunst & Co. are the distributors.

Mr. Esberg has been in New York for some time making numerous changes in various departments of the Storm business.

Sargeant Stock Leads to Suit

ON July 9 James B. Regan, proprietor of the Knickerbocker Hotel, New York, brought suit against Allston Sargeant, 1135 Broadway, to recover $4,000, which Mr. Regan alleges he invested in the cumulative stock of the Sargeant Cigar Co. in February, 1910, at Mr. Sargeant's solicitation.

Regan claims that Sargeant told him the stock would advance fifty points per share within four months, and that if it did not, he would pay him back the money with interest at Regan's demand. The stock did not advance and Regan wants his money.

Sure thing stock tips often miss fire.

Mr. Lucey Goes Abroad

F. S. Lucey, of Philip Morris & Co., Ltd., sailed from New York on the "Campania" July 9th for his annual visit to the London headquarters.

Mr. Lucey plans to return home on the "Mauretania," which is scheduled to arrive in New York on August 29th. During his absence C. H. Subcliffe, assistant treasurer of the New York company, is in charge of the West Brooklyn headquarters, and he advises us that the sale of Philip Morris cigarettes is breaking all records this year, and that it seems almost impossible for them to accumulate any stock for instant deliveries.

Mr. Lucey arranged his trip so that he would get back in time to attend the next outing of the Philip Morris Birthday Club, which is scheduled for Saturday, August 30th.

Nicolas de Cardenas, one of the owners of the "Castaneda" factory, of Havana, and who was in New York for some weeks undergoing special medical treatment, had so far progressed towards recovery that he sailed for his home in Havana on the 5th inst.

B. F. Alexander Headed for Canada

THE "Moro Castle" on her last trip brought up from Havana nearly 20,000 of the various grades of clear Havanas, made by Fernandez y Garcia, consigned to their United States and Canadian representative, B. F. Alexander, whose New York headquarters are located at 206-208 Broadway. These are strictly sample goods, and indicate somewhat the extensive manner in which Mr. Alexander is planning to distribute the output of this fine old Cuban factory.

The New York quarters are on the fourth floor of the building at the southeast corner of Broadway and Fulton Street, handy to the tobacco district, and a fine humidor has been installed for the proper display and keep of samples. The Fernandez y Garcia output includes the "La Flor de A. Fernandez Garcia," "Las Perlas" and "Gioconda" brands, which have always been largely handled by Messrs. Park & Tilford, G. S. Nicholas & Co. and S. S. Pearce, Boston. These houses will, of course, distribute the lines as heretofore.

Mr. Alexander also represents the Sucesores de Juan Lopez factory, of Havana, a favorite brand of which, "Flor de Juan Lopez," is exclusively distributed in the United States by Godfrey S. Mahn, of Philadelphia and New York.

On July 16, Mr. Alexander leaves New York with his family for the Delaware Water Gap, and after locating them there for the summer, he will make an extended trip, reaching up into Canada, his first stop, however, being Philadelphia.

New Cigar Factory for New York

A new cigar manufacturing enterprise is about to be launched in New York City by A. Baer, formerly manager of the H. Anton Bock & Co. cigar factory, and prior to that formerly associated with Samuel I. Davis & Co., who has formed a partnership with Leon and Lucian Schwab. As yet, definite plans as to the location of the factory have not been announced. The Schwabs have not been directly connected with the cigar business other than through the conduct of several important restaurants and cafes. The firm has been incorporated with $100,000 capital under the title Schwab Bros. & Baer.

Riker-Hegeman Add Another

The Riker-Hegeman Co. has just leased another store in New York for seven years from October 1, at 3 East Forty-second Street. With a cigar stand installed therein the corners of Forty-second Street and Fifth Avenue will be well taken care of as far as smokers are concerned. Schulte's are now in the northeast corner, just adjoining the new Riker site; the United have the southeast corner, and the Gunst store at 1 West Forty-second Street, on the northwest corner. Possibly someone may get a concession in the new public library, which unfortunately occupies the southwest corner.

New York City Items

The United Cigar Manufacturers' Co., of New York, has declared its usual quarterly dividend of 10 per cent.

Ernest Eckes, who for the past twelve years has been connected with the cigar factory of H. Anton Bock & Co., New York, has succeeded A. Baer as manager, who resigned recently to go into business for himself.

Harry Roberts, of J. W. Roberts & Son, Tampa, expects to arrive in New York next week.

Al Corn, representing S. H. Furgatch y Ca, reached New York this week, after a long trip to the Pacific Coast. Mr. Furgatch states that the summer business is showing up much better than they expected.

S. Rothschild, head of Montevierno & Co., 1408-1410 Avenue A, New York, who specialize on the "El Rayo" brand of Havana cigars, returned home on July 4 from the first long trip he has made in many months. Mr. Rothschild's health broke down over a year ago, but he is now rapidly regaining his old vigor and strength, and reported an excellent line of orders all the way out to Lincoln, Neb.

Charles Landau, United States and Canadian representative of the H. Upmann Factory, Havana, has just completed a quick trip to Montreal, Canada, to look after the development of his business in that territory.

The engagement of Henry Frieder, of the cigar manufacturing firm of S. Frieder & Sons, New York and Cincinnati, to Miss Pauline Frieder, of New York City, has been formally announced. At a reception recently held in the Hotel Bonray, New York, Mr. Frieder and his prospective bride were recipients of many congratulations.

Fernando Gato, the oldest son of E. H. Gato, who has been in Havana during the past winter, has not been enjoying the best of health, and expects to come North shortly and take a recuperation trip to the mountains. E. H. Gato and his son, Thomas, have been in New York for several weeks now. A. C. Lemlein, the firm's New York manager, says their volume of business has been well maintained and would warrant no complaint whatever.

More than 100 United Cigar Store employes went to the annual outing at the Norwich Club, Rocky Point, near Providence, July 6. E. R. Steinecker, vice-president of the company, and R. B. Pearson, general manager, were the hosts. J. Murray, of Pittsfield, and F. A. Legg, of Boston, starred in the athletic events—Murray winning the 100-yard dash and the potato race, while Legg got the sack race and three-legged race. Providence won the tug of war. The single men beat the married men at baseball, and then everybody forgot the contests in a regular old-style clam bake.

Whelan Yacht vs. German Battleship

Cable dispatches from Kiel, Germany, under date of the 10th instant, state that the fine steel yacht "Cassandra," belonging to George J. Whelan, of the United Cigar Stores Co., had been in collision with the German battleship "Stettin" on that date, and that both vessels had been materially damaged, but fortunately no one had been injured on either craft. Mr. Whelan has been cruising in the North Sea.

HILL vs. WHELAN ON THE PROPOSED TARIFF

American Tobacco Co. and United Cigar Stores Heads Disagree as to Effect on Business

IN a cable despatch from London, July 5, the New York "American" prints the following:

George J. Whelan, president of the United Cigar Stores Co., and Percival S. Hill, president of the American Tobacco Co., were discussing business and tariff conditions in America at the Savoy Hotel tonight.

"If the Underwood bill is passed by September 1," said Mr. Whelan, "my opinion is that things will go ahead." Mr. Hill disagreed. He said: "My opinion is that the moment the tariff bill is passed mills throughout America will be idle and thousands of workmen on the streets."

Mr. Whelan replied: "I don't agree with you. My idea is that anything is better than the uncertainty which has clouded business interests for the last few months. If we only get something definite we know the conditions we have to meet. I'm a protectionist and always will be, but we must have something definite one way or the other so that people can place orders."

Mr. Hill repeated the affirmation that thousands of idle American workmen and idle mills would follow the passing of the tariff bill, adding: "It may take five months after the bill becomes a law to realize this, but it is sure."

"I agree on that point," Mr. Whelan replied, "but my argument is it is better to know the worst and get it over than be left in doubt."

Salvador Rodriguez in New York

Salvador Rodriguez, head of the "Charles the Great" factory of Tampa, arrived in New York on Thursday last, and expects to remain North till the latter part of August.

Mr. Rodriguez spent two weeks in Havana during May, and stated that the crop outlook on the island was excellent, the only drawback being a tendency toward demanding high prices, which conditions in general would not warrant. He seemed to feel that the average price this season will be about the same as last year.

Fernando Rodriguez, who is in charge of the selling end of the "Charles the Great" factory, left New York on the 12th inst. and will remain in Tampa for some weeks.

Ruling as to Export Tobacco Products

Commissioner of Internal Revenue Osborn has ruled that in the exportation by parcel post of tobacco, snuff, cigarettes, the inspection of such articles and the affixing of export stamps will not be required in cases where the tax involved does not exceed $10.

A Krinsky Salesman Who Has Made Good

David Lavin, the hustling Chicago representative of the I. B. Krinsky cigarette factory of Brooklyn, has been making remarkable progress in introducing "Fifth Avenue" and other Krinsky cigarettes in the Western markets. He's a 12-hour-a-day worker who never tires preaching the cigarette gospel.

JOBBERS & DISTRIBUTORS DEPARTMENT

Two Star Salesmen of Struby-Estabrook Co.

W. H. LEMMON
City Cigar Salesmen Unlike His Name, He's a Peach when it Comes to Getting Orders

C. E. HOBAN
Who Hikes After the Cigar Trade in the Country Territory, by Heck!

Denver Wholesale House's Fine Catalogue

THE Struby-Estabrook Co., Denver, Col., have just issued their Twenty-eighth Annual Catalogue, which is done up in a handsome colored cover and features in the cigar department the following well-known brands of cigars: Seidenberg's "El Roi Tan"; "Rocky Ford" cigars, made by the Union-American Cigar Co., Pittsburgh, Pa., and such other well-known brands as "La Sinceridad," "La Verdad," "Hoffman House," "Little Minister," "Flor de Moss," and others. In the tobacco department, "Epicure," "Central Union" and "Shag," all made by the United States Tobacco Co., are strongly featured. Cigarettes and pipes, too, are given splendid publicity. Preceding the main body of the catalogue, are photographs of leading salesmen of the firm, including W. H. Lemmon, city cigar salesman for Denver, and C. E. Hoban, who represents the cigar department in the country districts.

The catalogue is a worthy specimen of high art printing and is arranged most conveniently for the use of the retailers dealing with this house.

Illinois Jobber Places Big Tobacco Order

WHAT is said to have been the largest shipment of tobacco ever purchased by a Springfield firm, was that ordered recently from Schmidt Bros. Tobacco Co., of Milwaukee, Wis., by The Illinois Tobacco Co., 208-10 North Fourth Street, Springfield, Ill., the deal being carried through by J. A. McCabe, of the former company. The order was for a half carload of "Union Miner" scrap chewing and smoking tobacco.

Ice Bound in Alaska

A post card, received in New York a few days ago, from M. Matheson, Alaska representative for Kelly, Douglass & Co., Ltd., the Vancouver wholesalers, was dated at White Horse, Yukon, on May 27, and stated that the writer had arrived there the day previous, but that the ice was so firm in the river that there was no prospect of getting up to Dawson City for a week at least. Mr. Matheson in addition to his other goods has with him a full line of Diaz y Garcia's Havana cigars, in which his firm specializes in Vancouver.

Brewster Gets "Reynaldo" for Rochester

F. P. BREWSTER has just taken on the "Reynaldo" cigars, made by Luckett, Luchs & Lipscomb, and will be distributor of this brand in Rochester, N. Y. Assisted by W. J. Clauser, factory representative, the Brewster forces have begun a campaign to put the "Reynaldo" on the map of Rochester, and reports received in Philadelphia show that they have started off with every promise of success.

Pushing the "Lord Macauley" in Baltimore

Frank Nichols, who has recently expanded his jobbing business at Baltimore, with his headquarters at Baltimore and Light Streets, is having much success in the introduction of the "Lord Macauley" cigar, made by E. Kleiner & Co., New York. This brand is being placed in many of the leading stands and the duplicate business convinces Mr. Nichols that the "Macauley" has struck the fancy of Baltimore smokers. The various brands of the Ruy Lopez factory are being featured at the Nichols retail stand.

"Havana Ribbons" In Buffalo

Link & Co., Buffalo, N. Y., distributors, have just taken on the "Havana Ribbon," made by Bayuk Bros., Philadelphia. The account was placed by Dave Achenbach, who believes that there is a fine opportunity for the "Ribbons" in Buffalo, backed by the strong selling organization of Link & Co.

What the "44" Men Are Doing

M. A. Funk, sales manager for the "44" Cigar Co., has about completed a successful campaign on "44" and "Adlon" for the Henry Horner Co., Chicago distributors of these brands of popular cigars.

W. H. Nicholson is now working with jobbers through the western part of West Virginia and reports an exceptionally large business.

Tillman Funk, who has been ill for several weeks, has now returned to business and is having a very successful campaign at Sumter.

James F. Cormany is working with the Milwaukee distributors, Peckarsky Bros., and reports a very active business on "44's." In fact, all the "44" factories are working full and the business for the past six months has far exceeded the corresponding six months for 1912.

Smith Bros.' Creditors Refuse 50 Per Cent.

Latest advices from New Orleans, La., in reference to the failure of Smith Bros. Co., large wholesalers of groceries, cigars and tobaccos, state that liabilities will be approximately $2,000,000. The firm's offer to settle on a basis of 50 per cent. has been refused by the majority of creditors, and as a result the business may be offered for sale in its entirety to the highest bidder. Among the causes leading to the failure was the loss of big sums in coffee speculation.

Jobbing Trade Notes

At Columbus, Ga., the firm of O'Halloran & Bishop Co. has been incorporated with $100,000 capital to engage in the manufacture and sale of cigars, cigarettes and tobaccos by A. J. O'Halloran, W. D. O'Halloran and J. W. Bishop.

Schwabacher Bros. & Co., Inc., announce that they retired from Spokane, Wash., with their branch house on July 1. Their line of cigars will be handled from the Seattle house by their outside salesman, Mr. Cohn.

Mason, Ehrman & Co. received a shipment of 37,500 "La Mega" cigars at their Portland, Ore., store from the Tampa factory of V. Guerra Diaz & Co. This brand is having a tremendous sale in the Northwestern territory.

Brewster, Gordon & Co., Rochester, N. Y., have just taken on the "Flor de Jeitles," five cent cigar, made by Jeitles & Blumenthal & Co., Ltd., Philadelphia, and are planning an active campaign on this brand.

An order for 10,000 "Charles the Great" cigars has been placed by S. C. Rich, Portland, Ore., with Charles H. Krubel, Western representative for Salvador Rodriguez factory.

Max Breuer, 305 Market Street, Wilmington, Del., local distributor for the "Bold" cigar, Bobrow Bros., Philadelphia, is pushing this brand with much success in Delaware territory. The duplicate orders, which he has been sending in to the Philadelphia factory, show that the brand has taken hold through Mr. Breuer's efforts.

H. Kenyon, Wilmington, Del., distributor of the "44" and "Havana Ribbon," and "Coiner" cigars, all well-known Philadelphia-made brands, reports growing business on all of them.

To deal in liquors, tobaccos, etc., the Puritan Wine Co. was recently incorporated at Cincinnati, O., with a capital of $2500, William R. Watson, C. N. Fiscus, E. M. Golding, L. H. Stade and C. F. Taplin being named as the incorporators.

The Tullerton-Warfield Co., of Sioux City, Ia., who have just recently taken on the distribution of the "Reynaldo" cigar of Luckett, Luchs & Lipscomb, Philadelphia, are pushing this brand with much success in Western Iowa and South Dakota. W. H. Orr, factory representative, with headquarters in Chicago, has been in Sioux City, directing the campaign.

F. D. Crawford, Middle Western representative of the "44" Cigar Co., is conducting an active introductory campaign on "44" cigars for the Wayne Tobacco Co., Fort Wayne, Ind.

W. W. Cowan is the latest addition to the sales forces of the "44" Cigar Co., of Philadelphia. He will represent the factory on the Pacific Coast.

COUNTER CHARGES MADE IN BURLEY FIGHT

Lexington Man Says Outside Interests Inspire Effort to Reorganize Company—Le Bus Rallies His Forces

Lexington, Ky., July 10.

COUNTER-CHARGES, growing out of the effort of outside interests to reorganize the Burley Tobacco Co., were made today by J. D. Clark, who for many years has been prominently connected with the Burley Society, and who is now manager of the Lexington warehouse of the Burley Tobacco Co.

His statement in part follows:

"A meeting of 1909 poolers, who are opposed to the present management of the Burley Tobacco Company, was held in Lexington on June 26, to form an organization to elect a new management. The purpose of the meeting, as reported, was to get proxies of stockholders of the Burley Tobacco Co. The committee to control those proxies is composed of the following gentlemen: J. L. Vest, a lawyer, who controls $12 worth of stock from his 1909 pooled tobacco; J. W. Glover, chairman of the committee, a buyer for the R. J. Reynolds Tobacco Company; Mark Hendricks, of Fleming County, who helped make the purchase for the Louisville Tobacco Warehouse Company in 1910 that destroyed the pool of that year; Lee McGraw, of Scott County, who absolutely refused to sell any of his tobacco last year in houses controlled by the Burley Tobacco Co., and Bowen Hendy, of Franklin County. The meeting was called, advertised and gotten together by J. W. Glover, the buyer for the R. J. Reynolds Tobacco Co."

In response to the call of President Clarence LeBus, of the Burley Tobacco Society and the Burley Tobacco Co., for a meeting of the members of the district boards for the pool of 1909 and the ten-year pool which was opened in 1911, 113 men, 30 of whom were from Lexington and Fayette County, attended a meeting in the courthouse here July 1. The sentiment was for resistance to the attacks that have been made upon the officials of the Burley organizations and the effort to dissolve the Burley Tobacco Co.

At the conclusion of the several speeches that were made the following was adopted:

"It is the sense of this meeting that a committee of five, J. C. Hughes, Scott Brown, William Robb, J. R. Ramey and O. C. Chapman, be appointed and directed to prepare ways and means to protect the Burley Tobacco Company from the attacks that threaten its dissolution and to keep it in the hands of and under the control of the tobacco growers rather than the enemies of the growers.

"This committee shall report back to the District Board of the Burley Tobacco Society at a meeting to be held when the committee is ready to report."

Inspired by the recent decision of the Court of Appeals that the poolers in the Burley Society, and not the directors of the society, should vote the stock of the Burley Tobacco Co., a campaign, with Congressman J. Campbell Cantrill as one of the leaders, was started against the present management and officers of the society at a meeting of 62 prominent representatives of the poolers in 12 counties of the Burley tobacco district.

As a result of their deliberations a committee of five, with headquarters in Lexington, was appointed to receive proxies of stockholders of the Burley Tobacco Co., and promote a general campaign for the procuring of these proxies to oust the present board of directors of the Burley Tobacco Co. at an election set for October 7, such date of election having been designated by the Kenton Circuit Court, whose decision was recently upheld by the Court of Appeals.

Deaths in the Trade

Death of Isaac Hamburger

AFTER a brief illness, Isaac Hamburger, the venerable tobacconist, died at his summer home, in Far Rockaway, on Tuesday morning, July 8, aged 85 years.

Mr. Hamburger came to America from Germany when he was twenty years old, and after a brief experience as a cigar manufacturer, engaged in the wholesale leaf tobacco business and importing Havana tobacco until his retirement from business five years ago, the firm now being Hamburger Bros. & Co., 228 Pearl Street, New York, and including his two sons, Messrs. S. Hamburger and B. Hamburger.

The deceased was a fine citizen in the broadest sense. He served his adopted country during the Civil War as a member of the Sixth Regiment, New York Volunteers and was always interested in the Grand Army of the Republic.

He was one of the oldest members of King Solomon Lodge, F. A. and A. M., and had served as Grand Master of the Free Sons of Israel for a quarter of a century. He was an active spirit in the congregation of the B'nai B'rith Association.

Mr. Hamburger had been married for 55 years, and is survived by his widow and five children.

The funeral took place on the 11th instant from his Manhattan residence, 5 West 120th Street.

William A. Stickney Dead

WILLIAM A. STICKNEY, one of the pioneer tobacco merchants of St. Louis, Mo., and founder of the William A. Stickney Cigar Co., which was recently absorbed by Niles & Moser Cigar Co. and Rothenberg & Schloss, died at his home here July 4 at the age of sixty-nine years. At the funeral, which took place July 6, the honorary pallbearers were E. S. Pierce, Henry Elliott, O. H. Peckham, Warwick Hough, George L. Edwards, H. F. Knight, D. G. Cook, F. G. Seward, J. D. Filley, Saunders Norvell, Charles Whitelaw, J. H. Farish, Murray Carleton, Charles W. Scudder and W. B. Homer.

He first embarked in the tobacco business on Lower Broadway, New York. After accumulating a few hundred dollars he went West and settled in St. Louis in 1872, when he started the cigar company which still bears his name.

Until last year, when his sons took command, he was active in business. The Stickney Company had branch houses in Kansas City and Denver.

His health began failing about ten months ago. He is survived by his wife, three sons, Stuart G., Albert Taylor and William Arthur, and by his daughter, Miss Mildred Lemoine Stickney.

He was a member of the Grand Army of the Republic, the Business Men's League, Civic League and the St. Louis, Mercantile and Country Clubs.

Recent Deaths

James C. Dobler, a pioneer cigar merchant of Lancaster, Pa., died at the age of 77 years, in that city.

Jos. Neubrik, who for the last ten years had charge of the pipe department of the United Cigar Stores Co., died at his home in New York last week at the age of 35 years. Mr. Neubrik was formerly connected with William Demuth & Co., and was regarded as an expert on pipes.

When the will of John Hart, formerly of Hart & Murphy, cigar manufacturers, St. Paul, Minn., was admitted to probate recently, it was learned that his estate was valued at $175,000, two-thirds of the property being left to Mrs. Hart during her lifetime, and the remaining third going to Miss Catherine Hart.

Philip Morris Birthday Club

One of the real unique institutions of the Philip Morris & Co. business is the Birthday Club, the functions of which are chronicled from time to time.

Several years ago the leading associates of the company in New York inaugurated a practice of celebrating their various birthdays by giving a private dinner on their natal days. Finally, F. S. Lucey, the directing head, suggested the formation of the Philip Morris Birthday Club, and now instead of having individual dinners, the twenty-five members who compose the club contribute monthly dues of a small amount, and hold five unique functions during the year, two balls usually during the winter, and three outings during the warm weather.

The first outing of the club this summer embraced a trip to Atlantic City; on Sunday, June 29th, the second was held, which took the form of an auto trip to Mt. Beacon, up the Hudson, and a gorgeous dinner at the Mt. Beacon Hotel.

The next outing of the club is dated for August 30th, and will take place at Patchogue, L. I.

The officers of the club include, F. S. Lucey, president; W. R. Littell, secretary, and N. B. Haskins, treasurer, but the members make it a cardinal point to see that little or no money is kept in the treasury, and Mr. Haskins' duties are light.

The board of directors who are responsible for the various functions are: C. H. Sutcliffe, David Hefter, W. W. Wagstaff and E. M. Robins.

The club gave a special farewell dinner to their president, Mr. Lucey, on Monday, July 7th, at the New York Athletic Club, prior to his departure for Europe.

Retail Bulletins

H. J. Brink, of the firm of Lee & Brink, who conduct a cigar store at Eugene, Ore., will in future have full control of the business.

A state charter was a short time ago issued to the Lackawanna Cigar Co., of Scranton, Pa., with a capital stock of $10,000.

The cigar store known as Brad's Smokum, San Bernardino, Cal., and until recently conducted by R. F. Bradley, has passed into the hands of W. M. Billingsley, of Los Angeles, who will assume active management August 1.

Frank A. Kline, who conducts a cigar store at Catskill, N. Y., is now located in his new quarters on Main Street.

M. D. Bartlett, Glen Falls, N. Y., has just opened a first-class cigar stand in the vestibule of the new insurance building in that city.

Armless Man is Quite Handy in Running Cigar Shop Alone

Pete's Cigar Store

PROBABLY the only retail cigar dealer in the United States and perhaps in the world, who alone conducts a store successfully with only one arm and no hands, is I. L. Bosch, of Richwood, W. Va. In these days, when some retailers are prone to blame their downfall on the handicaps of business, competitive and financial, they could learn a lesson from this plucky and successful retailer, who has made good despite physical handicaps which would discourage the average man.

Bosch conducts a place known as "Pete's Cigar Store," which is the smallest smoke shop in that town, being only 8 feet 9 inches and the depth 28. But in that little emporium Bosch is king, and he demonstrates daily that without any clerk and without any hands he can give the quickest service in the town.

About five years ago, while working on a log road, Bosch lost his left arm and part of his right. Finding that he could no longer follow his old occupation, he opened up a cigar store and soon had all the town coming to him, for he kept a stock of cigars, which for variety and quality was unusual for a town the size of Richwood. His pleasing personality behind the counter, and the deft way with which he rigged up a contrivance to wait on the trade, won the sympathy and support of his customers.

He had made a device which he attached to his right arm, whereby he could make change, wait on his customers, ring up the cash register, sweep his floors, lock and unlock the door, write with pen, pencil or typewriter and, in fact, do all the necessary work without assistance, and as well as the average clerk could do it with two hands.

A glance over the stock carried in Pete's store, reveals that he is a good judge of brands, for he has some of the most popular 5 and 10-cent sellers in the country. Among them are such well-known brands as "Cinco," "San Felice," "Havana Ribbon," "Bold," "Discriminator," "Five of Harts," "Tom Keene," "El Dallo," "Bank Note," "Owl," "William Penn," "Robert Burns," "La Azora," "Don Antonio," and other equally as well-known brands.

Mr. Bosch is always on the lookout for new brands, which his trade demand, he does not hesitate to stock up on them when he finds that they sell. In addition to his cigars he carries a big line of popular smoking tobaccos and cigarettes, rounding out a stock which is complete in every respect.

Anti-Trust Meeting of German Tobacconists

At a big anti-trust meeting held in Mannheim recently, it was mentioned that five cigarette factories in Germany had joined the trust and that an eye ought to be kept on Messrs. A. Batschari, of Baden-Baden. Attention was called to the American advertising devices of the Jasmatzi Company, particularly to their coupon system. In order to get a gold watch for nothing a smoker had to smoke 100 cigarettes daily for four years. Another speaker pointed out that the fight against the trust was a necessity to preserve the middle class and the existence of small retailers. In Germany German firms still complain of the pushing ways of the Anglo-American Tobacco Trust. An anti-trust association has been formed by tobacco, cigar and cigarette dealers, with headquarters at Dresden.

Bock-Stauffer Co. Gets Charter

Formal incorporation of the Bock-Stauffer Co., Pittsburgh, has been accomplished under a Pennsylvania charter calling for $100,000 capitalization. The following officers have been elected: President, Chas. Bock; vice-president, U. H. Stauffer; secretary, F. C. Sauer. They have purchased the cigar jobbing and stogie manufacturing end of the R. & W. Jenkinson Co., also titles and good will of the following well-known brands: "Duquesne Boquet," Key West clear Havana cigars, and the "Duquesne Club," 5-cent cigar. In stogies, "Red Label," three for five, and "Exception" and "Jenkinson's Best," in two for five. They are now employing union workmen in their factories and have ads in all papers for 100 additional workmen.

The Value of Well-Lighted Windows

Written for The Tobacco World by AL. U. THORNBURG

LET there be light, and let there be lots of it.

There are dark days ahead for the man in business who neglects to flood his display windows with the glow of incandescents.

The foregoing may not fall with pleasure on the ears of all tobacconists who read, for in these piping days of the high cost of living—within one's income—the suggestion that more money be spent to attract trade does not always meet with favor.

Yet competition has decreed in most lines of business that the man who does not put forth every effort within his means to attract and hold a clientele has started on the long slide that bumps up, at the bottom, against the referee in bankruptcy. And one of the chief aids of getting more patronage and holding it is advertising, not alone through the papers, but by means of properly lighted windows.

Various are the stories that have been printed about the American invasion of England. American publishers opened the ideas of the Britons by their enterprise after taking over staid old English journals that had been in the rut for years. Our automobile men have astonished England, Germany and even France by the manner in which they have usurped territory and disposed of American-made cars. Yet none of these stories of Yankee push startled the business men across the sea more than did the American merchant who opened a store in London and adopted the modern idea of window dressing and window lighting. The sedate Londoners thought the height of lavishness had been reached with the elaborate display of goods in the windows during the daytime, but when the American invader turned on a flood of light in his windows, kept it ablaze all night, night after night, they set him down as a man whose enthusiasm had run away with his sense of money balance.

But events proved the Britons were wrong. The English bargain hunter is just as keen as the bargain hunter of any other nation and he appreciates it just as much as any one else when the shopkeeper takes pains to arouse his attention to goods. The patrons of the shops in London began to talk of the brilliantly lighted windows, the show places attracted more and more comment, and the American business man had the not unpleasant experience of seeing the coin of the empire come jingling into his strong box.

It used to be the habit of the English shopkeeper to close up his store like a safe at night, draw his shades and practically board up his windows after a day's work was done. But if you have been over there since the American invasion, you will note that fewer of them are following the old method, and more of them have trailed after the pattern set by the Yankee who was not afraid to burn up perfectly good money with electricity when he knew that it would all come back and bring company.

In journeys through various parts of our own country during the last several years, I have been astonished at the growth of the idea that the well-lighted window is one of the chief assets of the merchant, no matter what his line may be. I think it cannot be denied that anything that serves to catch the eye of the buying public, arrest the attention and serve to create a group of persons around a window, is decidedly an asset.

This is exactly what the generous use of light has done, is still doing and will continue to do. Walk down the main artery of your business district on an evening after the stores have closed and note where the pedestrians halt before the business houses. Do they stop and peer into the window that is entirely dark, or into the one which is casting but a dim flow of light? Even the blind man who sells pencils at the corner can tell you they don't.

But let a spacious, well-trimmed window that it bathed in the glow from a liberal allotment of electric lamps catch the eye of the passer-by and he will stop, edge closer to the display and devote his attention to what is being shown. You have got him part way into your store; he sees, perhaps, something that interests him, and he makes a mental note of what he has observed. Possibly this same passer-by, in the hurry of his travels to and fro during the day has passed the store more than once, with no time to stop and with other matters on his mind. But this night has found him not so burdened with cares and with his wife or other feminine company he has halted before your window long enough to make him and the woman embryo patrons of your store.

This is not written with an eye to business. The author is not selling electricity, Tungstens nor fancy lighting devices. But the layman, sometimes, is quicker to note what is in the minds of other laymen than is the man who is catering to their wants. If it can be set down here and made plain to the merchant that the patron appreciates lighted windows, that he trades where he has seen goods displayed to advantage at night, this article will have accomplished its purpose.

Is It Coming to This?

The lengths to which the coupon system is carried is the subject of a humorous skit in "Puck," which publishes the following:

Testimonial for the popular cigarette of fifty years from now. Gentlemen:

I have taken three boxes of your Egyptian pills and the house is nearly furnished—that is, we have nearly all the furniture. We need a thousand more pink coupons in order to get the house. I want to say that I think one gets more for his 10 cents in purchasing a package of pills that he can get from any of the other small boxes—I mean the four-foot-square boxes, misses' size; although it is only fair to admit that Turkish Koffinalias are running you close. You must confess the idea of enclosing souvenir bedspreads was a brilliant one and is drawing trade. . . . What we raved over was the folding dinning-room table. I am sure many nice people will smoke themselves to death for this beautiful inducement. The trouble was we got two of them, and we wanted a Morris chair. Would it be asking too much of you to put a line of first-class children's clothing in the cigarette packages soon? Clothing is so expensive, and since 1930 we have not kept any cash on hand—always putting our money right into cigarettes and drawing our necessities through the really, I must say, generous premiums. Oh, yes, there is another thing: In unpacking one of the boxes we found that the cigarettes had been crushed between the electric stove and the volume of Browning's poems. Would you kindly replace them at your earliest convenience?—without sending duplicate premiums, of course. We would hardly ask that.

The Watson Co. to Distribute "Van Dycks"

The Harry W. Watson Co., of Detroit and Flint, Mich., have made arrangements with M. A. Gunst & Co. to handle the "Van Dyck" cigar in Michigan, and to do all the distributing from their Detroit branch. The deal was consummated by Nate Shapero.

Fernando Gato, of the E. H. Gato Co., Tampa, is expected in New York, July 20.

Purely Personal

Fred R. Hoisington, president of the Cayey Caguas Tobacco Co., New York and Porto Rica, is taking a brief rest cruising on his yacht "Savarona" off the coast of Maine.

William Wemmer, vice-president of the Deisel-Wemmer Cigar Co., Lima, O., has returned from a pleasant visit to Germany and other European points.

Charles Straus, of the firm of Henry Straus, the well-known tobacconist, of Cincinnati, O., is now in Hamburg, Germany, having recently sailed from the United States. This is the twelfth tour of Europe made by Mr. Straus, and that in thirteen years.

Sigmund Haas, president of Haas Bros., cigar manufacturers, of Cincinnati, O., has returned home from a trip around the world. He was accompanied by his wife, and left Cincinnati last February.

Edward R. Singleton, who is well known to the cigar trade of the country, has just assumed charge of the sales department of Andres Diaz & Co., cigar manufacturers of Tampa, Fla., and is making plans to extend the sale of the "Flor de Scott," one of the best-known brands made by this factory. Mr. Singleton is a salesman of unusually wide acquaintance and admitted talent.

Harry Bendheim, of the Metropolitan Tobacco Co., is en route to Europe, having sailed from New York July 8 on the "Kron Princessen Cecile."

C. C. Dula, president of the Liggett & Myers Tobacco Co., came on from St. Louis last week to visit the New York offices of the company.

Leonard A. Cohn has resigned as vice-president of the American Sumatra Tobacco Co., and hereafter will devote his time exclusively to the management of the leaf-importing and packing business of A. Cohn & Co., in which he has long been interested.

E. F. Bullard, who has been in charge of the American Tobacco Co.'s advertising department for some years, has tendered his resignation. As yet he has not announced his plans for the future.

The McHie-Scotten Tobacco Co., Detroit, Mich., are enclosing a 5-ticket certificate for dealers with each dozen of their brands of smoking, fine cut and scrap tobaccos. Ten of these certificates are redeemable for a safety razor or a hammer.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, ETC., OF "THE TOBACCO WORLD," PUBLISHED SEMI-MONTHLY AT PHILADELPHIA,

Required by the Postal Laws and Regulations.
By the Act of August 24, 1912.

Name of Editor—J. Lawton Kendrick, Philadelphia, Pa.
Managing Editor—J. Lawton Kendrick.
Business Manager—S. A. Wolf, Philadelphia, Pa.
Publisher—Tobacco World Corporation.
Owners—J. Lawton Kendrick, S. A. Wolf, K. G. Kendrick.
Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities: None.
(Signed) S. A. WOLF.

Sworn to and subscribed before me
this 14th day of July, 1913.
CHAS. IRWIN, JR.,
(Seal) Notary Public.
(My commission expires February 5, 1915.)

E. Kleiner & Co. Enjoy Big Increase

KLEINER & CO., New York, believe that either a business must go ahead constantly or get lost in the strife of competition, and they are strictly in the go-ahead class. During the present year each month has shown them a gain of at least 20 per cent., and in some months nearly 50 per cent., in the output of their excellent brands—"La Famosa," the 5-cent grade, and "Lord Macauley," their well-known 10-cent cigar.

Emil Kleiner, the energetic head of the firm, is an indefatigable worker and rare, indeed, is the place he visits where he fails to land an order. In Pittsburgh, the first part of the month, he opened up several new and interesting accounts; and this week he is headed for Maine, where "La Famosas" are especially popular, and they know their money's worth Down East, too.

The firm has been much complimented by leading dealers on their fine display racks for "Lord Macaulays," which they recently brought out. With the handsome placque in the centre, and the five arms, each to hold a box of "Lord Macaulays," these expensive racks help dress any store in which they are placed. The accompanying photograph will give some idea of how elaborate these racks are.

Cut-Price War in Philadelphia

(*Continued from page 11*)

local importers, such at M. J. Dalton & Co., and Yahn & McDonnell, have refused to meet the new market prices and are maintaining their prices at 25 cents retail.

The signs in the Mahn stores state that no purchase of over fifty cigars to one customer will be allowed, and that the sales are for cash only. The brands affected by the price-cutting war include, "Rey del Mundo," "Manuel Lopez," "La Corona," "Romeo," "Castaneda," "Carolinas," "Upmann" and "Beck."

Although the United Cigar Stores have met the drug store's price of 18 cents, these are not the only prices they are meeting, as they are offering 25-cent cigarettes, from 16 cents to 18 cents and 15-cent cigarettes at from 9 cents to 11 cents, depending upon the brands. All purchasers are also given coupons. Smoking tobaccos, too, are affected similarly.

This is the most serious price-cutting war which has developed in Philadelphia for many a day. In view of the fact that the participants are the sufferers and the public is the gainer, it is predicted that the present prices cannot last very long unless the stores wish to remain in business to exchange dollar for dollar with the public without profit.

Bayard M. Smith, in charge of the local Riker-Hegeman cigar department, states that his company has no intention of restoring the regular prices.

Tampa

Increase in Internal Revenue Reflects Growth of Cigar Business—New Collector of Customs Appointed

Tampa, Fla., July 12.

THE healthy condition of Tampa's cigar manufacturing industry is indicated in the latest internal revenue report for the fiscal year ending June 30, which shows that there was collected in this city for the year beginning July, 1912, and ending June, 1913, $877,630.05 as against $834,613.80. The biggest increases were in the months of July, October, November, February, May and June. The total increase for the year was $43,016.25.

The appointment of J. D. Calhoun, a Tampa Democrat, to the position of Chief Deputy Collector of Customs of this port, has been announced, and he will take charge as soon as he qualifies for the position. The appointment of F. J. Cushing, of this city, as Deputy Collector at Key West, has aroused considerable protest in the latter city. Under the latest regulations issued by the Treasury Department, all entries of imports reaching Tampa in bond will be liquidated here instead of at Jacksonville, as was at first announced.

Local manufacturers interested in the passage of provisions regulating the manufacture of cigars in bond, have been pleased to know that the United States Senate Committee have approved the idea, and that the measure is likely to be passed at this session. The scheme has been indorsed by the Clear Havana Manufacturers' Association and the local Board of Trade.

Jerome Regensburg, in charge of the Regensburg factory here, has gone to New York for a little vacation, and also to consult with the New York offices of the factory. He will be gone several weeks.

Edward Wodiska, of Coral Wodiska & Co., arrived in Tampa last week to visit the factory and make plans for the handling of the increasing business on their popular brand, "Julia Marlowe."

A. L. Cuesta, of the Cuesta-Rey Co., accompanied by Jose Escalante, is now in Havana and will sail from that port July 19, for Spain. This is Mr. Escalante's first visit to his native home, Spain, in 10 years and he expects to tour Europe before returning.

At Miami, Fla., the firm of cigar manufacturers, Johnson & Wells, has been dissolved and two members of the firm, Charles W. Johnson and Joseph Wells, will engage in manufacture independently.

Emil Berger, secretary and general manager, and Emilio Pons, treasurer of the Tampa-Cuba Cigar Co., are in Havana on a tobacco-buying expedition.

Dealers to Test Michigan Cigarette Law

(*Continued from page 11*)

act states that the act is to prohibit the use of cigarettes by minors. We also claim that the title of this act is not broad enough to cover section two.

"The offence charged in this act is a misdemeanor, triable when the violation is within the city of Grand Rapids, Michigan, in the police court of this city, and at the time that the first trial was set, June 24, 1913, a motion was made by me to quash the complaint and warrant for the reasons above stated, and the proposition was argued and is set for the eighteenth of July for decision by the police judge, and all of the other prosecutions are to stand until this one case is decided. If the respondent is held for trial and a conviction had, then this case will be appealed to the Circuit Court for the County of Kent, and if he is again convicted and the law held constitutional by the circuit judge, the case will then be carried to the Supreme Court of the State of Michigan, where the constitutionality of the act will be determined by that body."

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our NEWARK, N. J., FACTORIES
The LEADERS of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. Highest Quality Always. Write for quotations to

UNION AMERICAN CIGAR CO.
28th and Smallman Sts., Pittsburgh, Pa.

RUDYARD KIPLING

"There's Peace in a Larranaga"

Years agone in far off India's sunny clime, Britain's master poet, Rudyard Kipling, sang the praises of POR LARRANAGA in immortal strain.

We know that our product is worthy of the tribute of this genius.

POR LARRANAGA Cigars have been made since 1834 according to only one standard —Manufactured by three generations of the same family.

The finest Vuelta Abajo tobacco which the island of Cuba produces is the only tobacco which can enter our factory.

As a result our cigars are the accepted standard of luxury and merit in every part of the civilized world.

POR LARRAÑAGA

Oldest Independent Factory, Havana, Cuba

The Cuban Market

From our Exclusive Havana Bureau, Neptuno 24, Altos, Havana, Cuba.

HAVANA, July 7.

AT last it seems that the tide is beginning to turn from the low ebb to the flood one, and that hereafter we may confidently look to an improvement all around. Sales of tobacco have more than doubled during the last two weeks, and while this is not saying much, it is a beginning in the right direction. In the country active buying has been going on, only restricted by a scarcity of loanable funds from our banks. The latter nevertheless have managed to get some gold from France to the extent of one and one-half million of dollars, and as there is a better demand for our sugar from the American refiners, with prices slightly advancing, the outlook in this direction is also improving.

That our leaf dealers and packers have been obliged to move the tobacco crop with their own resources, is perhaps after all a benefit to them, as in this manner they are more independent in their future dealings with the buyers.

Reasoning according to these conditions, and also taking into consideration, that the crop after all seems to have been grossly exaggerated again this year, it looks as if the market will be fully sustained upon the basis of the ruling prices, and rather is more liable to advance in the future than to go down. The United States cannot do without our leaf, as there are no substitutes to take its place, and the question is only whether she will need a larger or smaller quantity for the coming year. As long as the leaf in general is fine in quality, manufacturers are more liable to stock up, owing to the uncertainty of future crops. Stocks of Havana tobacco in the United States are not large, on the contrary, thanks to the long pursued policy of buying only from hand to mouth, we feel convinced that they are rather scant.

If the vegueros have obtained high prices for their crops, they appear to be justified by the demand of the various buyers, which were competing for the good vegas in a lively fashion. The yield in the packings of Vuelta Abajo and Partido in wrappers have been disappointing, as far as light, clean colors are concerned. Only the shade-grown vegas have produced them in both sections.

Packing in the Santa Clara Province has become general, since the first of this month, and it is now claimed, that the bulk of the crop has been either sold by the farmers, or that the latter are packing themselves. Estimates of Remedios crop now vary from 150,000 to 175,000 bales. We have heard that some vegueros shall have sold their packed tobacco as high as $70 for first capaduras, $60 for seconds and $40 for thirds, and 8a, per bale. If the shrinkage and the expenses in bringing the bales from the country to our market are added, it can be readily seen that prices are bound to be higher than last year. It is possible that perhaps some packers, in order to lower the cost prices, will not make the escogida so scrupulous and mix some of the seconds with the first capaduras, and in the same manner put some leaves, that in reality belong into the third grade, with the secouds, etc. Of course, in this manner the prices apparently will be lower. These are little tricks of the trade, well known to the experienced buyer, and have been practiced before.

Recent Leaf Sales.

Sales during the last fortnight amounted to 7,035 bales of all kinds of leaf, or split up into: Vuelta Abajo, 4,634; Partido, 1,256, and Remedios, 1,145 bales.

Buyers were: American, 1,416; exporters to Europe, 1,319; shippers to South America, 341, and our local manufacturers of cigars and cigarettes, 3,959 bales.

Receipts of Tobacco From the Country Were:

	For the two weeks ending July 4, 1913.		Since January 1, 1913.	
Vuelta Abajo,	24,072	bales.	71,723	bales.
Semi Vuelta,	2,473	"	8,662	"
Partido,	1,131	"	3,813	"
Remedios,	3,489	"	7,022	"
Oriente,	64	"	1,081	"
Total,	31,229	"	93,501	"

Exports of leaf tobacco from the port of Havana, during the two weeks ending June 28, were:

To all ports of the United States,	4,661	bales.
To Bremen and Hamburg,	814	"
To London, England,	5	"
To Buenos Aires, Montevideo and Valparaiso,	341	"
Total,	5,821	"

Leaf Buyers That Come and Go.

Arrivals—From New York: Antonio Gutierrez, of the Genevall Cigar Co., Inc., and S. Ruppin, of S. Ruppin.

From Chicago: Emil Wedeles, of Wedeles Bros., and Abraham Fromberz, of the Fromberz-Berlitzheimer Co.

From Tampa: José M. Martinez, of J. M. Martinez & Co., and Val. M. Antuono, of Val. M. Antuono.

Returned—From New York: Maximilian Stern, of Maximilian Stern, and L. Stuart Houston, of Henry Clay and Bock & Co., Ltd.

From Tampa: Francisco Arango, of Henry Clay and Bock & Co., Ltd., and Manuel Suarez, familiarly known as the Grillo(Cricket), of Manuel Suarez.

Departures—To New York: Manuel Pendas, S. Ruppin, Manuel Lopez and Calixto Lopez, the latter bound for England.

To Tampa: Francisco R. Diaz, Val. M. Antuono.

To Key West: Wm. J. Lightbourne.

To Savannah: Percy Myers.

Expected to Arrive—From New York, per steamship "Havana," July 9: Joseph Mendelsohn, accompanied by his son, Harry Mendelsohn, of Mendelsohn, Bornemann & Co.; Vincent Planco, of Ruy, Suarez & Co.; Ernst Ellinger, of Ernst Ellinger & Co.; Fred Davis, of Samuel I. Davis & Co.

With the Cigar Factories.

The month of June has turned out after all to be somewhat better than we dared to hope after the bad month of May, as we have exceeded our exports by a trifle over one million cigars, as compared with last year.

	Cigars.
Exports of June 1 to June 30, 1913 from Havana,	12,906,444
Exports of June 1 to June 30, 1912, from Havana,	11,778,538
Increase of exports during the month of June, 1913,	1,127,906

The result for the six months in both years now stands as follows, viz.:

	Cigars.
Exports from Havana, January 1 to June 30, 1913,	85,599,750
Exports from Havana, January 1 to January 30, 1912,	78,957,514
Increase during the first six months of 1913,	6,642,236

During the month of June the following 11 countries show these increases in cigars: France, 464,925; Great Britain, 308,261; the United States, 223,182; Chile, 157,942; Germany, 114,239; Peru, 76,600; Portugal, 52,350; Gibraltar, 36,265; Austria, 30,140; Australia, 28,607; Canada, 20,527.

The following four countries have shown these decreases in cigars during the same time: Argentine Republic, 166,840; Italy, 128,800; Uruguay, 52,497; Dutch West Indies, 32,300.

Romeo y Julieta is working phenomenally strong at this season of the year.

H. Upmann & Co. also report good business, notwithstanding the dull season.

Partagas is doing fine work and has no reason to complain of dull times.

L. Stuart Houston is well satisfied with the success he achieved on his flying trip to Europe, in the interest of Henry Clay and Bock & Co., Ltd.

Castañeda is ahead on its order slate, as compared with last year.

"Sol" is doing good work, even in the dull season, and confidently is looking ahead for an improvement in business, as soon as the new tobacco could be worked.

The "Flor del Fumar" factory continues to be favored with high-priced "Regalia" orders from the United States, England and Germany. What might be lacking in quantity is fully made up in the value of the cigars shipped.

Buying, Selling and Other Notes of Interest.

The principal sellers of leaf tobacco during the past fortnight were: Hernandez & Alvarez, 1,200; Aixala & Co., 684; Camejo & La Paz, 610; Candido Obeso, 600; José Menendez, 294; H. H. Strater, 214; Gutierrez & Diehl, 200; José C. Puente & Co., 250; Gonzalez & Benitez, 200; Herrera, Calmet & Co., 155; Diaz, Herrera & Co., 150, and Bienes, Diaz & Co., 100 bales.

The principal leaf buyers were: Maximilian Stern, 1,534; Cifuentes, Fernandez & Co., 794; H. Upmann & Co., 612; Celestino Vega & Co., 572; J. F. Berndes & Co., 493; Emil Wedeles, 300; Celestino Corral, 250; Por Larrañaga, 212; Romeo y Julieta, 200; C. E. Beck & Co., 150; Rodriguez, Menendez & Co., 150, and Adolfo Moeller, 140 bales.

There were 10 shippers above 200 bales from the port of Havana during the past fortnight, viz.: J. Bernheim & Son, 788; Virgilio Suarez, 589; Garcia & Co., 495; J. F. Berndes & Co., 493; Maximilian Stern, 406; Menendez & Co., 394; Manuel Suarez, 314; M. A. Suarez & Co., 264; Diego Montero, 256, and I. Kaffenburgh & Sons, 233 bales.

Ernst Ellinger & Co. are receiving a good deal of leaf from the Vuelta Abajo. Although they have their buyers out in the Santa Clara Province, we understand that they have not yet purchased anything at the ruling high figures.

Gutierrez & Diehl have bought the very best vegas of Remedios for their packings in the Santa Clara Province, and still they have only secured one-third of what they would have purchased, if the prices had been more moderate. In the Vuelta Abajo they are making two fine escogidas in Montezuelo and La Esperanza, of the choicest leaf grown in those districts.

Walter Sutter & Co. have made their maiden purchase for account of their customers.

The firm of H. Upmann & Co. had issued a circular, under date of the first of July, giving notice that Herr Heinrich Runken had retired from the firm (he has since left with his family, on the 5th inst., by the German steamship "Prinz Joachim," for Bremen), and that Messrs. Albert Upmann and Hermann Luettich had been authorized to sign the firm name by power of attorney.

ORETANIV.

Pittsburgh

Bank Failure Does Not Affect Business In General—Stogie Strike Causes Uneasiness—Wholesale and Retail Cigar Trade Good

PITTSBURGH, PA., July 10.

TWO events of paramount importance occupy the mind of the Pittsburgh trade at this moment—the failure of the First-Second National Bank and the strike of 2,500 stogie makers. The bank failure, although attracting much attention, has not affected business in general, and as far as the tobacco trade is concerned, it is a closed incident. The stogie strike, treated elsewhere in "The Tobacco World," is causing considerable uneasiness among the big manufacturers, who fear that it will spread.

Retail business in Pittsburgh for the last two weeks has been very good, especially last week, owing to the Welsh Eistedfodd.

W. L. McLain has opened a new stand at Forbes and Boquet Street, one square from Forbes' Field. He has a full line of cigars and stogies.

Production of tobacco products in the Twenty-third Pennsylvania District for June:

	1913	1912	Increase
Cigars, No..	31,730,790	31,405,940	333,850
Small Cigars, No..	8,740	9,600	1,160
Cigarettes, No.,	4,200	....	4,200
Snuff, pounds,	535	478	D 143
Tobacco, pounds,	10,241	8,275	1,966

The stogie factory of M. Surperior, 48 Miller Street, suffered $3,000 damage by fire last week.

F. W. Ashner, of L. Goldsmit Bros. & Co., is doing great business on "Dry Shitz" stogies.

G. D. Gifford, second vice-president of Surbrug Co., was here for a few days, looking after business on "Milo" cigarettes.

C. M. Pleasents, of the Havana-American Co., was in the city for a few days, working on "El Principe de Gales" cigars. Business satisfactory, is his report.

C. F. Lee, formerly with C. A. Gibbs & Co., who now has charge of the Nixon Cafe stand, carries a full line of the well-known cigars and a good line of cigarettes.

Mr. Herrington, manager of the J. T. Snyder cigar stores, was transferred to Rochester, N. Y. Mr. Anderson, who was formerly with Snyder in Pittsburgh, but sent to Detroit, is now back in Pittsburgh, having charge of the Snyder stores. Wm. Goetz, formerly with the R. & W. Jenkinson Co., in the Oliver Building, is assistant to Mr. Anderson in the Snyder stores.

Preston Herbert, vice-president and general manager of the United Cigar Manufacturers' Co., was in Pittsburgh last week, interviewing jobbers.

E. F. Baron, manager of Siller-Narten-Barnes Co., spent the Fourth at the Coast.

The "City Club" crew of the Burley Tobacco Co., in charge of C. S. Buck, has been getting life-members for "City Club" (the pride of our factory), in Pittsburgh and Western Pennsylvania. Numerous attractive "City Club" window displays have adorned the best stores, and consumers and merchants are enthusiastic from quality and selling standpoint. Mr. I. Ginsburg, local representative, is assisting in this work of proving to dealers that "City Club" is the twentieth century wonder in smoking tobaccos, and both have made numerous friends.

J. E. Detweiler, of C. A. Gibbs & Co., is doing very nicely on "Tuval," made by Marcelino Perez & Co., of New York. Also sells lots of imported cigars and stogies.

Mr. Marcelino Perez, of Marcelino Perez & Co., manufacturers of the "Tuval," was in the city for a few days, and is well pleased with business on that brand.

J. A. Dyson has opened a new cigar stand in the old Baltimore & Ohio Ticket Office, in the McClure Block, Wheeling, W. Va. He gave carnations to the ladies and cigars to the gentlemen on the opening day. He carries a full line of imported and domestic cigars. Mr. Dyson has been in this block for 24 years.

Mr. R. Thompson, of the W. J. Gilmore Drug Co., reports being oversold on "El Verso" cigars and at the present writing has none in stock. Also have a large sale on "Girard" cigars, made by A. Roig & Langsdorf, Philadelphia.

The Seventh Avenue Hotel cigar stand had a big week on account of having two delegations of the Welsh singers at their hotel.

T. V. Wilkinson, the "Zubelda" man, is doing some very good advertising on this brand, and also interviewing consumers with samples of this delightful cigarette. "Zubeldas" are showing up nicely in Pittsburgh, and the new college rug is making quite a hit.

J. M. Goodman, with Phillip Morris & Co., New York, reports large sales on their cigarettes.

L. K. Black, representative of the B. F. Stauffer Co., of West Virginia, was in town last week. Says business was very good in West Virginia and Ohio.

Fred W. Bailey, representing the M. Perez Co., New York and Key West, was in Pittsburgh for two weeks, selling "Pinzon" with their representative here, the Haworth & Dewhurst Co. They placed the "Pinzon" in Hamel's and Antler Hotel.

J. E. Beck, of the Bachia Cigar Co., just arrived in Pittsburgh last week from a trip to the West. Had lots of business on that brand.

H. V. Merriman, of the Bock-Stauffer Co., who calls on their downtown trade, is selling lots of "Webster" and "Van Dyck" clear Havana cigars. Also selling many of their stogies, which are now made by union labor.

Jos. Ferst, of M. Stachelberg & Co., was in Pittsburgh for three days, calling on the trade for A. Reuben & Co.

H. J. Harper, of M. Melachrino & Co., just arrived from Erie. Reports business is very good on their brands. Mr. Harper has a few downtown window displays.

A. J. F.

Milwaukee

Leading Distributors All Busy On Popular Line—Wright Drug Co. Gives Interesting Demonstration

MILWAUKEE, WIS., July 9.

BUSINESS with the local wholesalers and retailers has been quite good, some firms reporting an increase in the amount of business over previous years.

The Western Cigar Box Manufacturers' Association held their meeting in this city the latter part of June and elected officers.

The cigar box factory of J. Schwartzburg, Sixth and North Avenue, this city, suffered its second fire loss within a year a few weeks ago, when the plant was damaged to the extent of about $8,000.

Milwaukee retailers report a satisfactory business on all their popular lines, with cigars still holding the first place.

Steve Surman, manager of the Cuba Rica cigar store, is enjoying his usual volume of business. He has re-purchased this store from the Cuba Rica Co. The "Ruy Lopez" is being again featured with a window display.

The Wright Drug Co. are all enjoying a good business. Last month they featured in their windows the "Lovita," their private brand, with a demonstration of how it is made. Since then the cigarmaker has been working in other windows about town with a consequence of some increase of business. At present Wrights are displaying the "Jose Villa."

Fay Lewis & Bros. Co. report a very good business, both wholesale and retail. The "Harvester," their private brand, continues to move very well, while the "Tom Moore," "Webster," "El Sidelo" and "Savarona," all show an increase over last year. The Fay Lewis Co. have succeeded in closing the contract for the exclusive cigar privilege in the new Wisconsin Hotel, which will be opened to the traveling public about October 1. The new hotel is the largest in the city, and this stand should prove a very profitable one. Harry Lewis is spending a few days in Rockford, Ill., on a business trip.

Leo Abraham & Co. continue to enjoy a good business at all retail stores, while their wholesale business, especially in the city, shows a steady increase. This speaks well for Mr. Chapman, the jovial city salesman. At the Third Street store business continues good. The "Jose Lovera," "Charter," and other well-known brands are moving very good. The front of the store was recently remodeled, the windows being set back to conform with the city ordinance, which prohibits extending beyond the building line. Eddie McKercher has been entertaining the folks from home (Des Moines), during the past week.

The "Cinco" cigar, made by Eisenlohr Brothers, Philadelphia, is being featured with a window display at the Goldsmith Pharmacy. According to the A. S. Goodrich Co., business on this cigar continues very good. The "Equity" and "San Felice" are also moving well.

A. O. Meister continues to do a good business, the above-named cigars still being prime favorites at his establishment.

C. G. Polzin has engaged in the cigar business at Marion, Wis.

Neil Shanahan has disposed of his cigar factory at Delavan, Wis., to Charles Russ.

O. A. KROMPAS.

Booker Plant Moved to Richmond, Va.

The Booker Tobacco Co., the recently acquired branch of the Tobacco Products Corporation, have closed down their plant at Lynchburg, Va., and are moving it to Richmond, where they will have larger facilities.

That Lynchburg's interests will not suffer by the removal of the Booker business to Richmond is known on good authority, for another company has already been formed to operate the plant along the lines of the old company or on a larger scale.

Back of the new concern will be ample capital, it is stated, while experienced tobacconists will be at the head of it.

San Francisco

Retailers Elect Officers and Provide Salary for Secretary—Trade Good—Manila Sales Picking Up

SAN FRANCISCO, July 5.

AT the annual meeting of the San Francisco Retail Cigar Dealers' Association, this week, most of the old officers were re-elected.

The new list is as follows: Dan P. Carter, president; Robert E. Donahue, first vice-president; A. A. Knox, second vice-president; Fred M. Prince, recording secretary and treasurer; James Byrne, financial secretary, and Ralph Dreisbach, sergeant-at-arms. The executive committee consists of Mark Cohn, Dan B. Dwyer, John C. Connor and J. B. Martin; and the board of trustees of E. Van Straaten, W. R. Dreisbach and W. H. Hambleton. The yearly reports of the officers were received and approved. Routine business was attended to; and, finally, it was decided by a unanimous vote to provide the secretary with a salary to begin with July 1. The sitting committee of the association is now issuing cards for the quarter beginning July 1 to the cigar salesmen.

Notwithstanding the two holidays and the hottest weather of the season, the retail business for the week has been good for the season. While a good many San Francisco people took advantage of the holidays to leave town, there were a good many outside people in town, and altogether the sales were fairly large. The wholesale trade has been light, with only a portion of the salesmen out after trade and these not working their hardest. A considerable portion of the wholesale end of the trade is taking advantage of the vacation privileges just at present.

E. E. Whiting, traveling representative of Reiss Bros., reached the coast last week, and, after spending a few days in Los Angeles, came on north to this city. He will spend about a week showing his pipe samples to the trade, and will then turn eastward again, going back over the central route. He found the trade in the West in good condition.

J. H. James, the veteran cigar and tobacco dealer, of Porterville, Cal., who has been in business in that city for more than a quarter of a century, has retired. He has sold a part interest in the business and has turned the remaining interest over to his son, E. W. James. The firm will hereafter be known as McFarland Bros. & James.

B. H. Pendleton, head of Horn & Co., leading cigar and tobacco jobbers of this city, has returned from a three weeks' stay in the East, where he spent most of his time at various factories. William Hoffman, traveling salesman for Horn & Co., got back from a trip through the San Joaquin Valley just before the holiday. He found business good in most places, notwithstanding the dry winter and short crops.

The general idea is that the Manila end of the cigar business on the Coast is mending very perceptibly, and that the market as a whole is in a better condition to absorb Manila goods than for some time. Most of the San Francisco jobbers and importers are now selling about all they can get, and are usually anxious for the new shipments as they arrive. In the meantime the cigars are coming through in better shape than they did for a while. Advices from the Philippines are not very reassuring as to the factories, which are said to be very hard hit by a combination of money tightness and heavy losses on the spring shipments to "The States."

Vice-president Herbert, of Philip Morris & Co., was in San Francisco for a short time last week.

Harry Welsh, one of the outside men of the Edward Wolf Co., is making a run through Nevada, where the general indications continue favorable for a revival of mining interest. Some of the newer camps are very prosperous.

Emil Judell, of H. L. Judell & Co., who recently missed being in the fatal train wreck near Vallejo, in which 13 people were killed, by a change of plans at the last moment, is now trying his luck in the northeast section of California. This section of the country has been very hard hit financially by the stagnation in the wool market, due in part to tariff uncertainty; but Mr. Judell hopes to pull out a considerable amount of business nevertheless. This section, though a little off the beaten track, is a great grazing region and is usually a good district for the cigar travelers.

H. H. Manley, Western representative of the American Cigar Co., has been keeping on the go pretty constantly for some time. Having completed his tour through the North he has gone South for a two weeks' campaign, chiefly in Los Angeles. He is expected back within a few days, for a brief stay.

Milton Esberg, Pacific Coast manager for M. A. Gunst & Co., returned last week from San Diego and Los Angeles. While in the latter city Mr. Esberg attended the meetings of the California Celebrations Committee, an organization which will devote its energies to bringing various national and other conventions to California during the next two years. Both San Francisco and San Diego are to have expositions in 1915 in honor of the opening of the Panama-Pacific Canal, and it is desired to get as many conventions and similar gatherings as possible booked for the California cities between now and 1915. Mr. Esberg was elected vice-president of the committee.

M. A. Gunst & Co. are making a great hit with their special vacation displays in the windows of leading stores of the house. The pipe and smokers' outfit business of the last few weeks has been unusually large.

"Luxellos" on the Coast

The above is one of the many splendid displays of "Luxello" cigars, made by Luckett, Luchs & Lipscomb, of Philadelphia, Pa. This picture illustrates the show window of the Santa Fe Pharmacy, Los Angeles, Cal., under the management of Dr. M. Jacobson; Klauber & Wangenheim being the wholesale distributors for the brand in that territory.

Edward Wolf is expecting a visit from R. M. Ellis, of the Tobacco Products Company, of New York. While here Mr. Ellis will do a little work in the interest of the "Nestor" cigarettes.

M. N. de Lang, of the "La Prueba" cigar factory, of Manila, P. I., writes Edward Wolf that he has reached the Islands in first-class shape. He writes that the "La Prueba" people have had a good season, though he hears that some of the Manila factories are in bad shape for want of ready cash.

Tillman & Bendel, wholesale grocers and tobacconists, are now getting in results from the heavy newspaper advertising given their Sanchez & Haya line during the last few months.

The Little Havana Store at Lompoc, Cal., has been sold to C. P. Litten, of that place.

ALLEN.

Slump On Cincinnati Brakes

Cincinnati, O., July 5.

A slump in the local tobacco market has appeared. Although bidders were very anxious a few weeks ago to get hold of good offerings of burley and other types of tobacco, only three sales were reported today and these at prices which were not encouraging to the sellers.

7,000,000 Cigarettes a Day at Durham

The Blackwell branch of the American Tobacco Co. at Durham, N. C., have opened a cigarette manufacturing branch which will have a daily capacity of 7,000,000 cigarettes. They intend to concentrate on one or two brands at first, but eventually will be making a number of popular selling goods.

A new retail store has been opened by David Herman at 519 Jackson Street, Milwaukee, Wis., where the following brands are featured: "Regensburg," "Henry the Fourth," "Bank Note," "San Felice," "Tom Keene," "Cinco" and others.

Patents of Interest to Tobacconists

1,042,307, apparatus for handling clay pipes, E. Babb, Akron, O.
1,041,989, match machine, P. C. Forrester, Tacoma, Wash.
1,041,007, machinery for packing cigarettes, and other articles, E. L. Bracy, Scoland, Neck, N. C.
1,041,695, match safe, H. L. Sulzbach, Sioux City, Ia.
1,042,652, cigarette-making machine, C. DeCazen, Montreal, Can.
1,042,419, match box, F. H. Farrar, Tolo, Ore.
1,042,690, match safe, F. Kotraba, Westchester, N. Y.
1,042,621, cigar-banding machine, F. E. Terrill, Lakewood, O.
1,040,653, continuous cigarette machine, N. DuBrul, Cincinnati, O.
1,040,772, cigarette-making machine, A. H. Sarkisian, Bridgewater, Mass.
1,039,892, combination pipe and tobacco case, O. A. V. Buckow, Newark, N. J.
1,040,152, cigar box, C. M. Concannon, Richmond, Cal.
1,039,987, tobacco drying and nicotine-extracting process, R. G. Mewborne, Louisville, Ky.
1,040,236, match receptacle, J. E. Neahr, New York, N. Y.
1,043,386, smoker's stand, J. H. Astruck, New York, N. Y.
1,043,388, smoker's utensil, J. H. Astruck, New York, N. Y.
1,043,078, combination tobacco box, W. H. J. Downey, Wilmington, Del.
1,044,506, tobacco-stemming machine, G. F. Eckart, Chicago, Ill.
1,045,020, pouch for tobacco, G. K. Guinzburg, New York, N. Y.
1,044,516, cigar-making machine, F. J. Hagen, New York, N. Y.
1,043,434, tobacco holder, C. T. Jacobsen, San Francisco, Cal.
1,043,338, cigar cutter, M. Meyerson, Jacksonville, Fla.
1,045,176, ash receptacle for smokers, R. J. Piper, Chicago, Ill.
1,043,869, smoking pipe, W. C. Ranson, Cleveland, O.
1,045,331, cigar container, W. D. Sharpe, Bellevue, Pa.
1,045,631, stem for smoking pipes, cigar and like holders, F. T. Sullivan, Brooklyn, N. Y.

Designs.

43,218, match box, A. Hawkins, Los Angeles, Cal.
43,218-4, cigar band, H. A. Jones, Rutherford, N. J.
43,150-1, cigar protector, G. S. Mahn, Philadelphia, Pa.

Labels.

16,606, "Lujoso" (for cigars), E. Gonzalez, Tampa, Fla.
16,607, "El Mismo" (for cigars), J. M. Gonzalez, New Orleans, La.
16,620, "Ben Fez" (for cigars). A. C. Henschel & Co., Chicago, Ill.
16,622, "Choose Individual Chews" (for chewing tobacco), International Investment Corporation, Norfolk, Va.
16,630, "Blunts" (for cigars), T. G. Thompson, New York, N. Y.
16,629, "La Flor de Caritau" (for cigars), E. A. Weber & Otto, Manila, P. I.
16,603, "La Flor de Asinga" (for cigars), E. A. Weber & Otto, Manila, P. I.
16,604, "La Flor de Lavinab" (for cigars). E. A. Weber & Otto, Manila, P. I.
16,598, "Ideal Smoke of Leisure" (for cigars), F. Novotny, Bridgeport, Conn.
16,602, "Shriner" (for cigars), Vilas-Hanigan Cigar Co., Pierre, S. D.
16,567, "Elegantes Quality Cigars" (for cigars), American Lithographic Co., New York.
16,568, "Cigars of Quality Flor Fina" (for cigars), American Lithographic Co., New York.
16,569, "Quality Cigars" (for cigars), American Lithographic Co., New York.
16,570, "Superior Cigars" (for cigars), American Lithographic Co., New York.
16,581, "Lagman's Panama Bouquet" (for cigars), C. Lagman, Mobile, Ala.
16,588, "Little Egypt" (for cigars), Schmidt & Co., New York, N. Y.
16,593, "Provana" (for cigars), Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.
16,636, "Don Alvano" (for cigars), C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,652, "John Mill" (for cigars), C. B. Henschel Mfg. Co., Milwaukee, Wis.
16,632, "Saxonia" (for cigars), Coleman Cigar Co., Superior, Wis.
16,667, "La Posenda" (for cigars), La Posenda Cigar Co., Chicago, Ill.
16,642, "Prize Winner" (for cigars), Moehle Lithographic Co., New York, N. Y.
16,643, "John Claypole" (for cigars), Moehle Lithographic Co., New York, N. Y.
16,644, "Handcraft" (for cigars), Moehle Lithographic Co., New York, N. Y.
16,645, "El Puerto de Tampa" (for cigars), Moehle Lithographic Co., New York, N. Y.
16,646, "Banner Issue" (for cigars), Moehle Lithographic Co., New York, N. Y.
16,647, "Resiak Bouquet" (for cigars), Moehle Lithographic Co., New York, N. Y.
16,670, "Salma" (for cigars), Schmidt & Co., New York, N. Y.

Print.

3,124, "The Cigar That Put the O. K. in Smoke" (for cigars), Jersey City Printing Co., Jersey City, N. J.

Copies of above patents may be obtained for 15 cents each, by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

Letters to the Editor

An Inquiry From Binghamton

BINGHAMTON, N. Y.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly advise name of manufacturer listed under Factory No. 452, Ninth District of Pennsylvania, and oblige.

Yours very truly,
M. W. GOODELL,
53 Grand Boulevard.

Ans.—C. J. Garman, Ephrata, Pa.—*Editors.*

Seeks Names of Two Manufacturers

INDIANAPOLIS, IND., June 23, 1913.

Editor THE TOBACCO WORLD:

DEAR SIR,—Kindly give me the names and addresses of the firms listed under the following:

679, Ninth District of Pennsylvania.
1138, District of Maryland.

Yours very truly,
DAVID GLUCKMAN & Co.

Referred to our readers.—EDITORS.

This Dealer Wants Raffle Cards

RICHWOOD, W. VA., June 28, 1913.

Editor THE TOBACCO WORLD:

DEAR SIR,—Will you kindly forward me the address of houses manufacturing "Raffle Cards," especially raffle cards for cigars?

I. L. BOSCH.

Ans.—Starm Gum Co., 411 South Sangamon Street, Chicago, Ill.; Northwestern Novelty Co., Morris, Ill.; Cawood Novelty Co., Danville, Ill.—EDITORS.

Inquiry for Cigarette Machinery

BALTIMORE, MD., July 5.

Please advise us as to the necessary machinery and requirements for the manufacture of cigarettes, informing me where I can obtain the machinery.

Yours very truly,
E. A. DOETSCH,
"Baltimore News."

Ans.—Ludington Cigarette Machine Co., Waterbury, Conn., United Cigarette Machine Co., Lynchburg, Va.

Label Men Attention!

ST. LOUIS, MO., July 2.

Editor THE TOBACCO WORLD:

Dear Sir.—Could you refer me to some designer and engraver for label plates in two or more colors and embossing (half-tone and etching combined).

Yours very truly,
AD. KLINKENSPOR,
12 South Eleventh Street.

Ans.—Referred to our advertising columns.

A. T. Co. Shows Record Sales

The American Tobacco Co., for six months ending June 30, showed the biggest sales on the brands retained since the disintegration for any six months in the history of the company. Officials say that a gain appeared to be general in all departments.

The Wall Street "Journal" says:

"The American Tobacco Co. is not feeling the big loss in its cigarette business that prevailed during the early part of the year, when the four large tobacco companies were fighting each other so vigorously. It is said by the insiders that the heads of the companies have finally come to realize that the radical cutting of prices could not go on without destroying absolutely all possibility of profit for the cigarette manufacturers.

"On one brand of smoking tobacco the American Tobacco Co. last year, for the first six months, showed a loss of $200,000. This year, for the same period, it has been able to show a profit of $300,000, a difference of $500,000."

Detroit

Watson Co. Become Sole Distributors for "Van Dyck" Cigars in Michigan—Claude Howell Takes Over Selling End of Swift Cigar Co.—What the Dealers Are Doing

DETROIT, MICH., July 8.

RETAILERS look for the cigar business to slacken up a bit during the months of July and August, owing to so many people going on vacations, although there will be plenty of box trade for those dealers who make a specialty of that feature of the business. E. M. Harris, Burt Johnson and the Hotel Ponchartrain are daily receiving orders from customers from all parts of the country, where their Detroit patrons are summering.

The Harry W. Watson Co. have arranged to become sale distributors of the "Van Dyck" cigar in Michigan.

The Watson cigar stand at the Café Grand, on Woodward Avenue, has been having a very attractive display of "Tungsten" cigars, made by Jeitles & Blumenthal, Ltd., Philadelphia. In the centre of the window was a big Tungsten lamp, of the largest size, and surrounding it were boxes of "Tungsten" cigars. At night it shows very conspicuously.

Eugene Watson, president of the Harry W. Watson Co., and who resides in Flint, gave $100 to the fund being collected in that city, with which to erect a Y. M. C. A. building.

Charles J. Spietz, of the Wayne Cigar Co., is sadly disappointed in not being able to make an auto trip East, which he had planned. At the last minute some of the gentlemen in the party backed out for obvious reasons, so Mr. Spietz abandoned the tour and instead will take a boat trip, having left Detroit on one of the big boats on July 7, to be gone for several weeks.

Albert Worch, of the Wayne Cigar Co., reports that he has so many orders ahead that he cannot take on any more accounts this year.

The Plainfield Country Club, near Grand Rapids, opened its doors for the first time on June 29, although the formal opening will not occur until July 15. Joseph E. Bureau is house manager. A nice line of cigars is carried, among them the "Aploma," which was placed through Jackson Kelly, who made a special visit for that purpose.

Clifton L. Corpening, former manager of the Post Tavern, at Battle Creek, and who has been succeeded by Mr. Montgomery, formerly of the Hotel Planters in Chicago, has left on an automobile trip to Northern Michigan, and will later tour into North Carolina, where Mr. Corpening formerly lived.

A. L. Barr and E. M. Drew have opened the Washington Avenue Pharmacy, at 30 North Washington Street, Battle Creek, and are carrying a good assortment of cigars.

Saul Solomon, of Solomon & Son, James J. O'Meara, and E. M. Lawn, cigar dealers in Kalamazoo, participated in the trade-promotion trip of the jobbers and wholesalers of that city on July 9 and 10, to South Haven, Mich.

J. J. Arneth, proprietor, has opened a drug store in Iron River, Mich., and has put in a case of cigars. Carnations were distributed free on the opening day.

Otto J. Saichek, special representative of the American Tobacco Co., has completed his work in the Upper Peninsula on "Lucky Strike" tobacco, in connection with which the company has been giving a daffydil scarf pin free with each 10-cent can, thus creating a big sale.

Joe Carlisle, of the Santealla Co., is in Mount Clemens for a few weeks accompanied by his daughter. He is taking the famous sulphur baths, for which that city is noted.

Willis Andruss, after spending a week in Detroit, left for Ohio, where he will push "56" cigarettes. While here he placed them in many of the leading retail stores.

Archie Hiscotte is enjoying a good trade on the "Sir Rahmas" cigar, which he represents in this territory and is continuously landing new accounts.

Robert Ellis has finished a campaign on the "Tom Keene" cigar, which was highly successful. This cigar is handled in Detroit by Payette, Walsh & Co., and is their leader.

Herbert Weil, of the San Telmo Cigar Mfg. Co., is back from an extended tour to Nova Scotia and a cruise down the St. Lawrence River, accompanied by his wife.

Oscar Rosenberger, president of the San Telmo Cigar Mfg. Co., has sailed for Europe to be gone for about two months. He will stay most of the time in Germany, the home of his birth.

John P. Hemmeter, manufacturer of Hemmeter's "Champion" cigar, will go abroad the middle of August, and make a similar trip to that of last year, touring from one city to the other, returning home in September.

The Lillies Cigar Co., the Spietz & Worch Co., and the San Telmo Cigar Mfg. Co., closed their plants on June 30 and did not reopen them until Monday, July 7. This gave all of the employes a week's vacation.

The brand of H. Upmann & Co. is growing very popular in Detroit, particularly among the motorists, it being one of the leaders at the Hotel Ponchartrain stand.

F. S. McAllister, the popular city salesman of John T. Woodhouse & Co., has a summer cottage at Pine Lake, an hour's ride by trolley from Detroit, and every week has some of the employes of the company out to spend a day or two.

The Ambos Cigar Co. has relinquished its store at 33 Lafayette Avenue, their lease having expired, and has opened a branch at Grand River Avenue, near Trumbull Avenue, the main downtown store being at 123 Wayne Street, which they opened two months ago. The Lafayette Street store was one of the best known in the city and one of the oldest. A theatre will be built on the property.

O'Brien & Co. had a very good display recently on a new 5-cent cigar, "O'Brien's Tropics," made by Krause & Co., of Baltimore. Mr. Heineman received his first shipment of 5,000 and placed as many as possible in his window with an attractive card, bearing this advertisement: "In offering O'Brien & Co.'s 'Tropic,' the latest addition to our cigar line, we beg to state that its existence at the price offered is due to the concessions made in the new tariff schedule, providing a rate on certain forms of tobacco heretofore not granted the American manufacturer. We present this cigar with great confidence for your approval." Mr. Heineman says that inside of one week the entire allotment was sold out, and he wired for a duplicate order.

Frank Forrest will shortly have in operation a confectionery and soda fountain stand in the lobby of the Dime Savings Bank Building, the largest office structure in Detroit. Mr. Forrest will put a young lady in charge of the same while he continues with the E. M. Harris Co. cigar store.

Miss Sullivan, formerly at the cigar stand of the Hotel Tuller, is in charge of the lobby branch of the Soper Segar Co., which was opened a few weeks ago. She reports business to be very satisfactory and looks for a big improvement when all of the offices are occupied and the entire building completed.

After a brief trip to Canada, Richard Casey, Michigan agent for "Melachrino" cigarettes, is on the job again.

Edward Lichtig, city representative for Philip Morris cigarettes, took his annual vacation on July 7 for two weeks. Part of the time he will spend in Cleveland and other points in Ohio.

The Demendor Cigar Mfg. Co., of Detroit, has been incorporated to engage in the manufacturing business. P. R. Brown and J. B. Ryno comprise the firm.

The Swift Cigar Co., makers of the "Swift" 10-cent cigar, have turned over the entire selling end of the business to Claude Howell, wholesale tobacconist of Detroit. This means that Mr. Howell will push it not only in Michigan, as he has in the past, but in every one of the 48 States. Mr. Howell has had phenomenal success with the "Swift" cigar and made it so popular that the factory couldn't turn them out fast enough. A new addition is being built in the rear of the present factory on Gratiot Avenue, and when completed Mr. Muer, the proprietor, will add many more cigarmakers, so as to keep pace with the new business which Mr. Howell expects to work up for him.

Mr. Howell is also distributor for the "New Bachellor" cigar and just increased his regular order by asking for an additional 20,000 per week. Mr. Howell has appointed Chester Barry as advertising agent, who will be in charge of all outside advertising and window displays. Before long Mr. Howell hopes to have his business arranged so that he will be able to have salesmen in every part of the country.

E. S. Moser, of the firm of Niles & Moser, Kansas City jobbers, has been spending the past ten days at the summer home of George Meigs (who is the United States representative for Sanchez y Haya), at the St. Clair Flats, better known as "The Venice of America." Mr. Moser thoroughly enjoyed the visit and said that the Flats showed him something new in the way of summering, even if he was from the State of "Bull Moose" and "Show Me."

While walking from the depot in Marshall, Mich., to his summer home in that city, Edwin C. Way, president of the Scotten-Dillon Tobacco Co., of Detroit, became seriously ill and had to be carried to his home. Mr. Way has been in poor health for many months and went to Marshall to remain the balance of the summer.

Charles Holt will manage the Snyder cigar store at 117 Woodward Avenue, and Arthur Klotz that of the stand at Churchill's. Mr. Anderson, who has been general manager of the Snyder stores since their opening in this city, has left for Pittsburgh in the interest of Mr. Snyder's stores there.

Burt Johnson spent July 9 at Grosse Isle, Mich., where he went accompanied by 150 other members of the Rotary Club. Mr. Johnson represents the retail cigar industry in the club, and says he gets much good from it, not only socially, but from a business standpoint.

Tom Banagan, of the Banagan Cigar Co., of Hartford, Conn., was in town this week. Likewise Mr. W. R. Campbell, salesman for "Rameses" cigarettes.

Heinie Kuhn, representative in Clevland for "Melachrino" cigarettes, is rapidly recovering from his recent accident and hopes to be back in his allotted territory within the next few weeks. Meanwhile he is confined to his home in Detroit.

Mr. Penner, traveling representative for E. Rosenwald & Bro., during a ten days' stay in Detroit secured some very nice orders for Sumatra tobacco for his company.

Paul Lindner, of P. Lorillard & Co., is in town.

AL. U. THORNBURG.

Pennsylvania

NINTH DISTRICT FACTORIES SHOW BIG GAIN

Gain of More Than 7,000,000 Cigars for June—What the Makers Are Doing

LANCASTER, PA., July 10.

THE general prosperous condition for the cigar manufacturers in the Ninth Pennsylvania Revenue District is indicated by the latest revenue returns, which show that for the month of June 73,326,360 cigars were made in this district, as against 66,232,400 cigars in June, 1912. This includes cigars of all descriptions and shows a net gain in production of 7,093,960. A surprising gain, in view of the fact that some of the factories in this district have been known to have been slack and the gains in most instances have come from the large factories, those in Lancaster and York centres.

The opening of July finds the cigar business in fairly good shape and manufacturers will be more than contented if they can keep up the good June records. Usually about the first of July comes a slump, but up to the present writing this slump has not yet appeared.

Witte & Schleger, cigar manufacturers, have dissolved through the retirement of Mr. Schleger and the assumption of his interest by his partner, Mr. Witte, who will continue the business.

The condition of Mr. and Mrs. H. J. Ryder, who were injured in an automobile accident on the Philadelphia turnpike last week, is reported today as not serious, although they were badly bruised and shaken up.

William Toomey, proprietor of the Dover Cigar Factory, is erecting an addition to his factory, 20 by 25 feet, and when this is completed he expects to increase the number of his hands.

J. W. Brenneman, factory at Millersville, reports an increasing demand for his leading nickel cigar, "Our Principal," which is enjoying a big sale, not only in Pennsylvania, but in other markets where it has been introduced.

E. M. Cohn & Co., well-known leaf dealers, entertained a number of their friends at a dinner in their warehouse recently.

S. R. Moss, cigar manufacturer, and wife, sailed July 5 from New York for a tour of Europe.

Many New Factories Opening Near York

YORK, PA., July 12.

THE cigar industry throughout this section of the Ninth District has shown up exceptionally well during the past month. Revenue reports, particularly from the factories in and around York, show that no part of the district has been busier than the factories in this section, and that the production has leaped forward at a surprising rate. Additional cigarmakers have been put on and more are being added as fast as they can be employed. The rush of orders at the box factories indicate the general prosperity in cigar manufacturing.

During June six new factories were licensed in this city and vicinity. Employment will be given to 65 hands, 40 of whom will be employed by the International Cigar Co., of Wrightsville. Ten factories, giving employment to 86 hands, were opened during the month of May. The following are the factories and the number of hands employed in each, opened during the past month:

Belvidere Cigar Co., rear 249 South George Street, 5 hands; George C. Rudy, Wrightsville, No. 1, 2 hands; Smith Cigar Co., Red Lion, 5 hands; Daniel F. Urey, Felton, No. 2, 3 hands; Walton Cigar Co., York, 10 hands; International Cigar Co., Wrightsville, No. 1, 40 hands.

Such factories as the C. H. Plitt Cigar Co., who are enjoying big business on their "20th Century" and "Liar" brands, report that they have all their benches filled and could use more hands.

Celestino Costello is also busy filling orders on the "Barrister" brand.

The Rupin Factory, at Akron, is advertising for more hands.

After Reading Revenue Violators

READING, PA., July 11.

INTERNATIONAL Revenue Collector Fred W. Cranston threw a scare into a number of cigar retailers and manufacturers here this week, by conducting an investigation into alleged violators of the internal revenue laws.

It is stated that many dealers in this city are violating the laws in the matter of cigar stamps. The law requires that when a box of cigars has been broken the stamp thereon must be immediately destroyed. Many have apparently complied with this in their own estimation, but in this the revenue inspectors differ. The latter claim that the stamp is not destroyed by opening a box or by merely lightly scratching the stamp. The orders are that the destruction must be complete.

Seven members were elected to the Cigarmakers' Union, Local No. 236, at a meeting of the members held at the Labor Lyceum.

Local cigar factories, including Yocum's, Fleck's, Spatz and others, are all reported busy. Retail trade is exceptionally good, considering the season.

Baltimore

Trade in All Branches Good—"Savaronas" and "Reynaldos" Being Featured—A New Kraus Brand Brought Out

BALTIMORE, MD., July 9.

EVERY branch of the tobacco trade, from the manufacturer down to the retailer, is enjoying good business in this locality, and this, in spite of the fact that usually there is a falling off in the retail trade after July 4. The usual mid-summer lull, however, has not arrived, but the retailers know that it will come once the vacation seekers start hoarding trains out of Baltimore. In the meantime nobody has a kick.

A tour of the leading factories shows that all the benches are filled and more hands could be used. In their new building at Gay and Preston Streets, Wertheimer Brothers are now comfortably settled, and have increased manufacturing facilities already in full swing. This factory has been aptly called the "El Dallo" factory, after the brand of cigars which have made the manufacturers famous within the last 12 months.

The Manchester Cigar Co.'s new building on Frederick Street, which will be a six-story structure, is being pushed rapidly, and they expect to occupy it early in the fall. R. N. Paris, son of the proprietor, has just returned from a quick trip through the Middle West, during which he found very satisfactory reports on the sale of their several brands of small cigars.

Lilly, Dungan & Co., are featuring in a special showcase a fresh shipment of the new crop of "Savarona" cigars, just received from Cayey Caguas Tobacco Co. The goods show off to splendid advantage and are pronounced to be the finest ever turned out by this well-known Porto Rican factory.

"Reynaldo" cigars, made by Luckett, Luchs & Lipscomb, are having a remarkable sale in all the first-class retail stores, hotels, restaurants and drug stores throughout the city. Lilly, Dungan & Co. report that it keeps them hustling to get the goods in fast enough to supply the demand.

Arthur Rosenberg, manager of William Deiches & Co.'s Washington branch, was married to Miss Alma Gundersheimer in this city last week.

Hi Hammer, representing the Corral Wodiska factory, of Tampa, made a flying visit to the trade here this week, and then left for his home in Cleveland.

Henry Kraus, of Kraus & Co., stopped off in Philadelphia this week, on his way home. The Kraus factory is exceedingly busy now on all of their leading brands and have just put out a new Havana cigar under an exceptionally attractive and distinctive label bearing the title "Golden Robe." It promises to be a big seller, and has already been placed in the hands of a number of big distributors throughout the country.

The Cigar Machine Corporation, who manufacture a bunching and cigar-wrapping machine, have made a number of new improvements to their machinery and expect to put the improved machine on the market very shortly. They contemplate opening a demonstrating plant in Philadelphia, and in several other cities.

Heineman Bros. are pushing their new nickel cigar, "H. B.," into many new markets.

The "Stratford" cigar, made by the El Draco Cigar Mfg. Co., Philadelphia, and distributed in this city by Hooper, McGaw & Co., is having a steady sale among the best trade in this city. At the Hotel Emerson the "Stratford" is one of the best sellers.

BALTO.

Salesmen covering the Oklahoma territory of the R. J. Reynolds Tobacco Co. recently gathered together at McAlester, Okla., and from thence departed for the head office at Winston-Salem, N. C., for the purpose of receiving instructions to further extend the sales of the company.

The American Cigar Co. a short time ago declared a dividend of 1½ per cent. on its common stock, payable August 1 to stockholders of record July 15.

Recent reports are to the effect that the Swisher Cigar Co., of Newark, have leased buildings at Jackson, O., which they intend to use as a cigar factory, just so soon as the new buildings are remodeled and equipped. The new plant will provide facilities for about 200 hands.

Tracey Brothers, 1415 Douglas Street, Omaha, Neb., who recently suffered a considerable fire loss, have purchased the entire stock and fixtures formerly used by Moritz Meyer at 1314 Farnam Street. The building occupied by Mr. Meyer is to be demolished, and the deal with Tracey Brothers was quickly made.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

KARLUK:—26,082. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1913. Charles Stutz Co., New York.

SAREMO:—26,083. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1913. H. J. Fleischhauer, Philadelphia, Pa.

O POP:—26,084. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1913. Sheip & Vandegrift, Philadelphia, Pa.

PALMA CIA:—26,085. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1913. Paul Watkins, Fort Meade, Fla.

MINERS CLUB:—28,086. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 26, 1913. A. G. Tickner, Herrin, Ill.

SNOOKY OOKUMS:—26,087. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1913. F. M. Howell & Co., Elmira, N. Y.

YANKEE QUEEN:—26,088. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1913. F. M. Howell & Co., Elmira, N. Y.

TUKU ROKU:—26,089. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 27, 1913. F. M. Howell & Co., Elmira, N. Y.

LADY MAGDALA:—26,090. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1913. F. M. Howell & Co., Elmira, N. Y.

KING POPULAR:—26,091. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1913. F. M. Howell & Co., Elmira, N. Y.

COMPLACENCY:—26,092. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1913. The Fehsenfeld Cigar Co., Baltimore, Md.

UNION GATE:—26,093. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1913. J. L. Greenberg, Chicago, Ill.

BANK HEAD:—26,094. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1913. G. Merz & Son, Chicago, Ill.

ALACRITY:—26,095. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1913. Moehle Lithographic Co., Brooklyn, N. Y.

SLEIPNER ATHLETIC CLUB:—26,096. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1913. Herman Juhnke, Chicago, Ill.

LUCKY BREAK:—26,097. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1913. Kaufman, Pasbach & Voice, New York.

PURA VITA:—26,098. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1913. Kaufman, Pasbach & Voice, New York.

HAVANA DRUM:—26,099. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1913. Kaufman, Pasbach & Voice, New York.

ME-4-U:—27,000. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1913. Kaufman, Pasbach & Voice, New York.

OLDEWURTELS:—27,002. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 1, 1913. M. Shelly, Philadelphia, Pa.

IBIDEM:—27,003. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 1, 1913. Kaufman, Pasbach & Voice, New York City.

BOBBY B:—27,004. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 1, 1913. Charles Peiffer, Stouchsburg, Pa.

RIP SAW:—27,005. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 1, 1913. S. Feiman, Canton, O.

CHRISTOPHORUS PLANTINUS:—27,006. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 2, 1913. Moehle Lithographic Co., Brooklyn, N. Y.

JOSA DABE:—27,007. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 2, 1913. Adolph Frankau & Co., New York.

MAJOR PUFF:—27,008. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 2, 1913. Kaufman, Pasbach & Voice, New York.

QUEEN'S TASTE:—27,009. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 2, 1913. Moehle Lithographic Co., Brooklyn, N. Y.

COSTANZA:—27,010. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 3, 1913. F. M. Howell & Co., Elmira, N. Y.

ARMORER:—27,011. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 3, 1913. Kaufman, Pasbach & Voice, New York.

TURKISH MURVA:—27,012. For cigarettes. July 3, 1913. Cambyses Co., Boston, Mass.

TURKISH OCTUS:—27,013. For cigarettes. July 3, 1913. Cambyses Co., Boston, Mass.

EL REALO:—27,014. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 3, 1913. Kranz Bros., Kankakee, Ill.

NUNBETTA:—27,015. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1913. Kaufman, Pasbach & Voice, New York.

DISPENSACION:—27,016. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 7, 1913. Cole Litho. Co., Chicago, Ill.

GEN'L HURLBUT:—27,017. For cigars, little cigars, cheroots, stogies, chewing and smoking tobacco. July 7, 1913. Higgins Cigar Mfg. Co., Belvidere, Ill.

FERDINAND Y ISABELLA:—27,018. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 7, 1913. Dwyer & Co., Seattle, Wash.

BARKING DOG:—27,019. For cigars. July 7, 1913. M. W. Goodell, Binghamton, N. Y.

FAVORITE MARINE:—27,020. For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. July 8, 1913. A. Meesing, Jacksonville, Fla.

A SMILE 4-5:—27,021. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 8, 1913. D. C. Conway, Dalastown, Pa.

177:—27,022. For cigars. July 8, 1913. P. J. Clark, Binghamton, N. Y.

CADALSO:—27,023. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 9, 1913. O. K. Hartman & Co.

TRANSFER.

MAGYAR ROVID SZIVAR:—27,024. For cigars. July 9, 1913. Has been transferred from Leo Rosenberger & Co. to Bernard Friedman, Bethlehem, Pa.

New Chain of Retail Stores in Northwest

Henry M. Prince, one of Tacoma's most prominent retail cigar dealers, and Fred Newman, formerly with M. A. Gunst & Co., in Spokane, Wash., have combined to increase the capitalization of the Prince Cigar Co. to $200,000 for the purpose of opening a string of twenty-five new stores throughout the Northwest. They will operate only in territory not occupied by the United Cigar Stores Co.

RETAIL BULLETINS

Everett H. Wright has purchased from Emmit Lee the cigar store located at 408 French Street, Wilmington, Del.

Max Sandler, proprietor of the cigar store at Pratt and Trumbull Streets, Hartford, Conn., has just opened a branch store at 553 Main Street, that city.

Thomas Timbo has opened a cigar store in the McVey Building, on North Avenue, Plainfield, N. J.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

WANTED—Partner with capital to finance cigar, 10 for 15 cents. Something new. Factory now running. Big success. Royal Americus Cigar Co., Westchester Ave., Bronx, New York.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

WANTED—A self-demanding cigar, made from Zimmer and broadleaf fillers, for private brand. One to ten thousand a month. Nothing less than $20 considered. C. L. Kennard Co., Jonesboro, Ark.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 253 E. 78th St., New York. 9-1_tf

FOR SALE—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whift Cigar Company, Cleveland, Ohio. 4-1-a

FOR SALE—Grading and separating machine in perfect condition. Address Box 111, care of The Tobacco World, Philadelphia, Pa.

CIGAR FACTORY FOR SALE in city of 1200. Fine proposition for the right parties. Work 10 men. Goods sold to trade, $33, $35, $60, $70, and $85. Old firm well established. Present owners have several cigar stores and are jobbers. Would like to sell to two good cigarmakers. Good stock of leaf tobacco. Will invoice about $4000. Will take $1000 down and balance on easy terms. Will job all brands. Columbian Cigar Co., Benton Harbor, Mich.

Help Wanted.

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

LEAF TOBACCO SALESMAN for Philadelphia and vicinity. By an old established house. Splendid opportunity for the right man. Address Box 222, care of "The Tobacco World."

Situations Wanted.

SITUATION WANTED—Position as representative of Pennsylvania manufacturer's cigars, ranging in price from $9 up, to call on jobbing trade in Chicago and Indiana, on commission. Address Box G-200, care of "The Tobacco World," Philadelphia, Pa.

WANTED—Position as agent for good five-cent cigar, also "two-for-five." Would travel New Jersey State on commission and expense, or would like position as foreman on hand or suction work. Many years' experience in all branches in manufacturing cigars. Box No. 350, care of "The Tobacco World," Philadelphia, Pa.

Open the Door to Opportunity

"Opportunity is the only knocker that is welcome." You are shutting your door to the opportunity of doing national business on a profitable scale by not advertising your brands to the readers of "The Tobacco World."

Interest on the Cincinnati burley tobacco auction breaks last week centered in the first appearance of W. T. Spalding as a full-fledged auctioneer. Young Spalding, who is the son of R. Y. Spalding, for many years proprietor of the old Planters' Tobacco Warehouse, and at the present time chief auctioneer for the Globe and Bodmann tobacco warehouses, is probably the youngest man who has ever taken up this line of work in the tobacco trade.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

W. G. Kooreman has sold out his interest in the firm of Kooreman & Dossin, manufacturers and dealers in cigars, 58 West Main Street, Meriden, Conn., and the firm has become Dossin Brothers, composed of Oscar L. Dossin, junior partner, and Albert P. Dossin, who has been connected with this firm for ten years and is now admitted to partnership.

The cigar store owned by P. Diamond, Potter and Franklin Streets, Saginaw, Mich., recently caught fire and caused damage estimated at $600.

CITY LIFE
5 cent cigar
ASK YOUR JOBBERS
MANUFACTURED BY
MARION C. HOLCOMB
BINGHAMTON, N. Y.

LEAF TOBACCO MARKET

Demand for Wrapper Leaf Continues Feature of Cigar Market—New Sumatra Being Tested—Domestic Growing Conditions Favorable

NEW YORK.

NEW YORK CITY, July 10.

FOLLOWING a lull in the leaf market incident to the national holiday, which extended from July 3 to 6, there have been signs of renewed activity this week among the big factors in Water Street. Most of the interests centered on wrapper leaf, and the new Sumatra importations have been moving out at a lively rate. Opinions vary as to the yield of the new Sumatra, but the concensus of opinion seems to be that the yield will be higher than last year's, although the colors are not running as uniform in most of the importations. There has been a very active sale of Florida shade-grown wrappers, and the stock on this class of wrappers is being rapidly reduced. Havana importers, who have recently visited Cuba, report that the high prices now being asked for the 1913 crop are almost prohibitive, and little buying will be done at the present figures. The importations of Havana into New York within the last fortnight have been quite heavy, and all the old goods have been moving out of the warehouses quite briskly.

PENNSYLVANIA.

PHILADELPHIA, July 12.

ALTHOUGH the past two weeks have found most of the Philadelphia cigar manufacturers quite busy, there have been signs of a slackening up in orders, which have caused some of the manufacturers to curtail their working forces. Upon the whole, however, there has been no cause to complain, either among the cigar manufacturers or the leaf dealers. The demand for good wrappers either in Connecticut, Florida, or Sumatra, continues unabated, and the stock of Florida shade-grown on hand in this market is being depleted. The sale of 1909-1911 Pennsylvania is reported to be picking up by some of the local dealers.

Hipple Brothers, L. J. Haeusermann & Sons, Lewis Bremmer's Sons, Loeb-Nunez Tobacco Co., Benjamin Labe & Sons, and other prominent Third Street dealers, report improvement in business since the "Fourth." Havana leaf is moving with activity in some quarters, and the new Sumatra seems to be giving general satisfaction.

YORK, July 10.

The principal item of interest in leaf tobacco circles is the steady demand for Sumatra and domestic shade-grown wrapper stock. The large manufacturers are contracting for this class of goods as rapidly as it is placed in the market, and the increased cigar output has grown until it looks as if the demand for Sumatra would exceed the supply, and the consumption of domestic shade-grown wrapper stock will probably exceed all previous records.

The demand for filler still continues firm, a number of the packers falling back on their 1909 crop, which has been held as reserve stock. Seconds and binders have also been cleared wherever possible to make room for the stock which will have first call shortly.

The storms of last week did some damage in the outlying districts, several tobacco sheds in the vicinity of Shenk's Ferry being blown over, while a shed belonging to Michael Dietz was completely destroyed. Daniel FFry, near Stoner's Station, also suffered the demolition of a tobacco shed.

The McGuigan Cigar Co., Red Lion, according to report, recently purchased 50,000 pounds of tobacco, which is probably the largest transaction which occurred during the past fortnight.

LANCASTER, July 9.

Conditions in the local leaf market are still quiet, though there have been a few sales of 1909 and 1911 crop. The growers have felt the scarcity and high prices for plants, and a number of farmers have planted other crops, believing more money can be made than in raising tobacco.

The weather of the past few days has been ideal for tobacco growing, and plants already set have shown a marked improvement, though those set before the frost show the greater increase. Cutworms have appeared in greater numbers than usual in several parts of the county, and growers were prompt to take the necessary steps to prevent any considerable damage.

Practically all the growers will have finished planting by the 10th or 15th of the month and with the recent rains conditions are favorable for the plants securing a good start to withstand a summer drought.

The packers have little to report, their operations recently being confined to jobbing operations, but reports received from the 1912 crop indicate that the sweating is progressing without any more than the usual amount of rot.

The storm of last week did some damage to the young plants, but an examination of the beds early this week developed the fact that the loss was not anything like what was feared on Saturday and Sunday.

Outlying sections reported a barn or two destroyed, but the clear weather permitted the packers to move the crops to other places, and it is believed there will be comparatively little loss from this source.

WISCONSIN.

EDGERTON, July 7.

THE tobacco planting season in this section is just about being finished, having been delayed by the heat wave which swept through this section of the country late last month and continued for nearly two weeks. Many of the fields which were planted here in the heated term and were burned out by the scorching sun are now being replanted. When the growers found that they could not fight the weather, they desisted in their efforts until the heat wave was broken, and now that the cooler weather has arrived they are getting busy to finish the planting. Local markets are reported entirely bare of any transactions worthy of note on old leaf. Shipments out of storage last week were less than 300 cases. From Stoughton come reports that much damage is being done among growing tobacco by cutworms, which the growers are fighting desperately. Sampling in a moderate way has begun at Janesville, but it is yet too early for any results. Four hundred cases were shipped out of storage at that point last week.

CONNECTICUT.

SUFFIELD, July 10.

CONDITIONS have been quite favorable for the growers in the Connecticut Valley during the past two weeks, and as a result the new crop is in an excellent condition. Tobacco under cloth is growing rapidly and the plants are all in a flourishing condition. Some of the early set tobacco has been hoed out the second time. From Feeding Hills comes the report that the Cuba-Connecticut Tobacco Co. are making preparations to erect a new building on the foundation of their barn, which was destroyed last August. The new building, which will be used for storage purposes, will be two stories high and 100 by 40 feet in dimensions. The same company has also broken ground in the Shoemaker-Lane section to erect a big tobacco shed, replacing one destroyed by fire last May.

Reports from Granby as to the new crop are quite optimistic. At Springfield, Mass., reports are that the 1913 tobacco crop has been entirely transplanted. Timely rains have improved the conditions of the growing plants.

KENTUCKY.

LOUISVILLE, July 8.

THE burley tobacco crop in Central Kentucky and throughout the burley belt, is now all in the ground. About 85 per cent. of the crop was planted before the recent rains, which arrived in time to help along the growing. As to the prospects of the 1913 crop nothing definite can now be stated, although it is believed that it will not be any larger and probably not as large as 1912. Tobacco farmers in the burley section have planted much seed of the colory type tobacco, because of the strong and rapidly growing demand for this class of burley. The yield of this class is never very heavy. From Carlisle County come reports that the tobacco crop in that section promises to be unusually light, some farmers having planted only one-fourth of the normal acreage.

At Henderson it is stated that the threats of the night riders will considerably decrease the acreage of tobacco in Webster, Union and Henderson Counties.

From Southern Ohio, burley district, come reports that, although the acreage is practically the same as last year, the drought which has prevailed during June made some of the growers pessimistic as to the outlook, and they will be well pleased if they can get out a crop as big as 1912. There is practically no burley in the hands of growers in that section, the available supply having long since passed to the breaks of Cincinnati and Louisville.

Two purchasing agents, representing the French government, recently visited the Baltimore market and then went to Ohio and Kentucky, placing large orders for all types of tobacco to be used by the French monopoly.

Washington Tobacco Crop Report

IN the report up to July 1, which was issued by the Department of Agriculture on July 9, the following figures were given out as official concerning the 1913 tobacco crop of all kinds in the United States: Acreage, 1,144,350; condition, 82.8 per cent.; yield, 80.9 per cent.; production (estimated), 926,000,000 pounds.

Heard Among Leaf Men

The suit of 30,000 members of the Burley Tobacco Society, demanding distribution of $550,000, the proceeds of the 1906-1907 pool, has attracted considerable attention throughout Kentucky. The suit was instituted by W. H. Metcalfe and C. L. Griffith, tobacco growers, acting on behalf of themselves and other members of the society.

Cable advices from Jacob Labe attending the Sumatra inscription at Rotterdam, June 28, state that he purchased 100 bales on that date for Benjamin Labe & Sons, importers and packers, Philadelphia.

Articles of incorporation were filed by the Independent Tobacco Warehouse, which will start a new tobacco sales warehouse in Lexington, Ky. Capital, $80,000. J. Waller Rodes, Jr., R. L. Stivers, L. M. Land, W. F. Land, of Lexington, and Charles Connor, of Paris.

A large shipment of leaf tobacco, consisting of 831 hogsheads and weighing 1,118,732 pounds, was carried to Liverpool from Pensacola, Fla., on the Spanish steamship "Vivina," which cleared July 1. The tobacco is valued at $100,685.

At a meeting of the warehousemen of the section south of the Pee Dee River, held in Florence, S. C., Saturday, all markets except Lamar were represented: Mayesville, Darlington, Timmonsville, Olanta, Manning, Kingstree, Lake City, Johnsonville, Hemmingway and Florence. It was decided to open the markets on July 10 for the reception of tobacco. It was also determined to continue to oppose in every way the selling of tobacco on the farms, whereby the farmer loses the difference between what his tobacco will bring on the market, where it is finally sold, and what he received from the man who will put it on the market.

The Warrenton Tobacco Company, North Carolina, lost $60,000 in the burning of its warehouse with 20,000 pounds of tobacco.

For the purpose of operating a warehouse for the purchase and sale of leaf tobacco, the Planters' Warehouse Co., of Henderson, Vance County, N. C., was recently incorporated with a capital stock of $50,000. Wm. B. Daniel, Oscar S. Faulkner, S. H. Satterwhite, James A. Kelly and C. J. Smith, of Henderson, are named as the incorporators.

The new addition to the Bloch Bros. Tobacco Factory, Wheeling, W. Va., the "Home of Mail Pouch," is now completed and will shortly be occupied. The building is very spacious and is five stories in height. New machinery is to be installed and it is reported that the working force, also, will be increased.

Blazing the Trail

"If a man can write a better book, preach a better sermon or make a better mouse-trap than his neighbor, though he build his house in the woods, the world will make a beaten path to his door." But if he can make a better cigar, he'll wait a long time to attract the trade unless he advertises. Quality, backed with publicity, will blaze the trail more quickly. And he'll find the most profitable publicity in "The World."

Non-Poisonous Match Law Now in Effect

ACCORDING to the new Federal regulations, which became effective July 1, all match manufacturers in the United States are prohibited the use of any poisonous substance in the manufacture of matches. The new regulations do not as yet affect the jobber and retailer of matches, who can continue to dispose of their present stocks of the old-style matches for an indefinite period, but as fast as these goods are exhausted, the new type of domestic non-poisonous matches will take their places.

The new law affects only the tips of the matches. Manufacturers are taking steps to use in many cases sulphur only, and eliminating the poisonous chemicals previously used, which were dangerous alike to the workmen employed in the match industry and to the consumer.

Calabash Pipes Displace Farmer's Corncobs

The corncob pipe, long a favorite with the farmer, is being displaced by the calabash. A Kansas Congressman says that he received over 100 letters this year from admiring constituents urging that instead of the generally useless collection of garden seeds which the Congressman had been sending each year to these constituents, would he please confine his seed remembrance to the African calabash gourd? All the Kansas Congressmen have had the same sort of requests, and several of them have had to ask other Congressmen who had no calabash gourd applicants in their constituency to lend them some gourd seeds.

The Kansas farmers are staunch believers in growing the things they use as much as possible. So they are growing their own calabash gourd for pipe-smoking. The seeds are planted in warm, moist places, and are allowed to spread over the ground and not trained on a trellis or over a fence. Letting the vines run on the ground will allow the gourd to turn into the proper pipe shape naturally, and they do not need bending when green and being placed in a broad mold to give them the proper shape. Standing the gourd on end just a few days after the flower has dropped off will bend it around just the right angle.

Some use meerschaum bowls inside the gourd, but most of the Kansas farmers who grow their own pipes use plaster of paris bowls, cast in the gourd, or they make the bowls out of asbestos powder; the thin asbestos paper used in wrapping theam pipes.

False Tobacco Cures Should Be Stopped

The Minneapolis "Tribune" refuses, among other classes of objectional advertising, the advertisement of so-called tobacco cures, believing as a general proposition, that the stuff sold contains dangerous drugs. Anent this subject of tobacco cures, and the advertisement of a doctor who guaranteed to cure any one of the tobacco habit in four weeks for $10, a writer in an exchange says:

"Nobody wants to be cured of the tobacco habit. Persons with almost every other habit take a notion now and then to quit, but men who smoke and chew glory in the fact. They may be tortured with all the fleshly ills that man is heir to, but tobacco is a solace to their woes rather than an aggravation. I have known a number of doctors who undertook to uproot the tobacco evil. Every last one of them went broke, as he deserved to do, and to get on his feet again he finally had to turn his attention to some habit or disease that people really wanted to get rid of."—*Exchange.*

A novel innovation recently introduced by Peter E. Morrow, at Yonkers, N. Y., was the free offering of a genuine French briar pipe with each 50-cent humidor jar of "Tuxedo" tobacco.

Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St.
PHILADELPHIA

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

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HABANA, CUBA

Cable "SODECIO"

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Commission Merchant

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PIPER HEIDSIECK

Chewing Tobacco

In a 10c Metal Box

The Package is sanitary, convenient and very attractive

The American Tobacco Company

NEW YORK

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The manufacturer is not able to pay $1.85 per pound duty on imported tobacco and build as good a cigar as those which are covered with American Sumatra Tobacco, on which **no** duty is paid.

Skilled labor is high, Binders are high, good Fillers are high, everything pertaining to cigar manufacture is high, but the difference in the cost of wrappers, will enable the manufacturer to give you a finer article for your customer and more profits for you.

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

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Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in *preference* to Sumatra, strictly on its merit, *regardless of cost.*

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American Sumatra Tobacco Company

144 Water Street, New York

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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To the Cigar Jobbers and Distributors in the United States

If you want to make your business profitable and get the desirable light colors which the trade demands, and to enable your cigar manufacturers to give you a better quality cigar for the money insist that they give you a good cigar covered with an American Sumatra Wrapper.

The manufacturer is not able to pay $1.85 per pound duty on imported tobacco and build as good a cigar as those which are covered with American Sumatra Tobacco, on which **no** duty is paid.

Skilled labor is high, Binders are high, good Fillers are high, everything pertaining to cigar manufacture is high, but the difference in the cost of wrappers, will enable the manufacturer to give you a finer article for your customer and more profits for you.

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in *preference* to Sumatra, strictly on its merit, *regardless of cost.*

WHICH WOULD YOU RATHER BE—PREJUDICED OR PROSPEROUS? IT'S UP TO YOU.

American Sumatra Tobacco Company

144 Water Street, New York

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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Quality
Stability
Selling Efficiency
Uniformity

Highest Grade Turkish Cigarette
Exclusively Twenty-five Cents
This accounts for our wonderful demand

CADO CO., Inc.
Factory and Salesrooms - 26 Park Place, New York City

Gran Fabrica de Tabacos de Vuelta Abajo
INDEPENDIENTE

Fernandez y Garcia

NEPTUNO 170 and 172
HAVANA, CUBA

Annexed Brands: "LA GIACONDA" and "LAS PERLAS"

Representative: B. F. ALEXANDER, 208 Broadway, New York

Also Representative for Tomas Gutierrez,
(Successor of Juan Lopez Factory)

Above par.

Bank Note

The best CIGAR *for* 5¢

United Cigar Manufacturers Co., New York

Reynaldo

"Made so well this generation it will remain the next generations favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb
City Hall Square, Philadelphia
Makers Reynaldo and San Souci—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

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Calle De La Industria, 172-174
HABANA, CUBA

General Agent for United States and Canada

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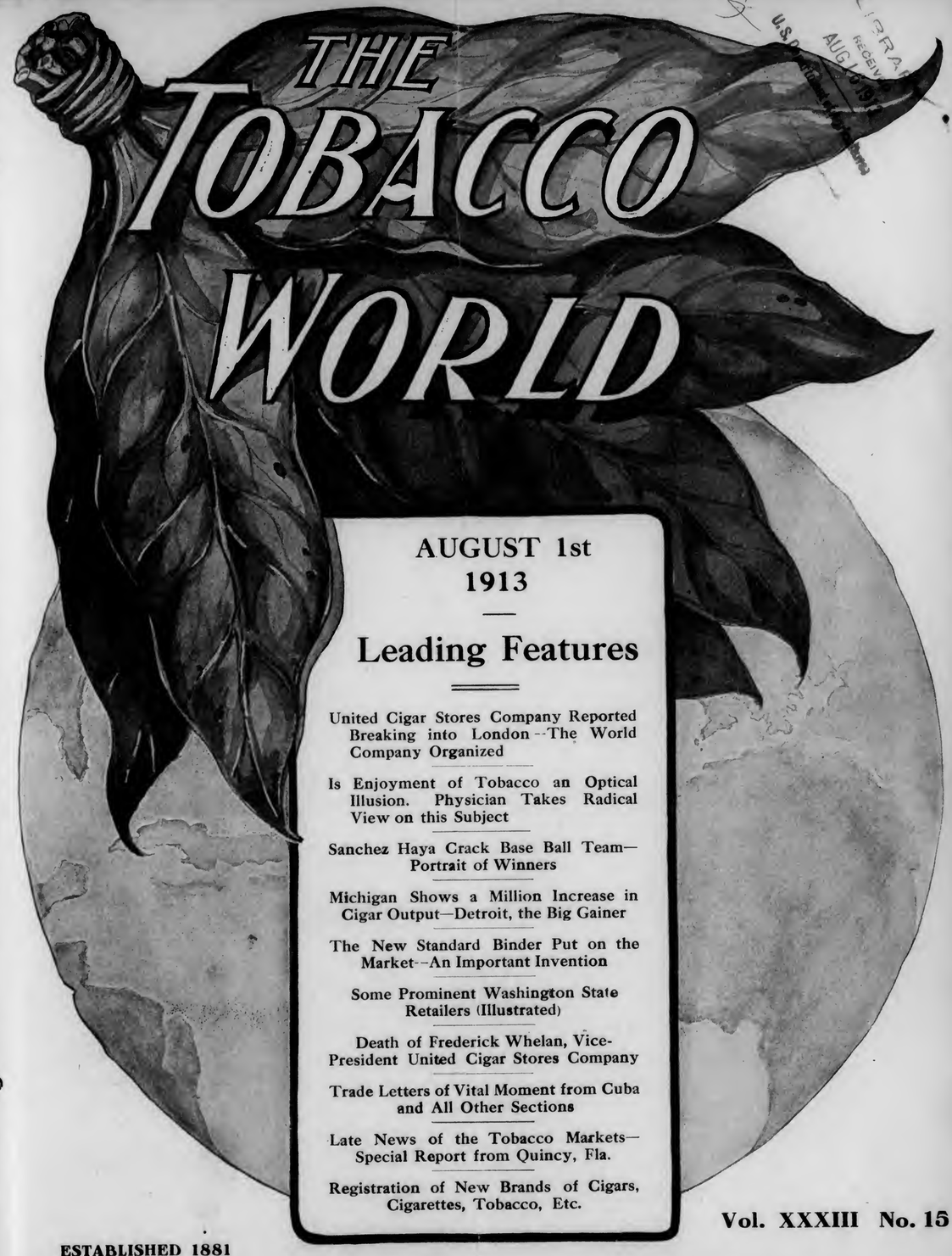

THE TOBACCO WORLD

AUGUST 1st
1913

Leading Features

United Cigar Stores Company Reported Breaking into London--The World Company Organized

Is Enjoyment of Tobacco an Optical Illusion. Physician Takes Radical View on this Subject

Sanchez Haya Crack Base Ball Team—Portrait of Winners

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Death of Frederick Whelan, Vice-President United Cigar Stores Company

Trade Letters of Vital Moment from Cuba and All Other Sections

Late News of the Tobacco Markets—Special Report from Quincy, Fla.

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIII No. 15

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

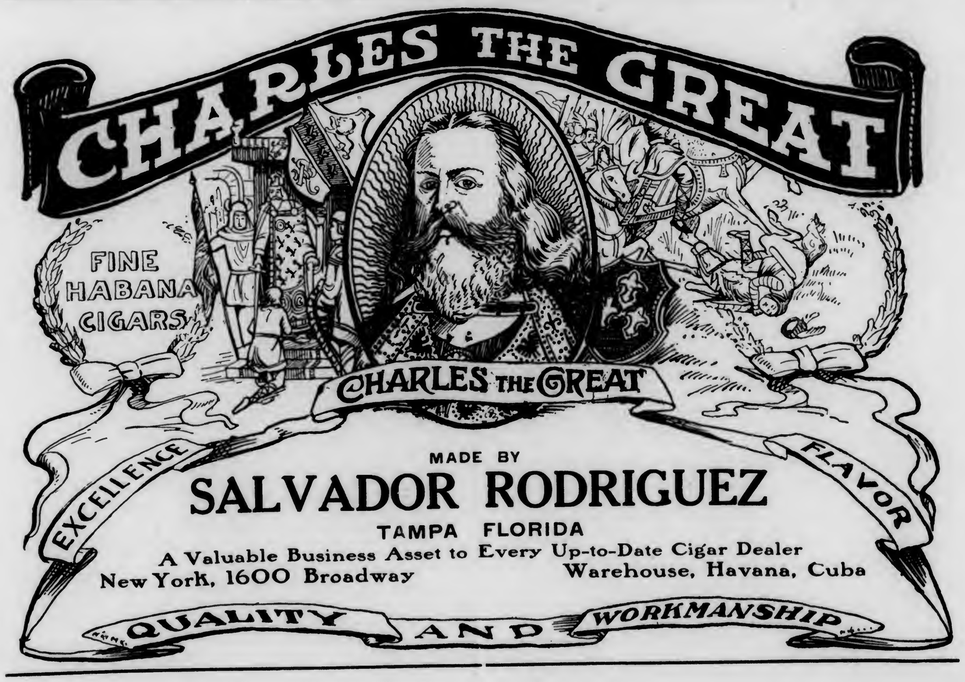
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

If You HANDLE ONLY the BEST CIGARS

you cannot afford to be without the Sen Auben, a cigar with 22 years of the utmost satisfaction behind it. It is a high-grade, 5-cent piece of goods, hand made in three sizes, Londres, Blunts and Conchas. The jobber who recognizes a first-class article, can't fail but be interested. Write today for details to

S. H. DURSTEIN, Mfgr., Wilmington, Del.

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

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TRADE MARK

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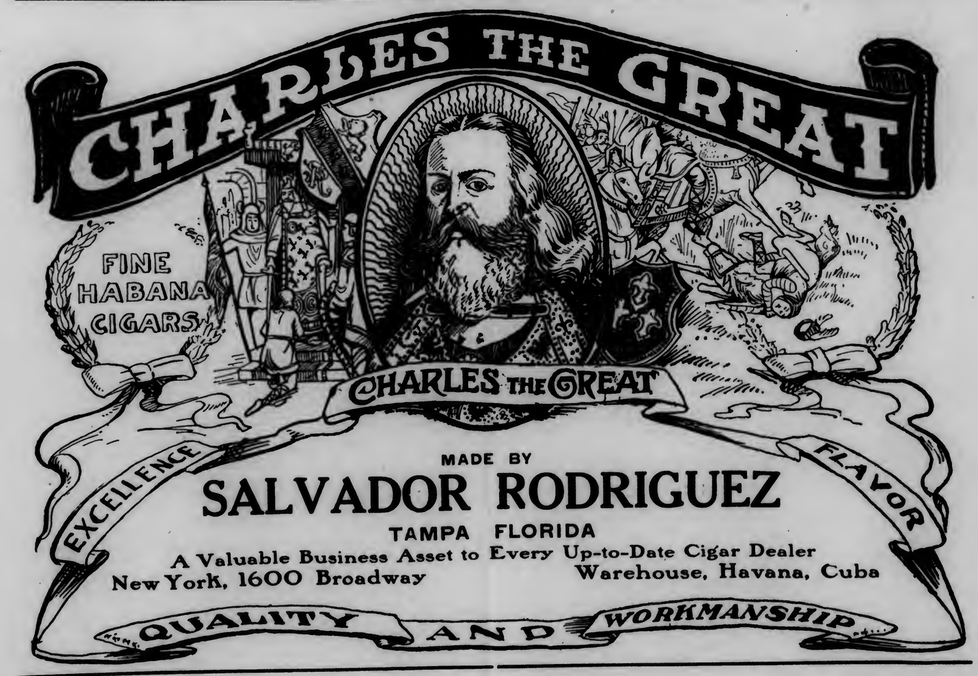
HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

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EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

The Cigar for the Connoisseur

Stratford

Havana Cigars

¶ If you want a high-class cigar that attracts the best trade and holds it, the Stratford will fill the bill. Superior selection of tobacco and workmanship insure the Stratford's permanent success.

EL DRACO CIGAR MFG. CO., Philadelphia

Distributors Wanted. Write for Price List.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana—Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

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HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane New York

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

STAG
TOBACCO

The 80¢ Tobacco In The 5¢ TIN

The most Phenomenal Success of recent Years.

EVER-LASTING-LY GOOD
ALSO PACKED IN POUND GLASS HUMIDORS.

Just Right

Flor de Jeitles CIGARS

MADE BY
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COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

LA SARAMITA

Mild and sweet. Broad leaf Havana Cigars. Built on lines of intrinsic worth and value. 17 years of unparalleled success. Honest goods, superb workmanship, excellency of character.

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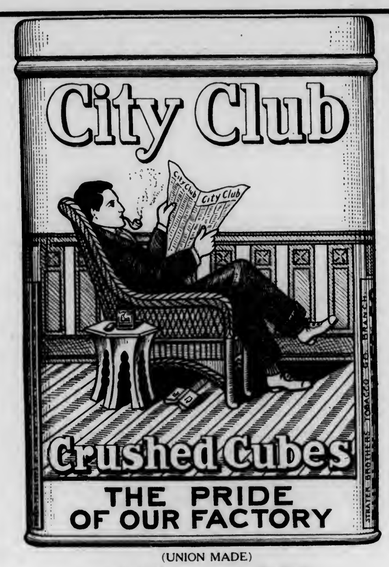
The New Sizes

COMMANDERS

BREVAS

THE SHIELDS-WERTHEIM CO., MAKERS, Cleveland



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For Pipe and Cigarette

One Can Makes You a Life Member

Winning Its Way

A New Value in Smoking Tobacco

If ever there was an instant success in Smoking Tobacco, it is CITY CLUB. Only a few months on the market, today known and smoked everywhere for its splendid quality.

—So good in fact, that it's like selling a twenty-cent article for ten cents.

We grow CITY CLUB ourselves in the Bluegrass region of Kentucky, and select only the pick of the output from 200,000 acres. Every step in growing, curing and marketing is our own, which explains the goodness, the enjoyment, the repeat orders.

Dealers Are "Cashing In"

CITY CLUB is adding to dealers' sales and profits everywhere. One can of CITY CLUB brings every customer back for more. Besides, there's a money-back guarantee which backs up the dealer and also makes CITY CLUB live up to its reputation.

But more than this, our national advertising campaign will start in a very short time. To help **you** "cash in"

We Will Prepay Express on Your Trial Order

This is our offer: Write or wire us at our expense and we will ship you a trial order of two dozen 10c cans and one magnificent Crystaloid window display show card, express prepaid, all for $1.92, which means a profit of 25 per cent on your investment.

Give us the name of your jobber and we will supply him.

Send your order now, for the business is surely headed your way.

The Largest Independent Tobacco Organization in the World
40,000 Stockholders, Growers and Manufacturers of CITY CLUB

Burley Tobacco Co., Inc., Louisville, Kentucky

(8)

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

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LOS REYES DE ESPAÑA

Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida

Office: 257-265 Fourth Avenue, New York

GOOD PROFITS
FROM THE REGULAR SALE OF

THE
PARAGON
A MODEL OF PERFECTION
(REG. TRADE MARK)

POCKET LIGHTER
Sells on Sight—Various Prices

No wheels, wicks, or springs; no adjustments. Strikes like a match on a box. Works every time—all the time. Sparking metal on bottom of box and the steel point will last a life-time. Therefore quick sales and no come-backs.

AN EXCELLENT ADVERTISEMENT
may be placed upon each box. Write for our ideas and complete catalog "W."

The Art Metal Works, 7-15 Mulberry St., Newark, N. J.

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories
of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney
HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

GREATEST SUCCESS IN
HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

'ELITE' F.R.y Ca. HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

CORRESPONDENCE

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

SOLICITED

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE KEY WEST CIGAR FACTORY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
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The Standards of America:

Lorillard's Snuff, : Est. 1760
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ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
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Vuelta Abajo "Castaneda"
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Main Offices and Factory: 129 Virtudes Street
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Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

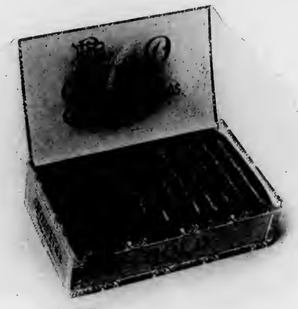
It's a winner!

Liggett & Myers Tobacco Co.

Piedmont
Cigarettes
10 for 5¢

Immeasurable Satisfaction

GAINED BY



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¶ Jobbers, Dealers and Smokers have brought **BOLD** into prominence more rapidly than any other nickel cigar yet in the market.

¶ There's a heap of satisfaction in quality,

Bold Quality

BOBROW BROS.

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Philadelphia, Pa.

MADE IN
PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

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Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 — Factory No. 79

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Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

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ESTABLISHED 1877 — NEW FACTORY 1904

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Steam Cigar Box Manufacturers

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JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

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¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

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Tobacco World Registration Bureau

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Petz metal store front bars prevent it—have prevented it many times. Petz bars hold plate glass up to wind storms—they've been tested by an 80-mile-an-hour gale and made good.

This is the strongest metal store front bar made—it has a steel backbone. It grips the glass tightly, but without clamping metal to the glass, so there is no danger from cracking. It is neat and compact.

Saves hundreds of dollars every year, just because it's rigid—unbending.

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DETROIT SHOW CASE CO.

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Hand-Made Havana Blend **5c.** Sumatra Wrapper Long Filler

The brand that made a reputation in less than a year

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155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

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Bands and Trimmings

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Resident Representative, 846 Drexel Building

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

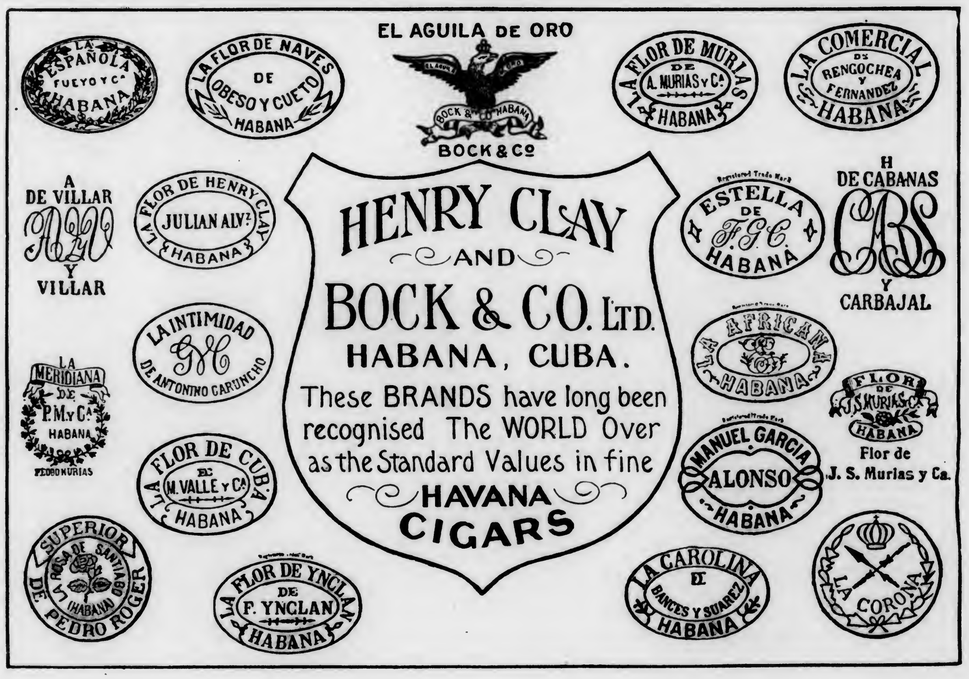
or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR



Makers of Low Priced Cigars - *Heed This*

USE

STANDARD *PURE TOBACCO* BINDERS

-and SAVE *100%* and more

The U.S. Government Patents

issued February 6th, 1912, shows authoritatively that the STANDARD PURE TOBACCO BINDER is manufactured ONLY of tobacco stems, cuttings, and scraps, scientifically produced by an intricate process which results in a soft, pliable, clean, sweet Tobacco Binder of exceptional quality

The Internal Revenue Dept.

has directed that this binder be entered as "tobacco in process of manufacture."

It is pure and neutral and contains nothing in its manufacture but the product of a Tobacco Leaf.

A Most Remarkable Tobacco Proposition

Manufacturers of low-priced Cigars who are using Tobacco Binders costing about $1.00 per thousand for the cheapest grown binders will welcome this new invention. Preliminary tests in the factories of a half dozen prominent manufacturers of low-priced Cigars have demonstrated that there is a saving of 100% and more from the use of STANDARD PURE TOBACCO BINDERS. It takes but two pounds of these Binders to cover 1000 Cigars as against six or seven pounds of regular grown binders. Thus the former costs at least two-thirds less than the latter, and there is an additional saving in the elimination of WASTE, CASING, STRIPPING, CUTTING and LABOR.

500 binders to the pound at 20c the pound, ready to use after lying for about 24 hours in damp cuttings.

Six Standard Sizes and Two Stogie sizes.

No Casing.
No Stripping.
No Cutting.
No Waste.

Use Standard Pure Tobacco Binders and save LABOR TIME and MONEY

A Uniform Burn

The Standard Pure Tobacco Binder causes the Cigar to burn perfectly to a clear white ash, even if the wrapper is not a free burner.

A Unit Blend

The Standard Pure Tobacco Binder absorbs the flavor of the filler and wrapper, thus neutralizing the taste and causing a Unit Blend.

Saves You Over *100%*

Every manufacturer of low-priced Cigars will eventually use the Standard Binder at one-third the cost of ordinary Grown Binders. Thus a big initial saving, plus the elimination of additional labor, time, space, casing, stripping, and waste; an accumulative saving of over 100%.

Proof on Demand

Just say that you are interested, mention sizes and quantity that you might use and we will forward at once sufficient samples for any tests to which you may wish to put our STANDARD PURE TOBACCO BINDERS. We send samples prepaid, absolutely FREE with the obligation entirely on us.

TOBACCO PRODUCTION CO., DEPT. H.
New Milford, Conn.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

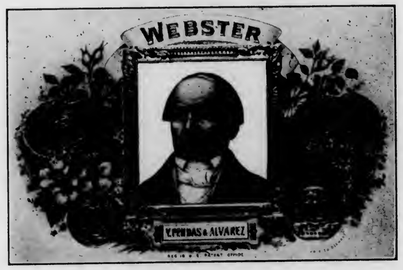
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



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10c. Cigar

Good Thru' & Thru'

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"THE DAYLIGHT FACTORY"
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131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

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214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, AUGUST 1, 1913. No. 15.

WORLD TOBACCO CO. OF ENGLAND

British Business Will Have an Added Huge Competitor—Mr. Whelan Not Accessible

SOME months ago, George J. Whelan, who founded the United Cigar Stores Company of America, and to whose genius for organization much of the credit of the success of that vast concern must be given, announced in a public interview that he believed the city of London was a splendid field for a similar enterprise.

Since his retirement from the presidency of the United Cigar Stores Company of America, Mr. Whelan has spent practically all of his time abroad, cruising sometimes on his yacht, but evidently planning to carry out the thought which he expressed long since.

Cable advices from London, under date of July 23, stated that The World Tobacco Co., Ltd., had applied for a charter under the laws of Great Britain with an authorized capital of 500,000 pounds sterling, which company, it was surmised, would organize a system of branch stores along the lines of the United in this country. Mr. Whelan's name was mentioned as being interested.

The officials of the United Cigar Stores Co. in New York, when interviewed, professed entire ignorance of the British concern and stated that they had received no advices as to what the plans of the World Company were. Later, it was announced that the new concern was an offspring of the Tobacco Products Corporation of America, and had been organized to compete with the British-American Tobacco Company and the Imperial Tobacco Company of Great Britain in both the wholesale and retail business.

As detailed in the WORLD some time ago, when the Tobacco Products Co. opened their cigarette factory in Canada, it was understood that they had been offered for purchase one of the leading chain-store companies now operating in London, but that negotiations fell through.

This new move would indicate, apparently, that the company intend to build up their own business in the British Metropolis and not attempt to remodel a business already organized.

A cable to the WORLD from our London correspondent under date of July 30, states that he was unable to locate Mr. Whelan in London, and that the articles of incorporation were impounded at Somerset House, and would not be made public for some time.

F. Stober Locates in Reading

THE cigar manufacturing industry of Reading, Pa., has received a notable addition in that F. Stober, who operates one of the most important factories in Middle Western Pennsylvania, at Warren, has decided to locate a plant in Reading, Pa.

During the past month Mr. Stober leased the Riegel Building, at Front and Washington Streets, Reading, Pa., and mechanics are now busy placing an additional story thereon and remodelling the premises for manufacturing purposes.

Mr. Stober's goods are very popular in Warren and vicinity and he frequently seats as high as 150 cigarmakers. He is opening the factory at Reading with 50 cigarmakers, and if his accessibility to the leaf tobacco centres and labor market proves successful, he will eventually concentrate his entire plant in Reading. He will open up about the middle of August.

NO RECEIVER FOR BURLEY TOBACCO CO.

Officers Defend Themselves Successfully—"City Club" Proves a Success—Election Next October

COVINGTON, KY., July 28.

AFTER a long drawn out suit in the Circuit Court at Covington, Ky., Judge Harbeson handed down a decision on the twenty-seventh instant refusing to appoint a receiver for the Burley Tobacco Co. on application of certain contesting stockholders. The evidence before the court showed that while the Burley Company had recently been spending thousands of dollars in developing their business, especially the "City Club" brand of smoking tobacco, that the corporation was thoroughly solvent and a receiver seemed unnecessary.

The "City Club" brand is now one of the principal outputs of the Louisville factory, due to their advertising, according to the testimony of the manager of that plant.

With this proceeding out of the way, the company can now go ahead and fulfil the mandate of the Kentucky Court of Appeals in the re-election of officers, the present board having been declared as illegally holding office by the court.

Park & Tilford Buy "Mi Favorita" Factory

As indicated last March, Park & Tilford have finally closed the deal for the purchase of the "Mi Favorita" cigar factory at Key West, and are now exclusive owners both of this brand and the plant in which it is produced. This deal has been pending for several months and was finally consummated during Mr. A. W. Arnold's recent visit to New York, who, it is understood, is president of the holding company as well as the factory manager. The offices of the factory will be located in Park & Tilford's new wholesale warehouse, 529 West Forty-second Street, New York.

Mr. Arnold has been for years with the factory and no changes will be made in the conduct of the business, for the present at least.

Balkan War Has Not Cut Off Turkish Tobacco

In regard to any possible deficiency of Turkish tobacco as a result of the Balkan War, D. B. Muratti, managing director of Messrs. B. Muratti, Sons & Co., of London, said recently that any number of inquiries reached him as to the possible shortage and consequent increase of prices. He said:

"I have just returned from my annual visit to Turkey—visiting tobacco centres, extending for three months. I can state authoritatively that there is no danger of any shortage. I traveled over the most important plantations just before the commencement of the war, and from information since received from my various managers in the Turkish growing districts I do not think any substantial damage has been done to the fields, the military movements have been so rapid.

"This year's crop in Cavalla and Xanthi is from 30 per cent. to 35 per cent. less than the previous year's crop it is true, owing to some of the peasants having planted rather late, and also owing to the heavy rains, and the quality, although still passable, is not so good as last year. But as regards Samsoun and Bafra the 1912 crop is about the same amount as the previous year, and, so far as I can see, there are prospects of the quality being good."

Is Enjoyment of Tobacco an Optical Illusion?

Physician Doubts Whether Tobacco Has Really an Odor or Distinctive Flavor—Questions the Cultivated Taste

A PHYSICIAN who has been an inveterate smoker has discovered—or, at least he has the evidence of his senses which inclines him to the belief that he has discovered that tobacco is tasteless and scentless, and that the pleasure of smoking is both an optical and a physical illusion.

What he says about tobacco refers to tobacco when used by a smoker. All smokers agree that the tobacco or the smoke has flavor and sweet odor if it is good. They say also that there are as many flavors and colors as there are different kinds of tobacco. This physician points out in an article published in the "Canadian Tobacco Journal," that there must be a mistake here, as frequently there will be a violent dispute between veteran smokers as to the grade and character of a particular cigar or a given brand of tobacco. To one it will be the essence of purity and a delight, and to the other burned cabbage and quite as obnoxious.

The doctor raises a question about the cultivated taste and wonders if it is not pure assumption.

"Why is it," he inquired, "that an inveterate pipe smoker will break a cigar up and smoke it in his pipe in preference to smoking the cigar as it is? That kind of a smoker will tell you that he gets nothing out of the cigar. The cigar has lost its flavor for him. The railroad track laborer smokes a heavy, juicy plug tobacco that more refined pipe smokers would find gagging if they tried it. The track laborer drinks it in after his evening meal, when he has the spirit to contemplate it, as if it were the breath of heaven. No doubt it has all the fragrance to him that a 50-cent cigar has to the smoker who smokes 50-cent cigars.

"I have known men who had the 50-cent cigar habit—not one particular brand, but a number graded at that price. Now, to these men a perfecto was only tolerable, and the two for a quarter, which are the best that most of us can afford to buy, except on state occasions, were simply not tobacco at all, but merely some bad-smelling weed.

"Take the case of the men who smoke two for a quarter cigars, and the accepted makes of pipe tobacco, and don't he find that anything below that grade is a nuisance? Not one of us can smoke a 5-center with any degree of pleasure, but if the 5-center happens to be not a real 5-center, but an imitation of a 10 or 15-center, we can sometimes enjoy it, we get the flavor we are after, or we think we do, and thereby the comfort.

"Non-smokers may smell smoke, and they may distinguish tobacco smoke from other kinds of smoke, since scarcely any smoke is odorless, but I am quite sure that what they smell is not at all the same soothing fragrance as that which comes to the nostrils of the smoker. It may be so in varying degrees as the non-smoker becomes sensitive to smoke by continued exposure to it, but never, I'm satisfied, does the non-smoker get the bouquet as the smoker gets it; and I doubt that the non-smoker who never smoked gets it without some of the disagreeable tobacco smell with it.

"What I say of the smell in doubting its existence refers to the smell that comes with the smoke and which is the balm of Gilead to the smoker. It pleases his nostrils and his mouth and his throat and gives him a sense of well-being because it seems sweet, fragrant, and wholesome. These are the essential oils of the leaf that are burning up, and from them in the process of distillation he gets his illusions, primarily, and I believe he gets secondary illusions within himself when his sensory nerves become so abnormal that they react to impressions that come to them as smoke is drawn in or visually blown out.

"The most experienced smoker may light a cigar and carefully cap it so that he will not be able to see the fire, or he may light a pipe, with a cover on it and drop the cover down so that he cannot see the fire. Then let him go into a dark closet, where there is not a suggestion of light, and within two minutes, I should say, he will not be able to say positively that either his cigar or his pipe is lit, though he may puff continuously from the time that he enters the closet. Not being able to see the smoke, he will not be able to taste it or smell it. His impressions will be precisely the same as if he pulled on an empty pipe or an unlit cigar.

"I swore off smoking once for two weeks, and for years prior to that time I had been an inveterate smoker. In that two weeks I never slept, much at first to my astonishment. The reason, of course, was very simple. I had accustomed my nerves to a treatment, and without this treatment I did not act normally. Being accustomed to receive either stimulation or suppression from tobacco or the fumes of it they were in a state of vigil when deprived of it. This observation caused me to stop smoking for three years. When I began again I was surprised to find that the taste of tobacco was only a memory to me. All kinds of tobacco were alike, and like so much dried leaves. I got nothing whatever out of the smoke except, possibly, the suggestion of raw tobacco, just as it might taste to chew. I can't say that I got any odor of it that was anything near as grateful to my senses as it was when I was a first-class smoker in training. I tried all kinds of pipe tobacco, and before my appetite came back I had experimented with all kinds of cigars. After a while, in a few weeks, I guess, any kind of tobacco that was generally considered good and almost any kind of a cigar seemed good to me, but within that few weeks none was any good. It was just tobacco as it grows in the fields without any subtle charm.

"I am again a non-smoker. It is two years since I smoked habitually and I have experimented several times within the period, only to find that the tobacco had lost its seductive power over me. I like the thought of it, but I dislike the taste of it, after the first few puffs. The first few puffs seem promising of the freshness and the fragrance of old, but after that it is no more to me than burned wood, except for the pungency of the raw tobacco taste, which is rather repugnant to the senses of all persons, except those who chew tobacco or use snuff.

"In the early use of tobacco, when he is acquiring the habit, it must come to his recollection that the aroma was different then from whatever it has been since he has developed the habit. To some beginners, as it is with me now, tobacco was tasteless and odorless, in the same sense of having anything like perfume, while others have told me that their first cigar smelled like heavy or bad cologne to them. This satisfies me that it is all an illusion, largely an optical illusion and largely a sensual illusion. I mean that there is nothing inherent in the tobacco that is productive of a pleasurable sensation, as there is in food."

JOBBERS & DISTRIBUTORS DEPARTMENT

HEMMETER CIGAR CO. REORGANIZE

Capitalized at One Million Dollars—Officers Elected

(*Special to The Tobacco World.*)

DETROIT, July 26.

THE Hemmeter Cigar Co., of Detroit, Mich., has reorganized its business to meet the conditions arising from a remarkable growth, which has been phenomenal since the plant was moved here from Saginaw, Mich., in 1897. The company has just capitalized at $1,000,000, 25 per cent. of which is preferred stock. The officers of the new company are: John P. Hemmeter, president and general manager; Byron J. Trembley, first vice-president and superintendent; Herbert S. Hemmeter, second vice-president; Fred Hemmeter, treasurer and assistant manager; Percival A. Barnard, secretary and auditor.

Henry J. Zegers, well-known South Chicago cigar jobber, is pushing with much success the "La Saramita" cigars, made by Shields-Wertheim Co., Cleveland, O.

New Franklin McVeagh Manager

E. B. YOUNG has just been appointed manager of the cigar and tobacco department of Franklin McVeagh & Co. He has engaged Oscar Frank, formerly with Sprague, Warner & Co., and lately with the Havana-American Cigar Co. as a city salesman, and turned over a big route to him.

The McVeagh house will institute a big campaign on "Havana Ribbon" and "Diamond Crown" in 5-cent goods, and also push a line of "First Consul" cigars of P. Pohalski & Co. They have recently been appointed local distributors of Bayuk Brothers' "Havana Ribbon" cigars, and manager Young is already getting this brand in many new places and good display most everywhere.

L. Poinsette, of the well-known jobbing house of Oberholz & Poinsette, Kansas City, reached New York on the fourteenth instant. His firm are the accredited distributors of E. H. Gato's "1871" cigars in their territory.

Wholesale Grocers in Convention

THE members of the Southern Wholesale Grocers' Association held one of the most successful conventions in their history at Charlotte, N. C., on July 16, 17 and 18, and accomplished much that should prove of benefit in honorable and able merchandising in the South.

The annual banquet was held on the evening of July 17, over which M. C. Mayer presided, and on Saturday, the 19th inst., the members of the association went to Reidsville, N. C., in a special train as guests of the American Tobacco Co. to inspect the big tobacco plants located there. J. H. McLaurin was re-elected president of the association and stated that the recent Government investigation of the association had proven that the organization had nothing to fear as far as their legitimate dealings were concerned.

The Philadelphia Wholesale Drug Co., the cigar department of which is managed by Mr. Rohrman, has just taken on the distribution of "Romado" cigarettes, made by the Tobacco Products Co., of New York. The "P. W. D." cigar, a private 5-cent brand sold in local drug stores, is enjoying a big demand.

"Barking Dog" in Distant Points

It is now nearly twenty-five years since Godfrey S. Mahn introduced to the trade their brand of smoking tobacco known as "Barking Dog," and for three years past, Martin J. Sheridan, of the firm, who looks after the New York end, has been reawakening interest in the brand by his advertising bull dog parading Broadway,—pipe in mouth, and blanketed with "Barking Dog Never Bites."

Recently the firm have been doing some judicious advertising and have been gratified in receiving orders during the past few days from Constantinople, Turkey, and Regina, Saskatchewan and many other points.

Their Philadelphia headquarters are at Eleventh and Chestnut Streets, and in New York at 1169 Broadway.

Label of Klingenstein Co.'s "Trade Mark" Cigar

The Klingenstein Company's "Trade-Mark"

THE Klingenstein Company, the big Los Angeles distributors, whose headquarters are at 109 North Los Angeles Street, have been creating a sensation recently on the Pacific Coast in the distribution which they have obtained on the 5-cent brand of "Trade Mark."

These goods are made by S. Fernandez & Co., of Tampa, which concern, as is well known, is owned by the sterling old house of Regensburg, and for a 5-cent smoke, they have gripped the consumers of the Pacific Coast like as in a vise.

We reproduce here a half-tone of the "Trade Mark" label which but faintly indicates the attractive manner in which the goods are packed. The labels are red, white and gold, heavily embossed, and the package is a delight to the eye.

THE subject of a woman smoking seems to be an ever new one in furnishing the daily press and space writers with stuff.

Women have smoked cigarettes for years and like them, and this applies to all grades of society alike, so that the quicker this fact is admitted, to my mind, the better it will be for a long-suffering public.

The next question is, how long before women will bridge the gap and become inveterate smokers of cigars as well as cigarettes, Many of the female cigarmakers get their daily allowance of smokes and use them steadily, equally with the men, and to my positive knowledge, two or three leading actresses in the United States quite prefer a puff of a fragrant Havana to that of a cigarette.

My good friend, Connie Ediss, who was for many years the belle of the Gaiety in London, enjoyed her cigar equally with any of her male friends, and did not hesitate to light a weed whenever she felt disposed, no matter who was present.

* * *

Recent reports are to the effect that the up-to-date women of London are discarding the cigarettes for pipes and cigars. In line with this "advancement," a Piccadilly tobacconist has placed a pipe on the market which is called the Belgique. It is made especially for use by women, being made of wood, and retailing at one dollar. Pipes, however, are not in as great demand as cigars, which are long and thin and cost fifty cents apiece.

* * *

Lord Lonsdale, who is an old friend of costermongers in general, was recently sauntering along the line of "pearl kings" at the Olympia Horse Show offering his famous cigars (long and very black) to the drivers and tentatively to the women with them, and was obviously taken aback when a staid matron took the cigar, bit the end and accepted a light from one of three hurrying men.

I guess in future he will be a trifle more careful in handing out his choice weeds to the fishwives.

* * *

Here's one from San Francisco that suggests an idea for promoting sales: On July 19, John Orin, who has a daily routine of ups and downs in a 'Frisco elevator which he runs for a living, went to a Market-Street retail shop and bought a lot of "two for five" cigars of the stogie family. He pulled one of the smokes from the package and in biting off the end his teeth encountered a rock-like substance. Orin thought for an instant he had bitten on a bit of Pennsylvania coal, but investigation showed that the little stranger in his cigar was a well-cut ½ carat diamond.

He is convinced now that cheap cigars are the only ones which suit his taste, but incidentally he is worrying lest some little maid who was employed in the factory from which his cigars came is mourning the loss of her engagement ring.

I don't think it would be a bad idea to pack a loose diamond or so in every ten thousand stogies and advertise the fact broadcast.

Apropos of the new anti-cigarette law which prohibits the sale or gift of cigarettes or papers to minors, I recall an incident that occurred some months ago, when an early morning train landed me in a city several hours before the cigar stores had opened for the day.

After an all night session in the smoker my stock of smokes was completely exhausted, and I began looking for some place where these could be had by purchase.

After several fruitless trips to locked doors, a bright, wide-awake "newsie" approached with the usual salutation of "morning paper, sir."

Noticing the strings from a bag of "makings" dangling from his pocket as he turned, I agreed to purchase the bag or any part of it that the owner would part with.

He looked his disgust for a "man" who was too mean to contribute enough for one "pill" and generously offered the bag.

I searched every pocket for the papers, but there was none, and casually approaching my benefactor I remarked that my stock of papers seemed to have gone the road of my smokes.

From the bottom of an unused pocket the papers were produced, and I started rolling the cigarette, anticipating the pleasure of a long hale, when it dawned on me that I had thrown away my empty matchbox just before leaving the train.

Business was beginning to brisk up, and the embryo salesman was getting nervous and had just started away on a run for a sale when I called him back with a polite request for a match.

I was subjected to as thorough an inspection as ever occurred in my life, and after accepting the proffered match was dismissed with, "Gee, mister, you ain't got nothin' but the appetite."

* * *

Commissioner of Public Safety Hicken, Duluth, Minn., is strictly on the job where the sale of cigarettes is concerned. No more will cigarettes be sold by dealers who are unable to produce their licenses and which can be obtained only upon the payment of $25. Recently, about a dozen and a half stores selling cigarettes without a license were visited, and were ordered to secure a license or run the risk of being prosecuted to the full extent of the law.

It seems that a number of dealers began selling cigarettes as soon as they learned that their application had been granted by the City Council, not waiting until they had received the license which was required to be placed in a conspicuous place, according to law.

Commissioner Hicken expects that a warning will be sufficient. If not, a duty lies upon the authorities to bring prosecution for violation of the Westlake law. As the provisions of the Westlake law have been moulded into an ordinance, arrests can be made under it and trials had without a jury.

THE ONLOOKER.

THE TOBACCO WORLD

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THE TOBACCO WORLD CORPORATION

J. LAWTON KENDRICK .....Treasurer

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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The Tobacco World's Registration Bureau

DURING the past week, in the first mail of the day, our Registration Bureau received applications from three different concerns for the use of the word "Denali" as a title for cigars.

Our records were searched carefully, and it was ascertained that the title, as far as we could know, was available for one of them. It so happened that one of the applicants was a lithographic concern which advertised in the TOBACCO WORLD, another was a New York firm of cigar manufacturers, and the third a cigar box manufacturer. The title was allotted to the first application, which was opened without discrimination whatsoever, and this brings us to the point which we desire to make, i. e., that the TOBACCO WORLD Registration Bureau is not run for the individual benefit of any one customer, either large or small.

Our office receives on an average forty or more applications per day for titles, and during the past month the percentage of titles which we felt might be safely certified, as far as our records were concerned, was about six out of a hundred.

When it is considered that the charge of our bureau is twenty-seven cents for a search and one dollar for a registration, the trade can quickly appreciate the fact that if we were conducting this bureau for profit only, it would be run along loose lines and we would be only too glad to issue certificates for titles which were questionable. As a matter of fact, the *chief complaint from our thousands of customers is that we are too strict in disallowing titles.*

In numerous instances we have turned back titles which had been registered many years ago by firms long since out of business, and after a careful search by the firm presently interested in obtaining the title, and report by them that no trace of either firm or title could be found, we have re-registered at the applicant's own risk, and such fact is carefully set out by the certificate.

It must be remembered by everyone, however, that no registration bureau can guarantee the validity of any claim for a title, except as a record of priority of actual use as a name for a certain brand of cigars, cigarettes or tobacco. The United States registration is along the same lines, with the added difficulty that cigar manufacturers, except in rare cases, have long since given up paying the large government fees for registration at Washington, and confined their registrations to the bureaus run by the trade press.

No registration certificate is a guarantee to the holder that the brand is protected against possible attack, for any little cigarmaker who can prove to a court's satisfaction that he has legitimately made and sold a brand of cigars prior to the date upon which another manufacturer commenced to use his brand name, can stop the sale of the latter's cigars and obtain an accounting, and this irrespective of the fact that the first manufacturer might not have ever registered his brand in any bureau, and that the firm who commenced making the brand later might hold letters patent from Washington or certificates from all the bureaus.

It is, however, a good trade custom that manufacturers should have a record made of the brands they intend to use, and these records should be handled by a bureau which is unbiased, fearless and not run for any manufacturer's especial benefit.

During the regime of the present management of our bureau this has been our rigid policy, and it will be maintained.

Samuel Addison Wolf.

With the most profound sorrow, we announce the death to the trade of Samuel Addison Wolf, who has been the acting editor and advertising manager of the TOBACCO WORLD since it came under the present ownership some four years ago.

Mr. Wolf was born in Shamokin, Pa., 33 years ago, and came from the finest Pennsylvania Dutch stock of that section. He early evinced a remarkable aptitude for newspaper work and journalism and when but 18 years of age was city editor of the leading Shamokin daily paper. He came to Philadelphia about 15 years ago and quickly secured a position on the Philadelphia "North American."

He soon became news editor of the "North American" and for five years occupied the position as head of the copy desk, resigning to accept a position with the "American Carpet and Upholstery Journal," Philadelphia, the publishers of which eventually bought the TOBACCO WORLD.

Since his advent in the tobacco field, Mr. Wolf has won to himself a host of friends who recognized in him a man essentially clean, thoroughly independent and remarkably able.

His truthfulness and straightforwardness were qualities which the veriest stranger immediately recognized and respected.

Mr. Wolf died from an acute attack of appendicitis, following an operation at the Chestnut Hill Hospital on Friday, July 25. He lingered until last Sunday, but the physicians saw at once after the operation that the case was hopeless.

He is survived by a widow, who was Miss Eva Nagel, talented artist, and two children, a son of five and an infant girl one month old.

The interment took place at his old home in Shamokin on July 29, after funeral services in Philadelphia.

S. Loewenthal & Sons Lease Big Quarters

DURING the past fortnight S. Loewenthal & Sons, the leaf tobacco importers and packers, have concluded the long-time lease on the big building at 123 Maiden Lane, which gives them the option of occupying it at their pleasure between now and May 1, next.

It is the firm's intention to give up their extra building at 190 Pearl Street and also their present quarters at 131 Maiden Lane, and concentrate their entire affairs in the new quarters.

Mechanics already have started work at 123, and when renovations and alterations are concluded the firm believes that they will have one of the handsomest and best equipped tobacco warehouses in the country.

The first floor will be devoted to a reception room and sample room for buyers, as well as beautiful private offices and counting rooms, and the five other stories will give them extraordinarily good accommodations for storage purposes. The building extends through to a small street in the rear, and in this way they will have the very best kind of shipping facilities.

Harry Loewenthal, of the firm, stated to a "World" man that their business had grown to such proportions that more room was absolutely imperative, if they wanted to handle their business properly, and this move has been the result. He further added that they were getting the most glowing reports from their big plantation in Quincy, Fla., where the much liked "Clover Leaf," Florida shade-grown, is raised.

Simon Batt & Co.'s New Location

DURING the past fortnight the offices and factory of S. Batt & Co. were removed from their old location on Canal Street to splendid quarters, 469-71 Broome Street, at the corner of Greene Street, and two short blocks west of Broadway.

Here the firm have leased four stories and basement, including the fine store floor, and the big bulk windows on two sides are all labeled to indicate the home of the "La Verdad" brand.

Handsome private offices have been fitted up for the members of the firm, the Messrs. Goldberg and Jess R. Batt, and the counting room and shipping departments are all that could be desired.

On Friday, July 18, after everything was shipshape in the new quarters, the factory foreman called the members of the firm upstairs and amid loud demonstrations of regard presented the firm with a superb big floral horseshoe with "Success" interwoven in pink and red roses. This beautiful piece has been on display for ten days past, and indicates to visitors that the bosses stand well with their employees at the Batt factory.

On Saturday, July 26, the employees of the firm held a big outing down at the Boulevard Hotel, on Long Island, which proved a huge success. Mr. and Mrs. Sidney Goldberg and Mr. Jess Batt were the special guests of honor.

This late move of S. Batt & Co. disposes of all rumors that the firm would open a factory in Tampa. They looked into the matter and abandoned the idea.

United Cigar Stores to Dispense Soda

One of the most interesting announcements of the past fortnight comes from the United Cigar Stores Co. to the effect that they are going to install soda fountains in many of their stores in New York and Brooklyn.

The plans for the new United store at Broadway and Liberty Street provide for a magnificent soda fountain, and judging from the extraordinary business done by the fountain in Riker-Hegeman's store, a few steps away, as well as in Huyler's store close by, a big volume of business is guaranteed.

This move on the part of the United led to a rumor that they had bought the various soda stands belonging to the company known as Snow's Fountains, Inc., 120 Pearl Street, New York, but this is denied by both parties in interest.

The United Company have a big store at 35 Broad Street, and it is reported that a fine fountain will go in there at once. In other stores in New York, particularly the Davis & Klein branches, periodicals, stationery and novelties are now handled, and with soda fountains installed another interesting phase of tobacco merchandising is promised.

It is not a novelty for the United Company to sell soda water, for most of their Southern stores include fountains; in Jacksonville, Fla., for instance, their first store at Bay and Hogan Streets has a splendid fountain and does a big business. The same applies to Atlanta, Montgomery and other points, and the success of these has led to the venture in New York City.

H. Duys & Co. Get 7000 Bales

At the tenth Sumatra inscription of this year, the firm of H. Duys & Co., 170 Water Street, were again prominent among the buyers and the lots secured by them, amounting to about 300 bales, brought their total purchases of Sumatra up to the proud figure of 7000 bales. The lots, too, they assure us, were choice and secured at prices which will enable them to offer tempting lots to American cigar manufacturers.

"Fifty-six" Cigarettes Booming

MANAGER APPLETON, of the Cado Co., Inc., has had little time to think of a vacation during the past month, owing to the avalanche of orders which have been coming in from all sections on their now splendidly established brand of "Fifty-six" cigarettes. Their salesmen are all alert, high-class men, and are putting a gold mine of enthusiasm back of this brand.

The Cado Company have a carton which they have dubbed the "Silent Salesman," which is an ornament to any sales case, and shows one box of plain and one box of cork cigarettes, which has done much to stimulate sales after the goods have been stocked.

Montevierno & Co. have been having a nice run recently on their new size of "El Rayo" clear Havana, which they call the demi-tasse. The goods are finely adapted for a short smoke and are as sweet as a nut.

New York City Items

The many friends of Charles A. Stroude, New York manager for Berriman Bros., 1170 Broadway, the Tampa manufacturers, will be glad to learn that Mr. Stroude is convalescing at his home in Orange, N. J., after a siege of three months' illness, which started with an attack of pneumonia. Mr. M. W. Berriman, of the firm, has been actively engaged all summer at their New York office during Mr. Stroude's absence, and for the first time in years has been thus far unable to join his family who are up in Canada for the heated spell.

A. V. Jockel, vice-president of Ruy Lopez y Ca., upon his return from Key West says that their factory is running most satisfactorily with more men seated than for a long time. Business very satisfactory.

Fred R. Hoisington, president of the Cayey-Caguas Tobacco Co., spent the month of July with his family on his own little island, at North Isleboro, Me. Mr. Hoisington is enthusiastic over two things, "Savarona" cigars and his yacht "Priscilla." During his absence, Mr. Townsend, of the company, who recently returned from Omaha, was in charge of the Water Street headquarters.

Julius Lichtenstein, president of the American Sumatra Tobacco Co., returned last Saturday from his regular summer stay in Quincy, Fla., where their vast plantations are located. Recent reports from the district are altogether satisfactory, both as to quantity and quality of the crop which is now rapidly maturing. Mr. Lichtenstein will remain South about three weeks.

The regular quarterly dividend of 1¼ per cent. on the common stock has been declared by the United Cigar Stores Co., and will be paid August 15, to stock of record August 12.

"Ess-en-cee"—New Cigarette

H. R. Kundhart, Osgood Hungerford, Henry Carpenter and Derby Crandall, are the officers of a new corporation, Ess-en-cee, Inc., which will shortly place on the market a new high-grade cigarette, to be manufactured at 27 East Forty-fifth Street. The company will put out a 25-cent package and Mr. Crandall will be the head of the sales force and Mr. Kundhart will be president.

Since the retirement from the Partagas factory, Habana, of E. Alonso, the work formerly handled by him has been assumed directly by Jose Fernandez, of the firm, or "Marquilla" as he is known to his intimate friends, assisted by his nephew, Jose Moran. This young man spent some time in New York two years ago and is well acquainted with New York ideas as gleaned from Robert E. Lane, their alert sales agent.

TOO LATE TO CLASSIFY

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

Standard Binders Should Answer the Question

Invention of New Binder—Reduce Cost to One-third of Present Figures—Free Smoking Assured—Six Sizes Offered

In their first announcement to the trade on page 11 of this issue the Tobacco Production Co. of New Milford, Conn., direct attention to their recently patented cigar binders, which should merit the careful investigation of every cigar manufacturer.

The difficulties experienced by our manufacturers in years gone by of obtaining suitable binders are too well known to need recounting, and during the past ten years this question of binders has kept many of our most alert makers in constant worriment. It is admitted on all sides that recent crops have shown little yields of binders, and the average price on these has been steadily ascending.

The New Milford concern have now ready to market a binder made under patented processes of tobacco stems and cuttings exclusively, which they are prepared to guarantee will meet every possible demand in this important line. Their binders will make a perfect blend with any wrapper or filler, and the use of them is calculated to save thousands of dollars.

The new binders were invented by Adolph Moonelis, an expert New York tobacco man, who long since saw the difficulties in this line and set to work to overcome them.

After years of work he obtained his patents in February, 1912, and the Tobacco Production Co. was organized to make and market the new binders, with Mr. Moonelis as general manager.

The patent binders have been named the "Standard" binders and can be secured in six sizes, to accommodate a range of thirty sizes of cigars.

The goods are priced at 20 cents per pound, 500 binders to the pound, and when it is considered that ordinary leaf binders run considerably higher than $1 per thousand, while "Standard" binders can be had for 40 cents per thousand, the immediate saving in cost of manufacture is instantly apparent.

The goods are now ready for immediate delivery in 10 case lots, 200 pounds to the case, at the stated price of 20 cents per pound f. o. b. New Milford, Conn., and manufacturers who are interested can receive samples and every detail upon application.

Details of the method of manufacturing "Standard" binders are given in the following excerpts from the patents granted Mr. Moonelis:

"Tobacco fiber is one of the few vegetable materials which can be smoked. All vegetable fibers differ from each other somewhat in composition, but there is apparently something about the composition of tobacco fiber which renders it possible to smoke it.

"In the present invention a product of higher grade is obtained by the use of certain expedients. In manufacturing this binder all the soluble ingredients of the tobacco stems are removed and the binder procured is substantially pure tobacco. The fiber is of the quality occurring in the leaf. They are next treated with an extract obtained from higher grade tobacco by the use of distilled water.

"Such an extract made from a higher grade of tobacco by the aid of distilled water and incorporated into the cellulose give a product which, for the smoker's purpose, is nearly of as high grade as the original tobacco from which the extract was made. In other words, by extracting stems with distilled water and then reincorporating with a distilled water extract of high grade tobacco, a high grade tobacco substitute is obtained even where the stems are of low grade."

Death of Frederick A. Whelan, Vice-President of the United Cigars Stores Co.

FREDERICK A. WHELAN, the youngest of the seven Whelan brothers and vice-president of the United Cigar Stores Co., died early Sunday morning at his home in Mt. Vernon, N. Y., after a three weeks' illness. Mr. Whelan had been a sufferer, more or less, for some months from diabetes and a complication of maladies. The deceased was born in Syracuse, N. Y., in 1867, and was the youngest brother of George J. Whelan, the founder of the United chain stores. Although unlike all of his other brothers, he was not, originally, in the tobacco business.

As a youngster he was educated in the architectural profession and early gave promise of more than ordinary ability in his chosen line of work. Probably the most important contributions along this line were his plans and decorations for several of the buildings of the Pan-American Exposition.

When George Whelan came to New York his brother Frederick abandoned the practice of architecture in Syracuse and joined the forces of the United Company as the head of their architectural and real estate departments. To him belongs the credit for developing the idea of securing the choicest corners possible in New York City and elsewhere and then from his knowledge as an architect, re-arranging the space so that the cigar store could occupy a minimum, and the balance could be rented to great advantage.

Frederick Whelan was also the designer of the "United Shield" which the company has always utilized for its trade mark and which is to be found on every store which they operate.

He was a member of the Aldine Club of New York City, the Lotus Club and the Salamagundi Club, as well as the American Institute of Architecture. Mr. Whelan lost his wife several years ago, and is survived by a young daughter, seven years of age, in addition to his brothers, C. A. Whelan, now president of the United Cigar Stores Co., George A. Whelan, the founder of the company, and John F. Whelan, the treasurer. George J. Whelan is at present in Europe cruising in his yacht.

The funeral services took place from Mr. Whelan's late residence in Mt. Vernon, N. Y., at 9 A. M., on Tuesday, July 29.

Levi Spear

Levi Spear, the veteran leaf tobacco man, died suddenly at his office in New York on Saturday, July 26, in his sixty-ninth year.

Mr. Spear was head of the leaf tobacco firm of L. Spear & Son. He left his home, 605 West 111th Street, on Saturday morning, apparently in good health, and succumbed suddenly in his office on Water Street a few hours later to an attack of heart disease.

Funeral services were held at Machpelah Cemetery Chapel, Fresh Pond Crematory, on Monday, July 28, at 11 A. M. Mr. Spear was a retiring high-class member of the trade, thoroughly respected by all who knew him.

T. E. Vincent, a well-known tobacconist of Statesville, N. C., died while seated at the supper table recently, at the age of 63 years. Deceased was a member of the firm of Adams, Pawell & Co., having been engaged in the tobacco business for eighteen years. He is survived by a widow and one son.

Tampa

Output Shows Eleven Million Gain for Six Months—San Martin & Leon Move to Powell Factory—Meanderings of Trade Notables

TAMPA, July 26.

THERE is little of moment to report from here other than that our factories appear to be working a larger number of cigarmakers than usual for the midsummer season. The output of cigars seems to have crept up probably 10 per cent more than the average of this time last year, with indications that the increase will be maintained.

Charles Bush, the representative of the P. Lorillard Tobacco Co., with headquarters here, tells me that he is going away tonight for a four-weeks' trip to take him through Texas as far as Albuquerque, New Mexico.

San Martin & Leon have concluded the purchase of the modern Leopold Powell factory on Howard Avenue, in West Tampa, and on Monday next will desert their old place in Ybor City, where they have made such a signal success of the "El Briche," "La Flor de San Martin y Leon" and "Hoya de Cuba" brands and become one of the West Tampa colonies. The new factory has 200 feet frontage; the building is three stories and basement, and they can seat nearly 250 cigarmakers.

This is one of the livest firms in Tampa, headed by Jorge Leon, who is the president and general manager, and Charles J. Castillo, vice-president and sales manager.

Jose Escalante sailed from Havana on July 19 for a visit to his home in Spain. Mr. Escalante was accompanied by A. L. Cuesta.

Harry Roberts is up in New York City making his annual summer trip to the North. Their business is reported excellent.

R. L. Tatum, the district manager for the Liggett & Myers Tobacco Co., is expected in Tampa next week.

Bert Goodale, who represents the A. T. Co. in Southern Florida, got in today from a short business trip.

Mort Regensburg, of the Rengensburg factory, is expected to arrive in Tampa on Monday, while his brother Jerome is at present in New York City. They have had a splendid run of July orders on their Americans and tell me that their "Admiration" brand, made by S. Fernandez & Co., shows wonderful strides.

Fernando Rodriguez, of the Charles the Great factory, has been here for ten days now and expects to remain until the latter part of the month.

Our output for the first six months of this year in cigars shows splendid increase over last year, estimated at something like 11,000,000 for the six months, the figures being as follows:

Up to July 19, 1913, 28,849 cases of cigars had been shipped out of this city since the first of January, or a total of 144,245,000 cigars at 5000 to a case, the average usually taken.

In spite of a lonesome wail now and then that this is a dull season this number is considerably larger than for the same time in 1912. For the same period that year 26,610 cases or a total of 133,050,000 cigars had been shipped.

PERFECTO.

W. A. Robbins has opened a cigar store and billiard room in Albany, Ore., which is considered to be the finest equipped business of its kind in the Willamette Valley.

The floor is of white tile, with the name Robbins neatly inlaid with red tile. The woodwork is of mahogany finish, while the cases are of solid mahogany of the latest improved type of humidor.

Funeral of A. N. Brady

The body of A. N. Brady, the capitalist who was largely interested in the American Tobacco Co. and for some years an officer and director in the corporation, is expected to reach New York today on the S. S. "Baltic."

Funeral services will be held in the Church of the Immaculate Conception at Albany on Saturday next, and the burial in St. Anges Cemetery.

Mr. Brady, while interested to a great extent in scores of public service enterprises, specially favored the tobacco business and is quoted as saying that the largest part of his wealth came from this industry.

He died in London last week, and a dispatch from there states that the British Government will levy a death tax of almost one million dollars on the deceased's holdings in the British-American Tobacco Co., which is an English corporation.

Sanchez & Haya Baseball Team

Sanchez & Haya Team Win Deciding Game.

THE portrait above is that of the baseball team which represented the Sanchez & Haya factory in the cigar league of Tampa and who won the memorable game on July 14 against the crack team of Cuesta-Rey, who were reputed to be the best team in the city. Vice-president E. J. Stachelberg, of the Sanchez & Haya factory, gave a complimentary dinner to the winning team the night of the game at the Grand Orient Restaurant, at which Mr. Stachelberg presided and Mr. A. Torres, of the firm, assisted in entertaining.

Tommy Vaiden, the crack pitcher for Sanchez-Haya, held the Cuesta-Rey team runless throughout the entire contest, the final score being 2 to 0. Twenty-five hundred people witnessed the game and at its conclusion the citizens of Ybor City, where the S. & H. factory is located, hardly deigned to speak to any residents in West Tampa.

Tobacco Men in Curious Accident

George L. Harris, sales manager for the P. Lorillard Tobacco Co., and an assistant, W. M. Solomon, Jr., were the victims recently of a peculiar accident which occurred at the yards of the Seaboard Air Line, Tampa, Fla. As Harris and Solomon were coming from the wholesale department of Eli Witt on Whiting Street, a switch engine came along stopping right in front of them, and immediately proceeding to empty the contents of the steampot, which consisted of about a ton of coal dust, upon the unfortunate victims.

The interests of Joseph Moses in the Court Cigar Store, located on North Main Street, Springfield, O., have been taken over by Mr. L. W. Wean, the senior partner of the firm, who has been in the cigar business for twenty years, nineteen of which have been spent at the stand which he now occupies.

ODDS AND ENDS IN RETAILDOM

Dana Lavertu, Lewiston, Me., recently opened a cigar store in that place.

James Woodward, who for the past four years has been the manager of the Post Tavern Cigar Stand, Battle Creek, Mich., recently resigned from that position to take a prolonged vacation.

The cigar manufacturing business of Adam Hofferbert, Peoria, Ill., has been taken over by George Kickler and Alfred Deikman, who recently moved the factory into the Spoonhoff Building on North Fourth Street.

George Kickler and Alfred Dickman, who recently purchased the Adam Hofferbert cigar manufactory, Pekin, Ill., have moved to the Spoonhoff Building on North Fourth Street.

In addition to a first-class stock of cigars, tobacco, etc., Messrs. Harry Wallace and Joseph Baldwin will carry a complete supply of smokers' accessories in the carrying on of the Mead tobacco and cigar business, located at No. 5 Park Street, Glens Falls, N. Y., and which was recently taken over by them.

John R. Kelly, Nyack, N. Y., is the new owner of the cigar store formerly conducted by John E. Brechbiel of that place.

R. A. Gorley, Smyrna, Del., having taken over the complete stock of the Broadway Store, Main Street, Smyrna, Del., has installed his father, James Gorley, of Paterson, N. J., as manager of the cigar and tobacco end of the business.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, July 25.

WHEN we stated in our last review of the market that the tide was beginning to turn and that we were at last marching towards the flood tide of business, we were not mistaken in our assertion, as it will be readily seen in looking at the number of bales sold. We beg to state, however, that this time we have taken the reports of three weeks, which our readers will remember happens once in three months.

The impulse to the accelerated movement came, as usual, from the heavy purchases made by the buyer of the American Tobacco Co., who had come to the conclusion that the time was ripe to select the best vegas from the different districts, where tobacco is grown, and after having scoured the country, he turned his attention to our local market. Naturally owing to the big quantity of leaf required by the big concerns, it stands to reason that the buyer must be better informed about the actual size of the crop of our island, as well as about the condition, and where the best leaf is grown. Under these circumstances it can be taken for a fact that when the buyer is operating upon a large scale that he considers it to be the best policy to wait no longer, and start the ball rolling. The A. T. Co. has one big advantage that it is never cramped for money, even when the money market is described as being tight. Nevertheless there is one comfort for the independent manufacturers, and which is, that after all with all the power at its command, it cannot monopolize the entire crop of the island of Cuba. Some 12 years ago it paid for the experience, in trying to buy up the Remedios crop, or at least in purchasing more than its wants at the time for its factories, and having found out that it did not pay, it has never since that time repeated this experiment. At that time, however, the present buyer was not in charge of this important department, and as we stated before, it had to pay for gaining its experience. Nowadays it is simply a question of business policy to select the right time when to lay in the needed supplies for the year.

Owing to the misleading reports of the big and good crop all over our island, many manufacturers were under the belief that there would be no hurry in stocking up this year, and that on the contrary by waiting they would be able perhaps to do better, but we know that some of our local manufacturers were not misled, and they had looked out right from the beginning to provide themselves in time, by picking the best vegas in the country. We fear, however, that some of the American manufacturers of clear Havana cigars may rue the day that they neglected to come here earlier in the season, and provided themselves when they were advised by their commission merchants to come here, and not wait until later in the fall. Of course, this does not mean to say that they may not find enough leaf, but they may have to take what others had rejected in the beginning, and perhaps pay prices higher than the early buyers. The old story of the cry of wolf, etc., seems not to have lost any of its early lesson, and people prefer to gather their own experience themselves, even if they have to pay for it. The greatest trouble in sight this year may be the question of wrappers, and the buyer of the A. T. Co. has given special attention to the securing of this particular grade of the leaf, by gathering all he could, being perfectly willing to pay the asking prices, and in several cases buying the whole output of good escogidas in the Partido district, for future delivery.

Fillers from the lowland section of the Vuelta Abajo are beginning to dwindle, as the demand has been keen, although of the highlands there is still a fair supply on hand. The light part of the Semi Vuelta district has been bought up to a large extent, also the Puntillas by the German exporters at advancing prices.

Remedios in town has been rather neglected, excepting the loose leaves, which the cigarette factories are anxious to secure, paying full figures for same, although there seems to be some demand for Germany of the so-called 8a. In the country prices appear to be soaring, as we were assured by one leaf dealer, that an escogida and a vega, together amounting to 800 bales of Zaza del Medio had been sold to the trust at $54 for first capaduras, $44 for second capaduras and $24 for thirds, 8a and Manchados, per qq. If the freights, shrinkage and other expenses are added to these figures, the cost will be at least $10 per qq. higher than last year to the manufacturer. The following figures are circulated here to indicate the very strong position of our market, as regards Remedios leaf, viz.: Taking for a basis that the total crop should not amount over 150,000 bales, two-thirds of this quantity will be needed by the American houses established here for supplying the American Cigar Co., the United Cigar Manufacturers and the chief factories in Boston, St. Louis and some Canadian ones, also including the home demand (which last year was calculated at 30,000 bales, thus leaving only 50,000 bales of all classes, or dividing them by one-half only 25,000 bales of first and second capaduras. It is also claimed that perhaps 30 per cent. of the crop is of an inferior nature, so the real good part of the crop may consist of only perhaps 18,000 bales of 1a and 2a. We cannot vouch for the correctness of this statement, but if it should only come approximately within the above range, then prices are bound to be advanced by the buyers, not by the sellers, which latter deplore the unfortunate high prices in the interest of their American friends. Nearly all of our leaf dealers were in hopes of buying later on at lower figures, but they were themselves mistaken, as an unexpected factor occurred in the shape of speculators right in the Santa Clara province, that bought at higher figures from the farmers, and selected the goods themselves, thus forcing our regular packers to follow them. These speculators consisted of country merchants that kept stores, dentists, apothecaries, in fact anybody who might have some cash to spare. According to one party at least 20,000 bales were bought and handled in this manner, and besides there have to be added the number of vegueros that refused to accept the offers made to them and that made their own packings. For this reason the great majority of our leaf dealers and packers hardly have bought one-half of their regular number of bales, which they were in the habit of handling each year. The worst thing is now that the speculators in the country have seemed to have had a better inkling of the smallness of the crop, and that they can turn over their goods with a profit. Under these circumstances the principal question this fall will be not how little the cigar manufacturers may need to tide them over until next year, but how much they might be able to find in our open market this fall or winter.

Sales from June 30 to July 19 totaled 22,328 bales, which divided, represented: Vuelta Abajo, 11,766; Partido, 8681, and Remedios, 1881 bales.

Buyers were: Americans, 6357; exporters to Europe, 2158; shippers to South America, 1145, and our local manufacturers of cigars and cigarettes, 12,668 bales.

Exports of leaf tobacco, from the port of Havana, during the same time were: To all ports of the United States, 9893; to all ports of Europe, excepting Spain, 1162; to Spain, 500; to port Limon, 15; to all ports of South America (Buenos Aires, Montevideo and Valparaiso), 1145, thus making a total of 12,715 bales.

Receipts of Tobacco from the Country.

For the two weeks ending July 17, 1913.			Since January 1, 1913.	
Vuelta Abajo	27,330	bales.	99,053	bales.
Semi Vuelta	2,706	"	11,668	"
Partido	1,622	"	5,435	"
Remedios	10,274	"	18,196	"
Oriente	27	"	1,108	"
Total	41,959	"	135,460	"

To avoid any questions, as far as the receipts of Partido leaf are concerned, we beg to repeat that the receipts from the country as put down above, constitute only the ones by railroad, while perhaps more than the same quantity arrives here by carts drawn by mules or by electric conveyances, and which we are in the habit of adding only at the end of the year.

Since last Monday, July 21, there has been a strike declared in the escogidas in the town of Santa Clara, and which possibly might spread to other villages. The selectors are asking for higher wages. It is to be hoped that the same may be settled shortly in an amicable manner by making mutual concessions.

LEAF BUYERS THAT COME AND GO.

Arrivals.

From New York.—Fred Davis, of Samuel I. Davis & Co.; Max Schwarz, of Max Schwarz; Barney Davis, of Barney Davis; Marcelino Perez, of Marcelino Perez & Co.; Wm. Goldstein, of Morris Rosenberg & Co.; Otto Sartorius, of Sartorius & Co.

From Tampa.—Angel L. Cuesta, of Cuesta, Rey & Co.; Jose Escalante, of Jose Escalante & Co.; Rodrigo Santos, of Rodrigo Santos; Francisco Gonzalez, of Garcia & Vega.

From Key West.—E. H. Gato, Jr., vice-president of the E. H. Gato Cigar Co., and Jamie Pendas, manager of Moreda & Co.

From Chicago.—Bernhard Spector, of Spector Bros.; Sam Paley, president of the Congress Cigar Factory; Mike Friedman, of M. Friedman & Co.; Matt Wengler, of Wengler & Mandell.

Returned.

From New York.— Ernest Ellinger, of Ernest Ellinger & Co.
From Chicago.—Walter C. Sutter, of Walter Sutter & Co.

Departures.

To New York.—Antonio Gutierrez, Max Schwarz, Barney Davis, Harry Mendelsohn, Vincent Planco and Jose Menendez.

To Tampa.—Jose M. Martinez, Rodrigo Santos.

To Chicago.—Emil Wedeles and Abraham Fromherz.

To Europe.—Albert Upmann, Angel Cuesta, Jose Escalante, Francisco Arango.

Cigars.

Business in our cigar factories, although we are still in the dull season, appears to be picking up, and the outlook for the future is certainly more cheerful unless something unforeseen should interfere to disturb the gradual upward march. We have a very fine Vuelta Abajo crop that will please the smokers, and as far as the still unsettled tariff is concerned in the United States, it must come to an end shortly, and then with good crops, there is no reason why the push and the known enterprise will not soon set the ball rolling with renewed vigor. Trade with England has kept up in a good fashion, notwithstanding that this is not the season for the Britishers to buy heavily of our cigars. Germany is expected to purchase heavier this year, as the cigars will suit them. Australia and South America, as well as Canada, appear to increase their calls, judging by the orders on hand.

Romeo y Julieta shows no letting up in its activity, as new orders are constantly taking the place of the finished ones.

Partagas is fully occupied in executing good, substantial regalia orders for England and South America and the trade with the United States is in normal shape.

H. Upmann & Co. are working steadily, and while having nothing of any special interest to report, they are well satisfied with the conditions at the moment.

Henry Clay & Bock & Co. report that their principal factories are working as strong as formerly.

Castaneda received some nice orders from England, Australia and South America, the latter of high-priced sizes.

Sol is quite satisfied with the present amount of orders on hand for Sol and La Devesa de Murias.

Por Larranaga is actively engaged in preparing for the coming demand on the new crop cigars, and Don Eustaquio Alonso is getting ready to visit his old-time friends, who in the meantime have sent him some complimentary orders of quite some magnitude as a starter, so this in connection with the former calls keeps the factory busy.

The Flor del Fumar factory of Felipe Rodriguez & Co. never seems to lack orders for regalia sizes, as this is one of the specialties of this factory.

Buying and Selling and Other Notes of Interest.

There were 12 of the principal sellers during the last three weeks and of which five disposed over 1000 bales each, viz.: Diaz, Herrera & Co., 1850; Aixala & Co., 1796; Muniz Hermanos, 1689; Sobrinos de A. Gonzalez, 1610, and F. Rocha & Co., 1243. The names of the seven others are: Gonzalez & Benitez, 950; Camejo & La Paz, 985; Jose C. Puente & Co., 560; M. A. Suarez & Co., 350; Jose Menendez, 278; I. Kaffenburgh & Sons, 177, and Herrera, Calmet & Co., 175 bales. Of course, there are more sellers, but the list would be too long to name them all.

The principal buyer that overshadows them all was Mr. Maximilian Stern, who registered 9568 bales of all kinds of leaf.

We also mention the following 14 principal buyers, leaving out only a few that did not wish the amount of bales known that they had purchased: Samuel Suarez for account of his customers, 1500 bales; Celestino Vega, additional, 1117; Jose Escalante & Co., 1000; J. F. Berndes & Co., 843; H. Upmann & Co. (for export), 540; B. Spector, 500; Bustillo Bros. & Diaz, 487; Por Larranaga, 300; Gutierrez & Diehl (for export), 215; C. F. Beck & Co., 250; Walter Sutter & Co., 200; Behrens & Co., 200; Cifuentes, Fernandez & Co., 200, and Adolfo Moeller, 139 bales.

The following are the 10 shippers above 300 bales during the last three weeks, viz.: Maximilian Stern, 2521; J. Bernheim & Son, 1687; Menendez & Co., 761; H. Upmann & Co., 709; J. F. Berndes & Co., 509; M. A. Suarez & Co., 472; Leslie Pantin, 392; Manuel Suarez, 365; Virgilio Suarez, 319, and Allones, Ltd., 317 bales.

Ernst Ellinger & Co. have bought the famous vega "El Mamey" from the lowland section of the Vuelta Abajo.

Fred Davis is still here, although, we learn, that he has bought already some extra choice vegas from the Vuelta Abajo, and is still on the hunt for more.

B. Spector, we understand, was lucky in securing one very choice vega from San Juan y Martinez, where according to common consent this year the very finest tobacco had grown.

Germany this year has shown very little inclination to invest in Remedios tobacco, probably on account of the high prices, but the Puntilla styles seem to have found a better market there. We heard that the house of J. F. Berndes & Co. shall have purchased and contracted for the bulk of these styles to arrive.

Mr. Joseph Mendelsohn did not sail after all, as at the last moment he had changed his mind, but his son, Harry Mendelsohn, arrived here on the 9th inst., leaving again on the 19th idem. He expressed himself very much pleased with his treatment here, after an absence of so many years, and was very well satisfied with the purchases he had made for his firm of Mendelsohn, Bornemann & Co.

Vincent Planco secured some very choice lots of Vuelta Abajo for his firm of Ruy, Suarez & Co., of New York.

Angel L. Cuesta left with his son by the steamship Ipiranga on the 19th inst., as happy as a boy, for his native home in Spain, expecting to do some camping out in the woods and mountains of Asturias, etc.

Don Francisco Arango left by the French liner, La Navarre, on the 15th inst., after having been absent from his home for 37 years, bound for Coruna and Santander. He also intends to take the baths at Vichy for a term.

ORETANIV.

Fine Opportunity for Manufacturer

An advertisement will be found elsewhere from one of the best established commercial clubs in the Middle West, inviting manufacturers to locate their cigar plants in that city. The secretary of the board advises us that he does not believe that there is such a good opening in the United States for the right parties, and he can pledge his support of as good a bunch of business men as can be found anywhere.

QUINCY

The Florida Shade-Grown Crop Gives Big Promise—Buyers Have Absorbed Almost All Lots—Quality Great and Prices Way Up

(*Exclusive to the Tobacco World.*)

QUINCY, FLA., July 27.

THE crop of 1913, sun- and shade-grown tobaccos in Gadsden County, Fla., and Decatur County, Ga., is admitted to be the finest ever raised in these sections, and is moving at very remunerative figures, which are said to be satisfactory both to the buyer and the growers.

There are quite a number of buyers in the field now, and with the exception of a few scattering crops, almost the entire output of sun and shade tobaccos has been bought up.

The crop, while not an extraordinarily large one, is light in color, beautifully shaded, of fine texture and a good burner almost throughout, and should give the utmost satisfaction to manufacturers.

President Julius Lichtenstein, of the American Sumatra Tobacco Co., has been here for ten days past, and said that they have one of the finest crops they have ever yet produced, and that their big warehouses will be filled with a quality and quantity of tobacco which is bound to create a sensation.

Buyers report that the tobacco is selling here at the highest price since 1907, but the short crop and its superior quality seem to warrant these figures unlike other years.

The Clover Leaf Farm of S. Loewenthal & Sons, New York, has produced a most excellent crop and promises to furnish them with some very attractive lots when they move into their new warehouse in Manhattan.

The principal buyers in the field this season are the Max Wedeles Tobacco Co., Barlow-Corry Co., Florida Tobacco Commission Co., J. & O. Altschul Tobacco Co., United Cigar Mfrs. Co., P. Lorillard Co., American Cigar Co., F. M. Arguimbau, Friedman Tobacco Co., Southern Sumatra Co., Mehl Tobacco Co. and Effangee Tobacco Co.

The delivery of both sun and shade crops has been under way about ten days now, and buyers express themselves as greatly pleased with the satisfactory conditions and general good quality. It is probable that the entire crop will be delivered and settled for within the next thirty days.

N. B. J.

Just as he was about to check his plunder in the parcel room of the Western Maryland R. R. Station, Baltimore, Md., recently, Joseph Bolosofsky, alias Joseph Bell, of Chicago, was arrested on the charge of having stolen 15,000 cigarettes from the cellar of William Deiches & Co., wholesale tobacco dealers of that city. Bolosofsky confessed to the theft and was held for the action of the grand jury. Upon investigation it was found that over 30,000 cigars and cigarettes had been taken, including some of the best stock in the place.

PHILADELPHIA.

Henry Riesenberg Joins Bobrow Brothers

ANNOUNCEMENT is just made that Henry Riesenberg has closed his connection with Rosenthal Brothers, the New York manufacturers of "R.-B." cigars, and will assume charge of the Western territory for Bobrow Brothers, Philadelphia, manufacturers of the "Bold," 5-cent cigar, and the "Discriminator," 10-cent line.

Mr. Riesenberg is one of the best known cigar men in the West, having covered the territory for many years, and his clientele and friends in that section include a list of names of which any man might be proud. His former connection with the H. Fendrich factory, of Evansville, Ind., did much to popularize the "Charles Denby" and "Diamond Joe" cigars, which came out of Evansville.

Like all successful men, Mr. Riesenberg has found time to interest himself in public-spirited movements, of both a local and national character, and at his home in Indianapolis he is recognized as a citizen of sterling worth. He has taken a prominent part in Indiana waterways improvements, and is at this time president of the Indiana Waterways Association. He is also associated with the Indiana Conservation Commission and chairman of that important body, as well as a trustee of the Indiana Industrial Home for Blind Men and Women.

Mr. Riesenberg is a keen student of the vital subject of the tariff, and his deductions and suggestions along this line have met with national recognition. So much so, that he is credited as being a sponsor for the Tariff Commission idea in the United States and directly instrumental in the creation of the Tariff Board, appointed by ex-President Taft. He is an ardent enthusiast on the subject of conservation of natural resources of the United States and has made many timely speeches in support of this movement.

Mr. Riesenberg was a close friend of ex-President Roosevelt and was one of the five private citizens interested in conservation, who met the President to suggest ideas along this line. He stated his views forcibly to President Roosevelt, and several of his ideas have since been embodied in national legislation.

During the month of August, Mr. Riesenberg will take a much-needed vacation, and on September 1, he will gird on his armor and go forth for his new house.

Mr. Riesenberg will not take on any proposition which he does not believe, and he has dubbed the "Bold" cigars "the greatest of nickel smokes." It will not be long before they believe as he does in the Middle West, and the distribution of "Bold" cigars and "Discriminators" promises to be very heavy.

One Stogie Remained

ON Sunday, July 27, burglars entered the cigar shop of L. Brandriff, on East Mulberry Street, Millville, N. J., and cleaned the establishment out completely, leaving behind them only one lone Pittsburgh stogie on the counter to indicate what the stock had formerly been. It is evident that the thieves were frightened during their getaway, for cigars and tobacco littered the payment in front of the store, which goods had evidently been dropped while the burglars were in flight.

The robbery was most remarkable from the fact that the Brandriff store is in the heart of the city of Millville, and the front of it is lit by two big arc-lights.

Philadelphia Notes

I. L. Bosch, the popular cigar retailer of Richwood, W. Va., accompanied by his wife, was in Philadelphia during the past week and paid his respects at the office of "The Tobacco World."

Mr. Bosch was on his way to his old home in Upper Pennsylvania for a brief vacation trip.

The tobacco jobbers of Philadelphia evidently consider that the coming fall will be a big one in the use of imported Sumatra tobacco, and one salesman for a leading importing house, tells us that he has disposed of over two hundred bales of choice Sumatra in this market during the past 30 days.

The old cigar stand located at 1728 North Broad Street, recently occupied by the C. L. Martin Co., has been unhoused, owing to alterations to the Grand Opera House before it can be reopened. C. L. Martin Co. conducted a first-class cigar store in the old structure and made good for themselves, but owing to the alterations were bought out by the new lessors. They vacated within forty-eight hours after the deal had been satisfactorily closed. The C. L. Martin Co. will still carry on business at their old stand at 1303 Columbia Avenue, where they carry one of the largest and best assortment of cigars, tobacco and pipes on the entire avenue. C. L. Martin is always on deck, ready to greet you with a smile, ready to give good advice, and willing to submit his goods for a close inspection and trial.

M. A. Funk, the popular secretary and sales manager of the "44" Cigar Co., Philadelphia, is now on a trip to Tennessee, lending much valuable assistance to the company's distributors in that territory. He reports big business on the "44," repeat orders being received in large quantities.

Philadelphia Notes

About the "44" Cigar Co.'s Hustlers

A recent addition to the increased sales force of the "44" Cigar Co. is Chas. F. Clark, who is working under the direction of their Southern representative, Tillman Funk, in South Carolina.

F. D. Crawford continues his work with distributors in Fort Wayne, Ind. Campaign thus far has been far beyond expectations.

W. H. Nicholson's addition, W. M. Charles, is having a very successful campaign in Virginia.

Mr. Zander and son, G. W. Zander, working in Texas, are forwarding many repeating orders and report "44's" business active among the distributors in the state.

A recent addition to the sales force, Frank Stanton, is now on a trip by automobile through the suburban districts and is having a very successful advertising campaign.

W. B. Le Couver, missionary man, for representative F. D. Crawford, continues a very successful campaign in New York State, opening up some new accounts. "44" business in New York State continues most healthy.

W. G. Kitselman is doing very active and successful work in Indiana under the direction of F. D. Crawford.

Victor Lopez, who has done much to popularize the "La Mega" cigars of V. Guerra, Diaz & Co., was in Philadelphia last week, and gathered in a bunch of really noteworthy mid-summer orders.

J. Durban Acker, manager of the Chestnut Street store of Finley Acker & Co., who has been away for six weeks past, owing to an affected leg, is expected to return from Eagles Mere, Pa., within ten days.

Among the prominent trade representatives in Philadelphia during the past few days was Theodore Werner, president of the T. J. Dunn Co., who spent two days here, with headquarters at the recently acquired Valentine factory.

Robert E. Lane, American and Canadian representative for the "Partagas" factory, with his perennial smile and good humor, called on the trade in one of the hottest days we have had this summer and managed to dig up a few good orders.

Bobrow Bros., manufacturers of "Bold" cigars, have acquired the premises 125 South Second Street, to assist them temporarily in getting out the ever-increasing demand for "Bold" cigars.

The new building is a five-story and basement structure, capable of accommodating about 500 hands. With these increased facilities, Bobrow Bros. will be able to get their output up to one million cigars and over per week. This will make a third of the Bobrow factory, which in the course of a few years will be thrown into one building, the description of which appeared in this paper some few weeks ago.

George Becker, of the Lopez Hermanos force, Charley Weiss and R. M. Ellis, have also been in the city during the past few days.

The Acme Cigar Co., Detroit, Mich., was recently incorporated with a capital of $5000.

More Millions for British-American Tobacco

London, July 31, 1913.

AT a meeting of the board of directors held her today, a resolution was passed to increase the capital stock of the British-American Tobacco Co., from $55,000,000 to $72,500,000.

The directors were authorized to issue 500,000 shares, common stock five pounds a share, 100,000 of which shares are to be placed upon the market within the next year; thus giving the company a working capital of $2,500,000 additional for this coming twelve months.

This is a second big increase of the capital stock of the British-American Tobacco Co. within six months, and it all indicates that the fight for the control of the rich British market is more strenuous than ever.

Emil Kleiner, of E. Kleiner & Co., has just returned from his vacation in the White Mountains, and leaves in a few days for an extended trip out as far as St. Louis. He expects to be absent nearly a month garnering the first orders for fall on their widely distributed "Famosa" and "Lord Macauley" brands.

Schwab Bros. & Baer Locate

THIS recently organized firm has leased a big loft at 217 East Twenty-fourth Street, and promise to be ready with their line by September 1st. Messrs. Samuel Schwab, head of the house, and J. Fernandez, formerly of H. Anton Bock & Co., who has been engaged by the new firm as their factory superintendent and selector, will sail on the third for Havana to purchase tobacco, while August Baer, of the firm, will have charge of the remodelling of the offices and factory in their newly acquired plant.

The J. G. Johnson Cigar Co., Grand Rapids, Mich., have secured a lease on the property at 342 Monroe Ave., and will occupy these premises as a cigar store and billiard room as soon as alterations are completed.

The Smith-Davis Cigar Co., Little Rock, Ark., recently filed articles of incorporation with a paid capital of $20,000. C. A. Just, E. Ross Smith and John Davis are the incorporators.

R. A. Johnson recently opened a cigar factory at Canton, Ill., and is concentrating his efforts on "Johnson's Sure Delight."

The Tufts cigar and stationery store, located at Second and Front Streets, Selma, Cal., was destroyed by fire recently. The loss is estimated at $5000, partly covered by insurance.

Frank Lucas, a grocer and confectioner, located in Chisholm, Minn., was recently found guilty of selling tobacco to minors, and was fined $10 and costs.

Recent reports are to the effect that the net earnings of the Melachrino Company showed an increase of 50 per cent. over the largest previous earnings for any month in the history of the company. The Tobacco Products Corporation are the sole owners of the stock of the Melachrino Company.

Cleveland

Grand Circuit Races Helped Retailers—Scarcity of Labor Continues—Many Prominents on Vacations

CLEVELAND, O., July 26.

GRAND CIRCUIT races stimulated the July trade. It brought many strangers into the city who left a nice little bundle of greenbacks with our many retailers. The July business has been unusually good with the manufacturers and retailers alike.

This is vacation season and the writer learns that many of the boys have taken advantage of the opportunity to get away from the hot weather that has anchored here for several weeks.

Mr. Heaney, manager of the Snyder Cigar Stores, is spending several weeks at his mother's home in Long Island.

H. Traenkle, one of the Buffalo men of the Snyder organization, is in charge of the Snyder stores here during Mr. Heaney's vacation.

Morris Eisenberg, of Eisenberg Bros., of Dayton, spent a week-end in Cleveland. He has many interesting stories to tell about the recent floods in that vicinity, and also reports business as gradually rounding into its natural shape.

Billy Blashke, of the Shields-Wertheim Co., is back on the job after a two-weeks' trip up the Lakes and claims he is glad to get back into harness again.

Louis Klein, of the Louis Klein Cigar Co., is spending a few weeks in the Catskill Mountains.

Messrs. I. Miller and Grover Mendelsohn, of the Mendelsohn Co., are back from New York, where they spent the Fourth with Mr. Mendelsohn's father.

J. C. Leverance, of the Shields-Wertheim Co., just returned home after a short fishing trip and after going around his Ohio territory, expects to return and get the balance of the fish he left.

Herbert Stace, of the Stace & Vincent Co., has left for a fishing trip through Wisconsin. Plummer Vincent, of this house, expects to take a trip through the St. Clair Flats as soon as his partner returns from his fishing trip.

Bert Smith, of the Shields-Wertheim Co., is back on the job again after a two weeks' vacation, and is sending in his usual quota of orders for "La Saramitas" and "Saramita Fives." Fred P. Shields has just returned from Mt. Clemens, where he spent several days with Waltzer & La Pointe, the firm's distributor in that territory. He brought back a pocket full of orders.

E. Ells is in town putting forth his best efforts on the "Pera" cigarette, and is showing nice results in placing these goods.

Grover Mendelsohn, of the Mendelsohn Co., reports trade as extremely brisk. They are way behind in filling their many orders due to the scarcity of labor. Orders are piling up on them and they are in a quandry as how to supply the demand. Their "Rigoletto" and "El Symphony" brands are winning universal favor.

Mr. J. C. Newman, of the J. C. Newman Co., has just returned from a flying trip through Michigan and brought back some big orders. Their factory is working to capacity trying to catch up with the demand for "El Batons" and "Judge Wrights." The former is handled locally by the Baer-Wolf Co. and the latter by the Weideman Co.

The Standard Drug Co. is featuring "Saramita" window displays in all their stores this week and are making some handsome windows. The retail cigar men of this concern state that "La Saramitas" and "Saramita Fives" are two of their biggest sellers.

I. Teitelbaum, of the I. Teitelbaum Co., just returned from a trip to the Pacific Coast with some exceedingly heavy orders. Business has been extremely good with this concern, but they, like the rest of the local concerns, are experiencing great trouble in getting help enough to supply the demands of their steadily increasing business. The main brands of this concern are "Sarzedas," "Addison" and "El Sallago," and these are being jobbed locally by the Baer-Wolf Co.

JERRY.

H. M. Vreeland, who has been for 11 years past the Chicago and Northwestern representative of the Surbrug Company, has resigned his position, effective August 1. Mr. Vreeland, it is understood, has signed a new contract for exploiting a high-grade line of cigarettes, to be placed on the market in the early fall.

Incorporate to Sell "Dabs"

THE "DABS" SALES CO., INC., have just taken out a charter with T. J. Bannon, Thomas Adam and Franklin Bien, named as incorporators. The new company has an authorized capital of $100,000 and stated that they are not yet ready to announce the purpose of this new organization.

Luyties & Co., 546 Fifth Avenue, New York, have been the sole distributors of this brand, which is a very popular club smoke, selling at 25 cents for 10.

Northwest

Tobacco Trade in Washington

SEATTLE, WASH., July 22.

EVERY branch of retail trade, whether it be cigars, cigarettes, tobacco or what not, was stimulated and favorably affected by the Potlach Celebration which was held last week. Visitors numbering close to 100,000 thronged the city to witness the parade and celebration, and while not all of them smoked, probably 50 per cent. were in the cigar shops and cafes buying smokes at some time. Every retailer in the business section made a bid for the special trade by attractive window trims, which surpassed in originality and general excellence all previous efforts along this line.

From the jobbing circles the same good report is received, and business in general is active and booming.

A noticeable increase in the sale of "Pure Gold" 1-ounce granulated tobacco is reported by local retailers and jobbers. This distinctive brand, made by Pure Gold Tobacco Co., of Greenville, Tenn., has struck the fancy of Seattle smokers and is steadily growing in sales.

Rosenfeld-Rorig Co. report that "Jose Villa" cigars, recently taken on by them, are repeating phenomenally and at the present rate of growth will be one of the best sellers in its class in the Seattle territory. George Tillinghast, factory representative of Berriman Bros., has been doing effective missionary work on this brand.

Otto Ehrhart has bought out the cigar store of J. A. Gibson at First Avenue and Madison Street. Mr. Gibson has been active in the cigar trade for fifteen years, being lately president of the Seattle Retailers Association.

The Seattle Havana Cigar Co. has opened a new store on the east side of First Avenue, between Columbia and Marion Streets.

"Henry the Fourth" cigars, Bustillo Bros. & Diaz, Tampa, are being featured in many of the leading retail shops, restaurants and cafes. S. S. Florsheim, a factory representative, recently accompanied Arthur Meyer, California representative, on a business-boosting tour to this territory.

F. Lozano cigars are being displayed and featured in an effective manner by Coss-Altschuler Co. Duplicates are developing surprisingly fast.

J. G. Cohen Cigar Co. are pushing an active campaign on "El Sidelo," for which they are local distributors.

SPOKANE, WASH., July 21.

RETAILERS report a slight reaction in business, something which is not unusual for this time of the year. However, a favorable rebound is expected within the next fortnight that will restore the optimism of even the chronic kicker. There have been several important changes among the local retailers.

McDonald & Cady, of 11 South Howard Street, have dissolved, Mr. Cady moving his store to 823 Riverside and McDonald retiring.

W. W. Griffith, an active retailer, of 5 Post Street, has sold out his business to I. B. Schoen, who has been with M. A. Gunst & Co. for many years.

W. B. Kannon, who recently purchased Trodgen Bros.' stand at 202 Howard Street, reports an encouraging advance in business.

The first retail store in Tacoma has been opened by M. A. Gunst & Co. at 930 Pacific Avenue, right in the midst of the retail shopping district. The location is ideal for the development of big business.

In Oregon State

John Page, an experienced cigar man, is now in charge of the cigar stand located in the building formerly occupied by M. McAlpin, Albany, Ore. Mr. Page was formerly in charge of the cigar stand of the St. Francis Hotel, that city, where he made many friends for himself.

N. E. Richardson is now the sole proprietor of the Monogram Cigar Store, Roseburg, Ore., he a short time ago having taken over the interest of his partner, I. R. Smith.

"Pure Gold" in the Northwest

President C. R. Daily, of the Pure Gold Tobacco Co., Greeneville, Tenn., left Philadelphia a few days ago after a business trip of ten days in this city.

He was especially enthusiastic over the glowing reports which he had had from Washington and Oregon concerning the sales of "Pure Gold" smoking tobacco in that section. Mr. Daily emphasized the point that these were not boom sales, but the naturally increasing demand from "Pure Gold" smokers who had tried their product and would take no other.

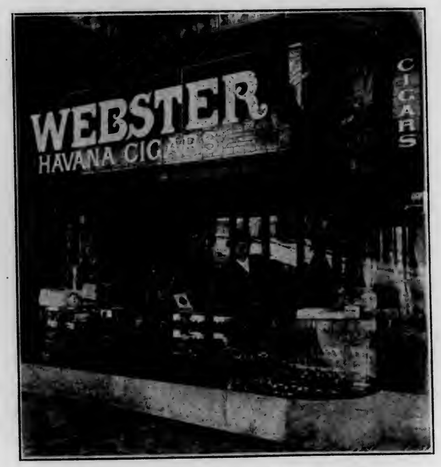
Five of Seattle's Finest Cigar Stores

J. G. Pursley, Second Ave. and Seneca St. who features "El Sidelo" and other popular brands

J. A. Brewster's Stand, 810 First Ave. where "Juan de Fuca" cigars are boosted

Battersby and Smith's Store, 906 First Ave. where Sanchez and Haya's cigars are featured

N. Pochlman, (shown at cash register,) 1322 Second Ave.



A. J. Stratton's busy corner First Ave. and Madison St. "Dad" Danson at the counter

IRREGULAR PAGINATION

How to Get a Good Photograph of Window Displays

By George J. Cowan

TO get a good picture, a few precautions are necessary, as a show window is one of the most difficult things to photograph. The following pointers by an expert on display window photography are timely. The merchant taking a photograph of his window himself can adopt these suggestions, or point them out to the man he hires to do it and so avoid disappointing results.

When forwarding photographs it is not necessary that they be mounted, although this will frequently help materially in getting the picture through to destination in good reproducible condition. Where the picture has not been mounted, it always should be sent flat, packed preferably between two sheets of corrugated board or very stiff cardboard, and then the wrapper should be marked "Photograph. Don't bend or fold."

Says this authority:

If there is a broad street before your window, or an open space, it will be almost impossible to take a picture by day; for, plant your camera where you will, it is always darker in your window than it is outside, and the opposite condition should prevail. But you can get it at night. See that your electric lights, while flooding the window, are themselves hidden from the street. If you have a good lens, from ten to thirty minutes' exposure will be enough. The size of the diaphragm is also to be considered. The smaller the diaphragm, the more time required; but the small diaphragm also gives an additional sharpness to your picture. And then, people can walk between the camera and the window without injuring the picture—provided they don't stop short. The time required is also influenced by the rapidity and make of the plate. Therefore, you have three things to consider in timing your picture—lens, plate and diaphragm.

A good time to photograph a window is early morning on a clear day; just before sunrise. The light is strong and penetrating and a good picture will usually result. Remember that the interior of your window must be light. If your window is darker than the street, the glass acts as a mirror, reflecting everything on the opposite side of the street. If the sun shines on your window and the opposite side of the street is dark, there will be no reflection of foreign objects in your picture.

By keeping these important items of information in mind, any country photographer can get a good picture of a show window. If the photographer doesn't know them, it would be well to call his attention to these facts. He may not have had experience in photographing show windows.

A method often adopted with good success is as follows: Make a cloth screen of black cambric sufficiently large to shut off all reflections when raised before the window. Fasten the two upper corners to poles, and when about to take the picture have two men or boys raise the screen just back of the camera. All reflections will be avoided and a clear picture will be the result. As it is not probable that many photographers will prepare such a screen, it is advisable for the trimmer to have one made and keep it in readiness. Flashlight pictures will not avoid reflections. You must not attempt to use the screen on windy days, however, for the wind will render it unmanageable.

There is a popular idea that the camera cannot lie, but if it cannot, it is still capable of great exaggeration, and if we photograph a plain glass decanter within a reasonable distance of a closed window, we will not get a truthful reproduction of the decanter, but a greatly exaggerated one. The reflected light-streaks on the polished surface are much more actinic than the remaining surface, and in photographing such a surface in the ordinary way, we are bound to get an over-exposure, which brings on what is technically known as "halation." Halation is the nightmare of photography.

Many persons closely identified with photography have devoted years trying to overcome this bugbear, and after a long series of experiments, it has been found that halation can best be obviated by backing the photographic plate with a sheet of chemically prepared paper, which is known in the trade as "Halation Destroyer." These destroyers are very simple to apply and are inexpensive. They are put up two dozen sheets in a package and 5 x 7 size sells at 25 cents per package. They are made in all sizes.

If the show window contains only black, white, brown, green and dark colored goods, it will only be necessary to use the destroyers back of the plate, but if various shades of blue, violet and purple appear, then it will be advisable to also use a ray filter in front or back of the lens. The action of the ray filter is to reduce the entire subject to monochrome, so that the highly actinic colors—blues, purples and violets—will not cause over-exposure. To use a popular phrase, the ray filter "holds back" or retards the highly actinic colors. The ray filter consists of a cell of glass retaining an orange yellow liquid through which the rays of light pass before reaching the sensitive plate. It will be clear that a blue ray mingling with the yellow of the filter becomes a green, and, according to the depths of the color of the filter, becomes a light or dark green. The dark green photographs like black.

Show windows should never be photographed when the sun is shining on them, all advice to the contrary notwithstanding. A dull daylight or early morning light will give better results than a bright day or when the sun is high. Where a window is illuminated by electric light, the evening is the ideal time to photograph it. If the electric lights are in full view, precautions should be taken to cover them, for if a long exposure is made, they will halate the plate. The lights can easily be hidden from view by the proper arrangement of the goods or decoration.

The best plate for window photography is the non-halation plate. You can get a good negative with the other plates, but the non-halation gives one more leeway in making the exposure and a better opportunity to correct errors in the development.

Having two emulsions, the first coating on the glass is very slow and the second very fast. So if there are any strong high lights in your display they are checked when they reach the slow emulsion, giving the darker parts of the display a chance to strike well home before you need be afraid of over-exposure.

Any class of merchandise displayed can be photographed with from five to twenty minutes' exposure, when one has a good lens that will cut good and sharp with the stop at F 7 and will take the time to focus it carefully. To get the camera in proper focus it is a good plan to look out for the show cards and faces of figures, as they are more easily defined on the ground glass at night than merchandise, and they are safe guides to go by.

Detroit

DETROIT, July 28.

AS a result of several weeks' work on the part of the Detroit detective department, 75,000 cigars, which were stolen from the freight sheds of the various local railroad companies, have been recovered. In addition, the detectives also recovered cigarettes and cigar-stand equipment. Most of the stolen goods were found at the Hotel Harrington, 46 Lafayette Avenue, when the place was raided. Also at the Detroit Armory cigar stand and at the cigar store of Blake & Cash, Fort and Clark Streets. For weeks back reports have been coming to the notice of the railroad companies and the local police department about thefts from the warehouses with inventories of the cigars taken. Among these were several special brands, prepared for individual dealers. The number of cigars recovered represents shipments by local manufacturers to customers in other cities as well as consignments shipped by outside manufacturers to local jobbers and retailers. In view of this wholesale arrest, everybody in the cigar business can breathe easier, as the thefts have caused no end of trouble to the trade. Manufacturers would insist that the goods were shipped, and yet the consignee would claim that he never received them.

An interesting sight at noon is to visit the cigar factory of Spietz & Worch, at 722 East Forest Avenue. The girls are provided with tea, coffee or milk without charge, and part of the noon hour is spent in dancing, the company paying for the music. Under the personal management of Mr. Schloss, the factory is in good running order, and is one of the leading plants in the city.

To prove that "The Tobacco World" is thoroughly read is proven by the following incident: The writer a few issues ago made an error in stating the name of a manufacturer who was making a private brand for a local dealer. The day that "The Tobacco World" was delivered by the post office a dozen different dealers 'phoned me to call attention to the mistake. So if you don't think "The Tobacco World" is read, just get something wrong, and see how quick things are stirred up.

A. Quandt, wholesale tobacconist, with his family, is spending the summer at his cottage at New Baltimore. Being only an hour's ride from Detroit, Mr. Quandt comes into the city almost daily.

A. Eisenman, of the firm of Eisenman Brothers, better known as "Doc" among the trade, is in Detroit for a few days. His brother, Walter, is also in town, combining business with pleasure.

Detroit has been the mecca of thousands of sporting men from July 16th to 23rd, owing to the annual meet of the Canadian Runners, which took place at Windsor, "across the pond." All the hotels have been crowded to overflowing. The cigar business showed a decided improvement during the days of the meet, and especially was this true at the Hotel Ponchartrain, where most of the horsemen stopped. It was nothing to sell a dozen boxes of cigars a day to them, and many individual purchases ran as high as fifty dollars from the horse owners. The next meet will be in the fall.

C. S. Sarluy, of F. & E. Cranz, is back from a trip to Cincinnati.

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A. G. Lutt has been spending a few days in Detroit and left the 22nd for Rochester, N. Y., to visit his mother, and from there will go to New York and Atlantic City to spend a few weeks. Mr. Lutt represents the "Webster" cigar and did some nice business in this territory. At the opening of the New Washington Theatre, July 21, with a stock company headed by James K. Hackett, Mr. Lutt occupied a box with the mayor of the city and the police commissioner, as a guest of Miss Inez Buck, the leading lady. After the play Mr. Lutt was a guest of a big dinner party at the Hotel Griswold.

Fred Striker, proprietor of the Hof Brau on Lafayette Avenue, and very well known among the cigar salesmen all over the country, was married for the second time on July 21, and with his bride left in the evening for a two weeks' tour of Niagara Falls, Atlantic City, New York and Philadelphia.

After a two weeks' tour of Michigan in his motor car, Fred Hemmeter, of the Hemmeter Cigar Co., is back on the job.

Edward Lichtig, of the Philip Morris Co., has returned from his two weeks' vacation, which he spent in Cleveland.

John McLarty, a leading cigar dealer in Kalamazoo, Mich., is on an automobile trip with his wife and son to Buffalo, Niagara Falls and other points East. They will be back about August 20.

A billiard room and cigar store has been opened at 619 Woodward Avenue.

The San Telmo Cigar Mfg. Co. has purchased a large electric truck for making deliveries to the various railroad freight houses.

The directors of the Scotten-Dillon Co. declared the regular 2 per cent quarterly dividend on July 15, with the extra 8 per cent. The business for the first half of the year is said to be far ahead of the volume during the same period a year ago.

The leading creditors of William Layng, who kept a cigar store at 242 Woodward Avenue, are: Berdan & Co., Toledo, $12.75; Harnit & Hewitt, Toledo, $38.45; Gene Vall Cigar Co., New York, $26.55; Cadillac Cigar Co., Detroit, $67.50; J. L. Marcero Co., Detroit, $182.00; Almonte Cigar Co., Detroit, $65.00; Lloyd Stradley, $17.00; while the Harry W. Watson Co., John T. Woodhouse Co., Best & Russell, Payette-Walsh, E. L. Stahl & Co., and the Cosmus Cigar Co., all of Detroit, were also small losers.

S. C. Brady, formerly with the Miller Cigar Co., at Saginaw, has succeeded Dean Robeson as clerk at the Hotel Ponchartrain cigar stand.

The Broadway store of the Central Cigar Co., has been making an attractive display on Saturdays of the "La Resta" cigar, at five cents, made by Rothenberg & Schloss. It has proven a good seller so far.

Benjamin Cleenewerck, who operates cigar stores in Kalamazoo and Battle Creek, is spending the summer at West Lake, where he has taken one of the cottages. The attractions at this resort are fishing, boating and marshmallow roasts.

The cigar store of E. A. Upton on Grand River Avenue was recently robbed. When Mr. Upton came down in the morning he found the stock scattered all over the floor. He estimates his loss at about fifty dollars.

Ed Holzhausel has joined the cigar store of Burns & Johnson, 20 Monroe avenue, in the capacity of clerk.

Harry Lichtig, who operates the cigar departments at the Colonial and Olympia Hotels in Mount Clemens, says that there is every indication that this will be one of the most successful seasons in the history of the city. He says the cigar business is very good.

Ed Heineman, manager of the cigar department, at O'Brien & Co., recently had a very attractive display of "Seneca" cigars, which he says are very good sellers.

Thomas Hanneman, salesman, has been arrested on a charge of obtaining 20,000 cigarettes from the John T. Woodhouse Co. on a forged order. The cigarettes have been recovered.

Miss Anna Dingwall, who with her sister is associated with the Woodhouse Co., is planning a trip to Europe about the middle of August. Her sister will accompany her.

Gordon Bailey reports a very good business on "Milo" cigarettes, especially the plain end. They were recently used in connection with the banquet of the Burroughs Adding Machine Company's salesmen at the Hotel Ponchartrain.

W. R. Campbell was here recently in the interests of "Rameses" cigarettes.

S. Stuart, of the Superior Cigar Co., is back from a Western trip. Mr. Bunting, secretary of the company, plans on leaving August 9, with the Detroit delegation for the annual conclave of Knights Templars at Denver.

Jacob Mazer, of the Mazer Cigar Co., is back from a motor trip to Pittsburgh.

Visitors in town: G. B. Hirsch, of Joseph Hirsch & Son, Frank Lopez, of Garcia & Vega; L. G. Brown, of New York City; Harry Spingarn, of E. Spingarn & Co.

The Hotel Ponchartrain is showing a new packing of "Aploma" cigars, packed ten in a box called "Aploma Fads." Taking very well.

"Cado-56" cigarettes are showing a splendid improvement since Willis Andruss did his boosting in this territory.

Ben Crittenden, who now conducts a cigar store in the Library Hotel Building, has purchased the stock of Sensbaugh & Gould at 25 Grand River Avenue, that firm having gone into bankruptcy. Mr. Crittenden will continue the store under his own name. With years of experience in the cigar business and a host of good friends, the store under new management is assured of success.

Lester Wanamaker, 19 Michigan Avenue, contemplates a trip East early in August.

Charles Field, who has a "corner" on the cigar business at Sault Ste. Marie, Mich., the home of the world-famous Soo Locks, is having good results from Saturday specials; the latest is to give every twentieth customer the full amount of the purchase, whether he spends five cents or a dollar, just as long as he happens to be the twentieth.

Baseball pool which has been in vogue at the cigar stand of the Berghoff Hotel, was stopped last week, and today the police raided the Cafe Grande cigar stand, where it has been going on. According to the detectives, there is only one way to win on baseball pool, and that is to conduct the pool. The city is determined to wipe out every sort of gambling in cigar stores.

AL U. THORNBURG.

France Wants Bigger Tobacco Warehouse

The Minister of Finance of France has just laid before Parliament the project of a law providing for constructing at Havre a new warehouse for tobacco in transit. The minister refers to the difficulties that the administration has experienced in turning out enough tobacco products in the factories of the Regie to meet the increased demand for consumption. The consequent development in the manufacturing industry has taxed the capacity of the storage warehouses for the finished products, and this has resulted in congestion of the transit warehouses, in which foreign tobacco in the leaf is stored prior to its distribution among the factories. This congestion has been particularly noteworthy in the transit warehouse at Havre, where supplies of American and other foreign tobacco are imported. The present transit warehouses have a capacity of 20,000,000 pounds. These buildings being separated in different quarters and without railway connections the service is much handicapped.

Pittsburgh

Midsummer Lull Is Evident—Many Trade Factors on Vacation—Numerous Visitors in Town

PITTSBURGH, PA., July 25.

BUSINESS in Pittsburgh is keeping up very nicely for this time of the year despite the fact that most of the people are away on their vacations.

Geo. Julian, of Philadelphia, is here working with a crew on "Turkish Trophies" cigarettes. With every six cartons of cigarettes they are giving a rebate of 30c. Getting nice business on the "Turkish Trophies" brand.

N. M. Hedden, of Siller-Narten & Barnes, just arrived from a trip to Erie, Meadville and Cambridge Springs. Had a very big week selling the following well-known brands: "El Roi Tan," "Robt. Burns," "Charter" and "Don Antonio."

H. Buchanan, representing the Havana-American Co., New York, was here last week in the interest of "La Preferencia" cigars. He was assisted by Mr. Arnheim, of L. Goldsmit, Bro. & Co.

J. Raubitschek, factory representative of Kraus & Co., Baltimore, has placed their brand, "La Taresa," mild Havana cigars, in all the well-known cafes and hotels in Pittsburgh. You can find them in almost every stand in the city.

The Seventh Avenue Hotel cigar stands are featuring the "El Sidelo" clear Havana cigars, made by Sam. I. Davis, this week. They have a nice window display on this brand.

Mrs. Nellie Ghant, of the Seventh Avenue Hotel cigar stands, is going on her vacation August 1, for two weeks' stay in Canada.

Chas. Boyle, of the Henry Hotel cigar stand, reports business is keeping up very well for July.

A. T. Aland, who has the cigar stand in the Hotel Liberty, is doing very well.

A. A. Duering, who has a cigar store on Madison Street, North Side, sold his store last week. Mr. Duering was formerly connected with the Seventh Avenue Hotel cigar stands.

Benjamin S. Dripps, factory representative of I. Lewis & Co., Newark, N. J., reports big sales on "John Ruskins" and "Manilanettes." Haworth & Dewhurst are distributors for these brands.

Mr. Mayerfield, of the San Telmo Cigar Co., Detroit, Mich., was in town this week selling the "Pastora" broadleaf cigars, with the assistance of Haworth & Dewhurst, who are one of the largest wholesale grocers in Pittsburgh. Among the well-known brands they carry are "Pinzon," "Sanchez," "Plantista" in several sizes, "John Ruskins," and a full line of stogies.

J. V. Sprague, of Shipley-Massingham Co., reports big business on their brands. Selling quite a number of "Cuesta-Rey" clear Havana, and "New Bachelor," 5-cent cigars.

The Hotel Antler cigar stand is improving every day. They carry a full line of imported and domestic cigars. J. V. Quinn is in charge of this stand under the direction of Mr. Fleishauer, of the Seventh Avenue Hotel cigar stands. Mr. Quinn was formerly with the United Cigar Stores Co.

C. J. Moye & Co. are having a big run on F. Garcia & Bros.' clear Havana cigars. Mr. Hamm, the downtown salesman, is also selling lots of Beggs' "Big Havanas."

C. A. Gibbs & Co. are displaying "Tuval" in thirty sizes in their windows.

George Jester and Walter Lenhart report big business in May, June and July on high-grade imported and domestic cigars. They are with Reymer Bros., Wood Street.

Howard Pell, of Reymer Bros., is spending his vacation at New York City and Atlantic City.

H. A. Schafer News Co. now carry a big line of cigars and tobaccos. They also carry a big line of stationery and news.

Mathew Levy, of R. J. Schiners Bros., New York, selling National and Pritchett cigarettes, is spending his vacation at Atlantic City and New York.

A. J. F.

No Change in Stogie Strike

PITTSBURGH, July 28.

THE stogie strikers in Pittsburgh are still out and have not made any headway. They had another parade on Saturday, which was led by a brass band. They were collecting money with stretchers and were calling out several names of stogies, claiming they were made in "scab factories."

Because it is said she tried to induce three girl workers in the McKees Rocks plant of the Standard Cigar Co. to strike in sympathy with their sisters in the Pittsburgh factory, Rose Kleinman, 19 years old, of Pittsburgh, was arrested on a charge of disorderly conduct. Yesterday morning Burgess Joseph Steele suspended sentence.

ASTONISHING FIGURES FROM MICHIGAN

150,000,000 Cigars Throughout the First Six Months of 1913—Great Increase All Along the Line

DETROIT, MICH., July 22.

The following report of the receipts of the Internal Revenue Department for the First District of Michigan shows that for the first six months of this year there were approximately 150,000,000 cigars manufactured, 90 per cent. of which were made in the city of Detroit:

Month.		Cigars.	Tobacco.	Snuff.
January.	1913	$73,114.69	$175,513.17	$686.00
	1912	64,200.92	167,537.14	823.60
February.	1913	69,505.68	170,347.96	517.60
	1912	64,268.87	164,418.70	600.80
March.	1913	67,578.79	159,503.88	715.00
	1912	66,158.93	175,017.09	631.20
April.	1913	72,444.24	180,300.13	603.60
	1912	66,359.83	147,927.07	596.28
May.	1913	79,873.41	197,544.12	625.20
	1912	76,101.04	168,847.53	648.60
June.	1913	77,288.01	193,841.99	563.28
	1912	76,854.13	164,017.50	512.80

Month.		No. of Cigars.	Pounds Tobacco.	Pounds Snuff.
January.	1913	24,371,503	2,103,912	8,575
	1912	21,400,306	2,119,218	10,295
February.	1913	23,168,560	2,129,344	6,471
	1912	21,422,956	2,055,233	7,510
March.	1913	22,526,263	1,993,708	8,945
	1912	22,052,976	2,187,838	7,890
April.	1913	24,148,080	2,328,751	7,545
	1912	23,119,943	1,849,090	7,453
May.	1913	26,624,470	2,469,301	7,815
	1912	25,377,013	2,135,594	8,107
June.	1913	25,762,670	2,423,024	7,041
	1912	25,617,710	2,050,218	6,410

By comparison with the above figures, it will be noted that May and June show an increase of over 1,000,000 cigars being manufactured this year over a year ago. The balance of the year will show even a greater increase, as all of the manufacturers are increasing their output and adding more cigarmakers as fast as they can be secured. One cigar factory alone, the Wayne Cigar Co., is making about a million cigars a week, and has only been in existence since the first of January.

New Central Cigar Box Company

On August 1 the Central Cigar Box Co. formally established their business in St. Louis, Mo., at No. 11 North Main Street. They will manufacture cigar boxes and have a well-equipped label department, also handle tools and supplies. The company is organized with $15,000 capital and their machinery has all been completed and is now in place.

Ad. Klinkenspor, a veteran in the trade, is president of the new company, and H. G. Dieckmeyer is the secretary and general manager. Both of these gentlemen have had ten years' experience in both factory and road work in their newly chosen line.

Another Cigarmaking Machine

A. C. Gruhlke, Waterloo, Ind., has invented a cigarmaking machine which he claims is far in advance of anything ever before attempted along this line. With the new machine the operator is able to have the use of both hands in handling the tobacco and placing it in the machine, and then by foot power the cigar is rolled out and one person can make more than five times as many cigars in a day as by the old way.

E. H. Shepard, formerly of the road forces of the Hoelscher Cigar Co., St. Louis, Mo., has opened an attractive retail store at Jefferson and Olive Streets, St. Louis.

San Francisco

Pacific Coast Collections Poor—R. M. Ellis, a Prominent Visitor—Edw. Wolf Co. Lease Their Retail Stand

SAN FRANCISCO, July 24.

THE cigar trade in San Francisco is by no means booming, and from some accounts things might be a great deal better, even for this time of year. The greatest trouble, as for some time past, is in the matter of collections, this complaint being common to all lines and all parts of the country; and it is believed that, once the tariff and other economic questions of national scope are settled, there will be a decided improvement. From present indications this is likely to come about in the fall, when trade ordinarily livens up a bit, and there is accordingly a general feeling of optimism on the outlook for the later months of the year.

This optimism is already bringing a little benefit to the jobbing trade, as a good many men who have accumulated a little money are opening new stands, feeling that they can well afford to hang on through a few months of dull business for the rush that is bound to come later on. Of course this brings more competition in the retail trade for the time being, and it is quite possible that many dealers will have a hard pull next spring and summer; but by the fall of 1914, Exposition influence is sure to be strongly felt, and from then to the close of 1915 should be a period of great activity for everybody. Of course the opening of new stands is encouraged by the completion of many new buildings, many of which are providing excellent facilities for the cigar trade, and real estate agents are on the outlook for tenants. Under the circumstances the high rentals which are still demanded and paid are rather remarkable.

Mr. Eisenschimel, of the San Francisco office of Henry W. Peabody & Co., agents for several Manila factories, says the market has been rather overloaded of late, owing partly to the vacation season and partly to the tariff situation. Notwithstanding the slowing up of Manila business in San Francisco and the Pacific Northwest, he says, in the Middle West and Central States it is holding steady, and if anything, is on the increase for the finer sizes. The cheaper sizes, he says, such as the Londres, are on the decline, as the 2-for-5 smoker, being satisfied that there is good value even in cigars at that price and having cultivated a taste for Manila goods, is now taking up nickel propositions instead of the 2-for-5, Perfectos in place of Londres. Consumers of Manilas in general, he says, having cultivated a taste for Manila leaf, now demand the better grades, and he believes that during the coming holidays a goodly assortment of fine sizes in holiday packages will be displayed in the leading stores.

Arthur Meyer, Pacific Coast representative of Bustillo Bros. & Diaz, is back in the city after an extended Eastern trip, having visited New York and several cigar factories.

Michalitschke Bros. & Co., distributors of the "Alexander Humboldt" and "Henry IV" brands of Bustillo Bros. & Diaz, state that the latter line, which they took up only recently, is coming ahead nicely, while the "Figaro," their 5-cent brand, is catching on in great shape.

Ehrman Bros. & Co. say their "Optimo" sales are showing quite an increase, which they attribute largely to the fact that the goods now coming in look better than any they have had for the last six years.

The principal window display feature of M. A. Gunst & Co.'s stores for the last fortnight has been "Coral Key" Havana seconds, a 5-cent line which has had quite a large sale as a result of the prominence given it. There are several visitors at the Gunst headquarters at present, among them being Julius Unger, formerly of this city and now in charge of the business in the Hawaiian Islands, who is spending a month's vacation on the mainland accompanied by Mrs. Unger. Last week Mr. Mayer, representing S. M. Frank, the New York pipe manufacturer, called on the Gunst Company.

Chas. H. Knubel, representing Salvador Rodriguez and several other manufacturers on the Coast, has just returned from a three months' trip through the northern part of his territory. Northern business has been quiet, he says, but he has been working hard and getting good results. He will start out immediately on another trip. E. C. Hull, his associate, is now in Southern California, getting a fine business in Theobald & Oppenheimer's line.

R. M. Ellis, of the Tobacco Products Company, vice-president of M. Melachrino & Co., has just arrived in the city, and is preparing for a new campaign on the "Nestor" cigarettes, distributed here by the Edw. Wolf Company. It is announced that Louis Erdt, the well-known California representative of the Melachrino line, will hereafter also have general charge of the "Nestor" business in this territory.

Edw. Wolf reports a serious shortage of his "Don Antonio" line, due to the recent strike at the factory, though he hopes to get in plenty of goods before long. The Edw. Wolf Company has arranged to lease its retail stand, occupying the corner of the store, to C. Maxwell, formerly at Hyde and California Streets, who will take charge August 1.

H. H. Manley, representative of the American Cigar Co., has returned from his Southern trip and left for the North, where he will meet F. E. Johnson, vice-president of the Havana-American Co., accompanying him on a tour of the Coast. He expects to reach this city before the end of the month.

The Tobacco Company of California is now comfortably settled in its new quarters at 1 South Park, and on the afternoon of July 19 celebrated the occupation of the new establishment by a reception to the trade.

A new member of the force of H. Bercovich is Mr. Crane, formerly of the Black-Crane Co., window display experts. Mr. Crane, however, will give his attention to the selling end, though Mr. Bercovich is doing quite a bit of display and specialty work with his "Martinez-Havana" and "New Bachelor" lines.

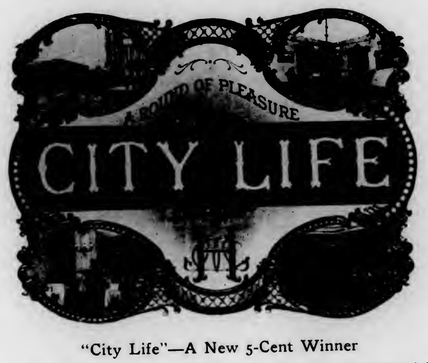
According to frequent reports from Wm. Bercovich, his new jobbing business at Sacramento, Cal., is starting off in fine shape. He is quite enthusiastic over the outlook for Sacramento, as both the city and the surrounding country are building up very fast.

Recent visitors from Portland, Ore., were S. S. Rich, a prominent dealer, and Glenn Hart, representing Gonzalez & Sanchez, of Jacksonville, Fla.

D. Frankel, of Frankel, Gerdts & Co., is back at the local factory from his long vacation, much improved in health.

Carl Mattheas, of Chas. Mattheas & Co., agents for E. Regensburg & Son, is taking a vacation in Northern California, accompanied by Mrs. Mattheas.

ALLEN.



"City Life"—A New 5-Cent Winner

Above is shown a reproduction of the very attractive label of the new brand of 5-cent cigars made by Marion C. Holcomb, the well-known Binghamton, N. Y., manufacturer. "City Life" is a new 4⅝ new concha-shaped cigar, made of a high-grade combination of carefully selected tobaccos and by handwork-men. No machines whatever are used in the manufacture of this cigar, and as a result it smokes freely and has the appearance of a cigar selling at more money. Mr. Holcomb takes particular pride in making his factory perfectly sanitary.

Although "City Life" has been on the general market for a short time, it has already been placed with a number of active jobbers who have been sending in duplicate orders. There is still some territory open for other jobbers who will find it to their interest to write to the factory for prices and particulars on this live proposition.

John E. Freund, who has been connected with the cigar factory of N. E. Barbian, McHenry, Ill., has taken over the cigar factory of John C. Dahl, Richmond, Ill., and will hereafter conduct the same. Mr. Freund is a first-class cigarmaker and is sure to make a success in his new venture.

The cigar manufacturing business of Mr. and Mrs. Pidwell, East Main Street, Johnstown, N. Y., has been taken over by Earl Chetwynd. Mr. Chetwynd is thoroughly competent to take hold of the business, having been associated with this line for several years.

A recent Pennsylvania incorporation was that of the King Bird Cigar Co., at Mt. Carmel.

LEAF TOBACCO MARKET

Demand for Wrapper Leaf Continues Feature of Cigar Market—New Sumatra Being Tested—Domestic Growing Conditions Favorable

PENNSYLVANIA.

LANCASTER, PA.

Although weather conditions are about perfect, the tobacco crop exhibits an irregularity of growth that is amazing. One field may show well grown plants while an adjoining field, same soil, appears hardly to have started growing. As under the most favorable conditions the crop cannot mature until September if well advanced, the chances are good for a lot of it being caught by frost.

Trading in the local leaf market has become stagnant again, as is expected during the midsummer season. The cigar industry appears to be holding fairly well.

Reports from Chester County say that farmers there have no trouble getting help because of the number of unemployed men in Coatesville. Our farmers are not so fortunate and would be glad to get hold of some of these men.

At the July meeting of the Lancaster County Tobacco Growers' Association, held here, Aaron B. Landis presided in the absence of President Herr. It was reported by various members that the crops do not look as favorable as they should at this time of the year. Cut worms are not doing so very much damage. Fleas seem very plentiful. Tobacco on which Paris green was used seems to be growing nicely. Tobacco fields are being deprived the necessary attention owing to the harvesting of wheat. The annual outing of the association will be held at Williamson Park August 9.

YORK, PA.

Leaf dealers report a steady demand for Sumatra and domestic shade-grown wrapper stock. The increased cigar output has grown until it looks as if the demand for Sumatra would exceed the immediate supply, and the consumption of domestic shade-grown wrapper stock will probably exceed all previous records.

Demand for filler still continues firm, a number of the packers falling back on their 1909 crop, which has been held as reserve stock. Seconds and binders have also been cleared wherever possible to make room for the stock which will have first call shortly. Recent storms did some damage in the outlying districts, but otherwise the growing conditions remain favorable.

Examinations made of the 1912 packing of leaf dealers show about the same percentage of rot as in former years. The case sweated tobacco will be ready for sampling the latter part of August.

The McGuigan Cigar Co., Red Lion, recently purchased 50,000 pounds of tobacco, which is probably the largest transaction which occurred during the past fortnight.

To secure a good burn for York County grown tobacco, nine different mixtures of fertilizers were used in a test at Red Lion for the first planting of tobacco at the State experiment station. H. P. Kraybill, of State College, experiment station, and Otto Olsen, of the United States station at Ephrata, Lancaster County, have charge of the tests.

WISCONSIN.

EDGERTON, WIS.

THIS has been a week of midsummer storms of unusual severity that have done considerable damage to growing crops and the tobacco crop has not escaped altogether. The floods have washed fields and drowned out more or less tobacco, while so much wet weather has allowed the weeds to get a good start on many fields which will prove troublesome hereafter. Other farm work is so delayed and pressing that we fear tobacco cultivation will be a good deal neglected, which does not speak well for the harvest. The crop, however, is making as rapid a growth as is possible under the circumstances, but too much moisture is not good for it and the general outlook might be improved.

No news of moment has developed in the market for old leaf and very little need be expected until the samples of the '12 packings are ready for inspection. Sampling has been started in a moderate way, enough to determine there will be some black rot to contend with, requiring re-handling. Shipments out of storage reach about 300 cases from this market to all points since last report.

STOUGHTON, WIS.

Where recent showers have fallen the tobacco fields have been greatly benefited, but some districts have suffered severely for want of moisture and replanting of from a half to three acres has been no unusual occurrence. Hail fell in Dane County, doing damage to the very earliest planted, which was a foot above ground. Prospects are in every way favorable for a strong growth of the weed.

CONNECTICUT.

WINDSOR, CONN.

Timely rains in the Connecticut Valley have helped growing tobacco and the farmers are optimistic now as to the harvest. The ground had become very dry and the rains arrived just at the right time.

The crop had stood the dry weather fairly well and it is only in exceptional instances that the plants began to spindle and show the bud. In the western part of Suffield the crop is looking rather better than is usual at this time of the year and the season is nearly a week ahead of the average. All through the tobacco section hereabouts the crop is making good growth. Weeds have been considerable bother to the growers this year and help has been at a premium. The large plantations have had about double the regular gangs the past week getting ahead of the weeds in the fields.

The fact that the farmers in Enfield, Conn., have increased the amount of acreage for tobacco about seven per cent. this season indicates that they anticipate another successful year for that crop. The principal trouble this season among the tobacco growers was the unexpected scarcity of plants, but they have succeeded in securing an amount that will guarantee a much larger yield next fall than ever before.

SUFFIELD, CONN.

The tobacco crop will be fully as good as last season. About 3600 acres of tobacco is being grown in the town this season; an increase of about 200 acres over last year. It is estimated that about a third of the crop will be picked or primed, as last year this kind of tobacco was in demand by the buyers. Very little tobacco is being raised this season under tents, scattered in different parts of the town, the largest grower under cloth being William S. Pinney on South Street. Several growers in different parts of the town have already sold the crop standing in the fields for prices ranging from 17 to 20 cents in the bundle.

NEW MILFORD, CONN.

The tobacco packing season in New Milford is about ended, and it is estimated that upwards of 10,000 cases have been handled here in the establishments of J. Stuart Halpine, C. F. Shoverling, W. L. Richmond, F. H. Graham, S. D. Green and John McGoldrick. The total is larger than New Milford has known for a good many years.

FLORIDA.

QUINCY, FLA.

After several years of stagnation and low prices for the famous shade-grown tobacco of Gadsden County, this season's crop, which is admitted to be the finest ever raised, is moving at very remunerative figures, which is said to be both satisfactory to buyer and producer. There are several buyers in the field and they are purchasing crops wherever the grower is ready to close the deal. A number of farmers have nearly housed their entire acreage, and where this is true it will be found that they have sold. A week more of good weather will see the entire crop in the barns and the greatest danger to the crop will have been past—that of being hit by hail. The crop, while not a large one, is of fine texture and burn and will be eagerly sought after by the manufacturer, thus giving quick returns to the packer.

Those who have been buying report that the growers are willing to accept a fair price and are not expecting nor wishing for the inflated and altogether unreasonable prices of 1906.

This year's crop is estimated as being worth from three to three and a half million dollars.

BRIGHT TOBACCO DISTRICTS.

VIRGINIA.

DANVILLE, VA.

At the annual meeting of the Danville Tobacco Association, President Cousins read a report showing that the sales for the year ended July 1, 35,919,379 pounds, a decrease of 1,345,025 compared with preceding year, but at an average price per hundred weight of $14.04, the highest average attained since 1874. Including tobaccos received here by rail by dealers, the total quantity handled on this market during the year was nearly seventy three million pounds.

The association elected Thomas S. Williamson president for the ensuing year, and W. A. Willingham, vice-president, succeeding Andrew Jamieson. Secretary and Sales Supervisor I. S. Bendall was re-elected for his thirty-first term.

PETERSBURG, VA.

This town is to made a bright tobacco market. This decision was reached by the warehousemen and others interested in the tobacco industry at the meeting of the Petersburg Tobacco Association.

Letters were read from the tobacco companies assuring the local association that buyers will be placed on the local market if the quantity of bright leaf offered justifies. The association appointed a committee consisting of W. T. Parham, J. J. Jones and W. J. Purdy to draft a circular letter to the growers of bright tobacco, urging them to send their product to the Petersburg market and assuring them that prices here will be as good as any paid anywhere in the State.

It was decided to open the market September 15 for the sales of tobacco, and that about October 15, when prices have been

established, to hold a premium sale, to which all growers of tobacco will be invited and prizes offered for the largest pile of tobacco, the best handled lot of tobacco, the highest price paid for light wrappers, highest price paid for mahogany wrappers, highest price for cutters, highest price for bright fillers, highest price for dark fillers, highest price for primings, and highest price for smokers.

The Export Leaf Tobacco Company has begun operating the big factory housed in the two new buildings at Lawrence and Perry Streets. Upwards of three hundred and fifty employees were given work in the new establishment, including men and women. The force will be increased to five hundred or more.

The cigarette factory of the British-American Tobacco Company now is running full time, with full force.

KENTUCKY DISTRICT.

LOUISVILLE.

Drenching rains followed by cooler weather have resulted in the continuation of generally favorable conditions in the Burley section. Cultivation is being pushed and it is seldom that tobacco fields present a better appearance. While the prospect of a large crop is good there is no indication of an overproduction.

COMPARISON OF SALES TO DATE WITH PREVIOUS YEARS.

Sales—	1913	1912	1911
Total sales of new crop to date.....	47,466	58,242	79,484
Sales of new crop to date. Original inspection.	39,158	49,438	69,611

E. T. Robards, supervisor of tobacco sales on the Lexington market, estimates that there is a shrinkage of 1100 acres in the Burley crop in Kentucky from last year's acreage. Mr. Robards points out the fact that the 1912 crop was the smallest raised for years, with the exception of the cut-out year of 1908, when the night riders succeeded in practically eliminating the Burley crop in the Kentucky counties.

There is no Burley in growers' hands and the stocks at all save the large markets are depleted. Tobacco there held is of very inferior quality and prices should not be taken as indicative of that of even medium grades.

OWENSBORO, KY.

From an estimate of the tobacco crop now set out in the Green River district not more than 41 per cent. of an average crop has been set out up to this time, and this will probably be cut from 10 to 15 per cent. on account of prevailing dry weather in most of the districts. This was the report of the members of the board of control of the Green River Tobacco Growers' Association.

CINCINNATI.

Extremely light offerings prevailed in the local Burley tobacco market for the week ending July 12. Common grades predominated and prices were not materially changed from last week. There was a good inquiry, but the most interest centered in the better quality of red leaf and bright trashes. All tobacco possessing character or color was firm throughout the sale, and wrappery leaf brought as high as $20.50 per 100 pounds. Common red tobaccos were inclined to be slightly irregular.

Rejections for the week amounted to 29 hhds., or 15 per cent. of the aggregate offerings, clearly indicating the satisfactory trend of the market from the sellers' standpoint. Receipts at local warehouses from all points of the Burley belt during the week were 249 hhds.

THE CAROLINAS.

WINSTON-SALEM, N. C.

The leaf tobacco markets in the Pee Dee section of South Carolina opened July 10 and the sales were marked by unusually good breaks in most of the markets. All reported good prices and high quality of weed. In all, hundreds of thousands of pounds of tobacco was sold. Kingstree reported sales of 70,000, Conway of 40,000 and Mullins, 100,000.

Florence, Johnsville, Manning and Mayesville reported very successful openings.

Prices ranged from 4 to 25 cents a pound, according to quality and kind.

Philippine Cigar Exports Gains

The figures for the exports of cigars during the period under consideration are encouraging, showing, as they do, an increase of 37 per cent. over those for the corresponding months of the preceding fiscal year; $1,605,123, as against $1,173,120. The average price also shows an upward tendency, being $16.89 per thousand, as compared with $15.17 for the fiscal year 1912. The grades exported to the United States run considerably higher. If the present rate of progress is maintained, the total exports to all countries during the whole of the present fiscal year will approach 190,000,000 in number. Exports of cigars to the United States increased during the fiscal year 1912 much more rapidly than the general exports of that commodity, since the market was recovering from the reaction that followed the expansion of 1910, and it is not easy to say exactly to what extent this rapidity of increase is likely to continue. If it does continue, even in part, the figures at the end of the current fiscal year should show a marked increase, although the total number exported to the United States is likely to continue for the present to fall considerably short of the maximum admitted duty free under the tariff of 1909. The figures for the whole of the current year may, however, possibly surpass the record of 86,500,000, or 57.7 per cent. of the duty-free maximum, set in 1910.

THE HAVANA MADE CIGAR WITH THE ALL GOLD BANDS

Why You Should Stock Por Larrañagas

MARCA INDEPENDIENTE
POR LARRAÑAGA
DE TABACOS DE VUELTA ABAJO

ESTABLISHED 1834

1—They have over 79 years of honorable record as being made absolutely of the finest Vuelta Abajo tobacco.

2—Produced under the most sanitary and scientific conditions known to modern cigar manufacture.

3—Por Larrañagas enjoy the favor of connoisseurs and especially of royalty in all parts of the world.

4—They are made in the largest range of sizes and shapes.

5—They sell at standard market prices for Cuban-Made Clear Havana Cigars.

6—Por Larrañagas smokers will not take substitutes.

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156 FIFTH AVENUE, NEW YORK

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

MARKET MASTER:—27,025. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1913. Cole Lithographing Co., Chicago, Ill.

OPPIUS:—27,026. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1913. Kohler & Smith Cigar Co., Dallastown, Pa.

PLANCIUS:—27,027. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1913. Kohler & Smith Cigar Co., Dallastown, Pa.

L'OZORONTO:—27,028. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1913. Andy Marx, Birmingham, Ala.

NAEVIOUS:—27,029. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1913. Kohler & Smith Cigar Co., Dallastown, Pa.

GUDKNECHT'S BOUQUET:—27,030. For cigars, cigarettes, chewing and smoking tobacco. July 11, 1913. Chas. M. Gudknecht, Philadelphia, Pa.

TAMPA GENTLEMAN:—27,031. For cigars, cigarettes, stogies, chewing and smoking tobacco. July 11, 1913. H. Moeller & Co., Chicago, Ill.

COKE OF NORFOLK:—27,032. For cigars, cigarettes, chewing and smoking tobacco. July 11, 1913. Chas. M. Gudknecht, Philadelphia, Pa.

MEDIO:—27,033. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1913. Kaufman, Pasbach & Voice, New York.

CHAMPION OF PITTSBURGH STOGIES:—27,034. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1913. J. L. Greenberg, Chicago, Ill.

KEY MONUMENT:—27,035. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 12, 1913. Kraus & Co., Baltimore, Md.

CAPABLANCA:—27,036. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1913. Mendel & Co., New York.

1-70-9:—27,037. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1913. H. C. Wireman, Hanover, Pa.

HAVA-LANTA:—27,038. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1913. Hava-Lanta Cigar Co., Atlanta, Ga.

HENRY FORD:—27,039. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1913. Kaufman, Pasbach & Voice, New York.

BIG MILIO SALAME:—27,040. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 15, 1913. E. Vega nego, San Francisco, Cal.

GREENWALD'S 3-0-4 UNION MADE:—27,041. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1913. E. Goslinsky & Co., San Francisco, Cal.

DANIEL DOBBINS:—27,042. For cigars cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1913. Kaufman, Pasbach & Voice, New York.

ALL OVER:—27,043. For smoking tobacco. July 16, 1913. Frings Bros. Co. Philadelphia, Pa.

QUALITY CROSS:—27,044. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1913. Henry Hoklas & Son, Peoria, Ill.

HONOR CROSS:—27,045. For cigars cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1913. Henry Hoklas & Son, Peoria, Ill.

PLATERO:—27,046. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1913. Kaufman, Pasbach & Voice, New York.

LA MANO:—27,047. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco. July 17, 1913. Louis Tobias, Dickinson, N. D.

BILL OF RIGHTS:—27,048. For cigars, cigarettes, chewing and smoking tobacco. July 17, 1913. Moehle Litho. Co., Brooklyn, N. Y.

STERLING PRICE:—27,049. For cigars, cigarettes, chewing and smoking tobacco. July 17, 1913. Moehle Litho. Co., Brooklyn, N. Y.

DIANORA:—27,050. For cigars, cigarettes chewing and smoking tobacco. July 17, 1913. Moehle Litho. Co., Brooklyn, N. Y.

NU BLEND:—27,051. For cigars, cigarettes, chewing and smoking tobacco. July 17, 1913. Sidney J. Freeman, New York City.

QUEEN OF THE VALLEY:—27,052. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1913. A. M. Fisher, Reading, Pa.

SANI-HEAD:—27,053. For cigars and stogies. July 18, 1913. M. Chaiken, Chicago, Ill.

THE SCHWARTZ:—27,054. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1913. G. H. P. Cigar Co., Philadelphia, Pa.

TRAP ROCK:—27,055. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1913. O. K. Hartman.

DENALI:—27,056. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1913. O. K. Hartman.

SANKURO:—27,057. For cigars. July 18, 1913. Santa Clara Cigar Mfg. Co., Brunswick, Ga.

KAVANOE:—27,058. For cigars. July 18, 1913. Santa Clara Cigar Mfg. Co., Brunswick, Ga.

NAN TUCKER:—27,059. For cigars, cigarettes, chewing and smoking tobacco. July 18, 1913. The Moehle Litho. Co., Brooklyn, N. Y.

WALTON ARMS:—27,060. For cigars, cigarettes, chewing and smoking tobacco. July 18, 1913. The Moehle Litho. Co., Brooklyn, N. Y.

LOUIS THE THIRD:—27,061. For cigars, cigarettes chewing and smoking tobacco. July 18, 1913. Chas. Stutz Co. New York City.

MI MUGER:—27,062. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1913. National Litho. Co., New York City.

RUFFAT BEY:—27,063. For cigars, cigarettes, chewing and smoking tobacco. July 21, 1913. Chas. Stutz Co., New York City.

SUELL GOODS:—27,064. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1913. J. W. Minnich & Son, Dallastown, Pa.

SWELL GOODS:—27,065. For cigars, cigarettes, cheroots stogies, chewing and smoking tobacco. July 21, 1913. J. W. Minnich & Son, Dallastown, Pa.

O-K TASTE:—27,066. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1913. J. W. Minnich & Son, Dallastown, Pa.

FINE TASTE:—27,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1913. J. W. Minnich & Son, Dallastown, Pa.

TELL TROTH:—27,068. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1913. M. Geffner, Philadelphia, Pa.

WONOVER:—27,069. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. July 21, 1913. Kimmig-Robinson Co., Philadelphia, Pa.

HALCYON CLUB:—27,070. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco. July 21, 1913. Kimmig-Robinson Co., Philadelphia Pa.

ARJAYCO:—27,071. For cigars. July 21, 1913. J. P. Kilfeather, New Haven Conn.

SEXTO:—27,072. For cigars. July 22, 1913. Sahl & Levitz, Philadelphia, Pa.

ALL SERENE:—27,073. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 22, 1913. Kaufman, Pasbach & Voice, New York.

PARNELL:—27,074. For pipes and smokers' articles. July 22, 1913. Manhattan Briar Pipe Co., Jersey City, N. J.

TRANSFER.

KASMO:—24,878. For cigars, cigarettes, chewing and smoking tobacco. Registered September 3, 1912, by Commerce Cigar Co., and transferred to Hudson Cigar Co., Maplewood, Mo., July 15, 1913.

CORRECTION.

FIFTY-FIFTY:—26,073. Published July 1, 1913 as "Fifty-Five." Louis Halpern Cigar Co., Philadelphia.

Our Purchases of **7000** Bales of

Sumatra and Java

Tobacco during the current year enable us to offer to the trade, the Largest and Most Complete Stock ever imported by any one house

OUR REFERENCES ARE OUR CUSTOMERS

ASK YOUR NEIGHBOR

H. DUYS & CO.

170 Water Street, New York

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-oh.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos: natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

WANTED—Partner with capital to finance cigar, 10 for 15 cents. Something new. Factory now running. Big success. Royal Americus Cigar Co., Westchester Ave., Bronx, New York.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

WANTED—A self-demanding cigar, made from Zimmer and broadleaf fillers, for private brand. One to ten thousand a month. Nothing less than $20 considered. C. L. Kennard Co., Jonesboro, Ark.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1_tf

FOR SALE—Two Progressive Power Bunching Machines; one Miller-DuBrul Power Scrap Cutter; one Branding Machine; one Electric Scrap Tobacco Fan; 5,000 moulds for sale. London Whift Cigar Company, Cleveland, Ohio. 4-1-a

FOR SALE—Grading and separating machine in perfect condition. Address Box 111, care of The Tobacco World, Philadelphia, Pa.

CIGAR FACTORY FOR SALE in city of 1200. Fine proposition for the right parties. Work 10 men. Goods sold to trade, $32, $35, $60, $70, and $85. Old firm well established. Present owners have several cigar stores and are jobbers. Would like to sell to two good cigarmakers. Good stock of leaf tobacco. Will invoice about $4000. Will take $1000 down and balance on easy terms. Will job all brands. Columbian Cigar Co., Benton Harbor, Mich.

Help Wanted.

WANTED—A prominent Detroit cigar factory desires to engage the services of a competent foreman, familiar with hand work. Applicants should state age, married or single, and previous experience. All replies treated in strict confidence. Address B. J. T., 19 Centre Street, Detroit, Michigan. 4-15-h

LEAF TOBACCO SALESMAN for Philadelphia and vicinity. By an old established house. Splendid opportunity for the right man. Address Box 222, care of "The Tobacco World."

Situations Wanted.

SITUATION WANTED—Position as representative of Pennsylvania manufacturer's cigars, ranging in price from $9 up, to call on jobbing trade in Chicago and Indiana, on commission. Address Box G-200, care of "The Tobacco World," Philadelphia, Pa.

WANTED—Position as agent for good five-cent cigar, also "two-for-five." Would travel New Jersey State on commission and expense, or would like position as foreman on hand or suction work. Many years' experience in all branches in manufacturing cigars. Box No. 350, care of "The Tobacco World," Philadelphia, Pa.

Java Tobacco Prices Disappointing

The prices obtained for tobacco were disappointing, says a consular report dealing with Java, owing to the depressed state of the European market. In East Java the long and severe drought affected the first crops adversely and the quality was poor. Owing, however, to welcome rains in September and October the second crops exceeded expectations, both as regards quality and quantity. In Mid-Java the crops harvested were fully 40 per cent. less than those of the previous year. Exports for the year amounted to 128,367,408 pounds, as against 108,342,176 pounds in 1911 and 79,210,752 pounds in 1910.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

REGISTRATIONS.

(*Continued from page 40.*)

EDWARDS NO. 26:—27,075. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 23, 1913. Edwards Cigar Factory, San Antonio, Texas.

YANK AND REB:—27,076. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 23, 1913. G. Merz & Son, Chicago, Ill.

1523:—27,077. For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. July 24, 1913. H. B. House, Batesville, O.

HAVANA NATIONAL:—27,078. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 24, 1913. A. F. Fix & Co., Dallastown, Pa.

TYBURNIA:—27,079. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25, 1913. J. A. Gerhart & Co.

BRAVE AND BOLD:—27,080. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25, 1913. J. A. Gerhart & Co.

HAVANALL:—27,081. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25, 1913. J. A. Gerhart & Co.

SCOUT WIGGINS:—27,082. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25, 1913. B. F. Meyer Cigar and Importing Co., Denver, Col.

CASO DE MANILA:—27,083. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25, 1913. National Litho. Co., New York.

TRANSFER.

TECK:—25,630. For cigars, little cigars, cigarettes and tobacco. Transferred July 23, 1913, by The Cambyses Co., Boston, Mass., to Bieringer Bros., Boston, Mass.

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The manufacturer is not able to pay $1.85 per pound duty on imported tobacco and build as good a cigar as those which are covered with American Sumatra Tobacco, on which **no** duty is paid.

Skilled labor is high, Binders are high, good Fillers are high, everything pertaining to cigar manufacture is high, but the difference in the cost of wrappers, will enable the manufacturer to give you a finer article for your customer and more profits for you.

The Florida-Georgia wrapper is not a substitute. It is the

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Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in *preference* to Sumatra, strictly on its merit, *regardless of cost.*

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INTENTIONAL SECOND EXPOSURE

56 = Merit
Quality
Stability
Selling Efficiency
Uniformity

Highest Grade Turkish Cigarette
Exclusively Twenty-five Cents
This accounts for our wonderful demand

CADO CO., Inc.
Factory and Salesrooms - 26 Park Place, New York City

Real Fabrica De Tobacos Independiente

Sucesores De Juan Lopez, Proprietors

FLOR DE TOMAS GUTIERREZ — D&G — HABANA

Dragones 4 Habana Cuba

Annexed Brands: Diaz & Garcia, Flor de Juan Lopez and Flor de Lopez y Garcia

Representative: **B. F. ALEXANDER, 206 Broadway, New York** Tel.: 6220 Cortland

Robert Burns
MILD
10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.
NEW YORK

Reynaldo

"Made so well this generation it will remain the next generations favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb
City Hall Square, Philadelphia
Makers Reynaldo and San Souci—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

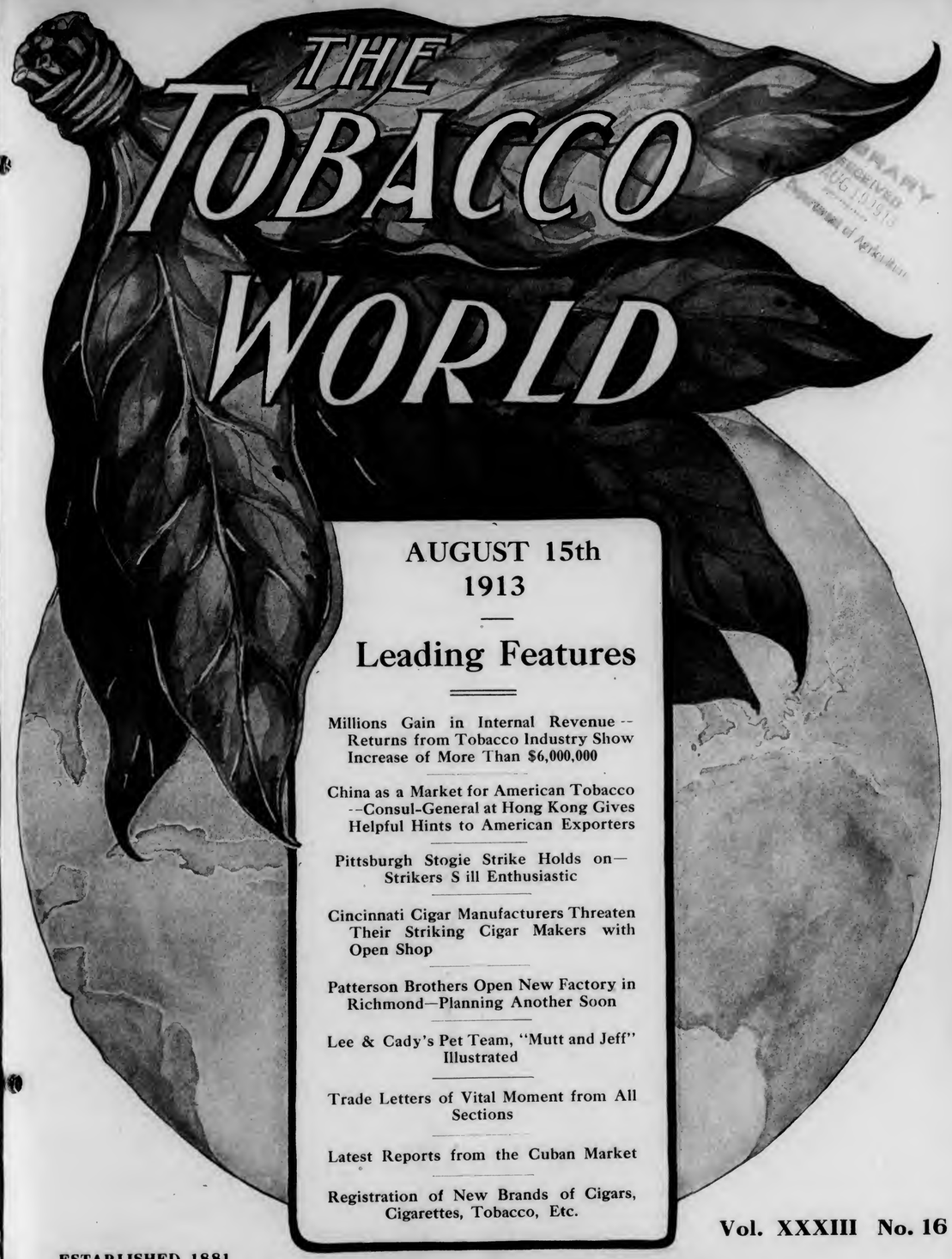
FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.
Calle De La Industria, 172-174
HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE
115 BROADWAY, NEW YORK



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Lee & Cady's Pet Team, "Mutt and Jeff" Illustrated

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Latest Reports from the Cuban Market

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIII No. 16

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

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HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

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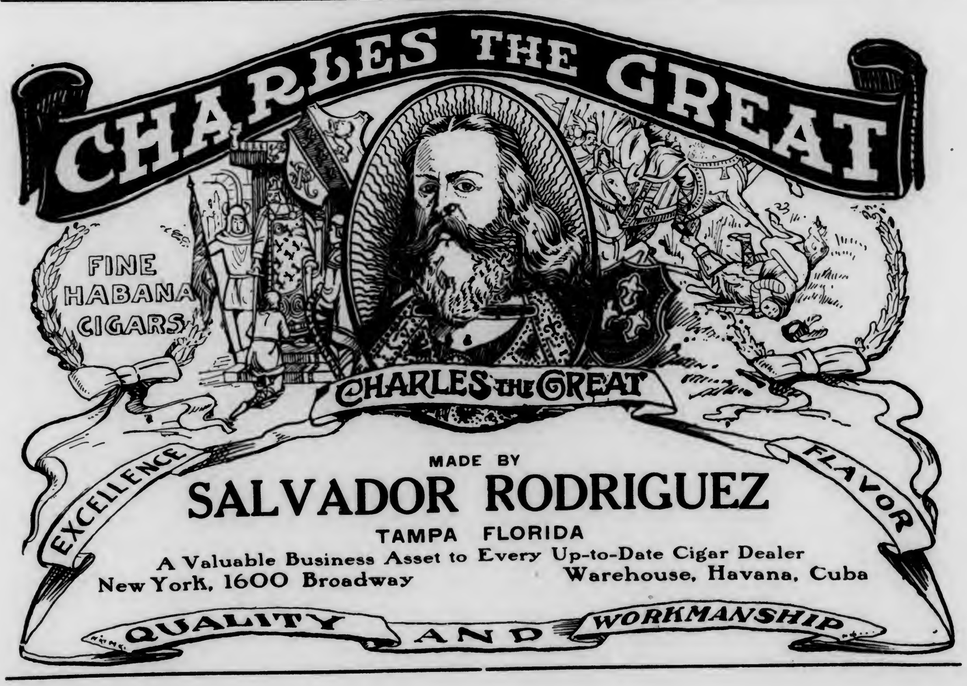

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

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82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

If You HANDLE ONLY the BEST CIGARS

you cannot afford to be without the Sen Auben, a cigar with 22 years of the utmost satisfaction behind it. It is a high-grade, 5-cent piece of goods, hand made in three sizes, Londres, Blunts and Conchas. The jobber who recognizes a first-class article, can't fail but be interested. Write today for details to

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For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

TRADE MARK

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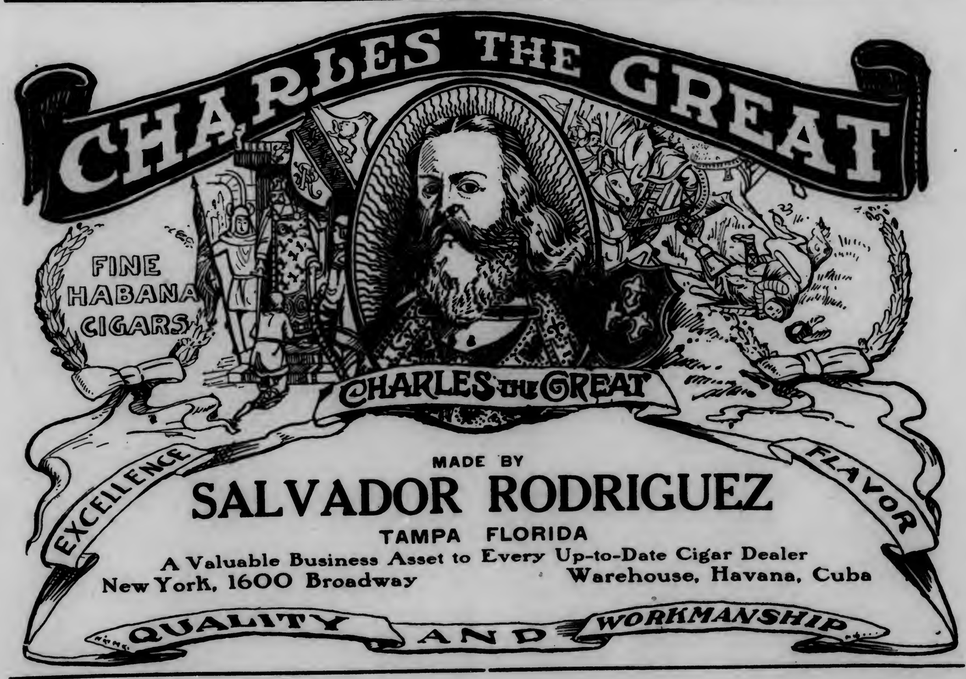
HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Quantity or Quality--Which?

WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

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Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

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Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

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Clear Havana - Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

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10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

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New York

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR
PHILADELPHIA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK
KEY WEST CIGARS

That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

Just Right

Flor de Jeitles
CIGARS

MADE BY
JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

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TOBACCO

The most Phenomenal Success of recent Years.

The 80¢ Tobacco In The 5¢ TIN

EVER-LASTING-LY GOOD
ALSO PACKED IN POUND GLASS HUMIDORS.

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We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

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50 Union Square North **New York, N. Y.**

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

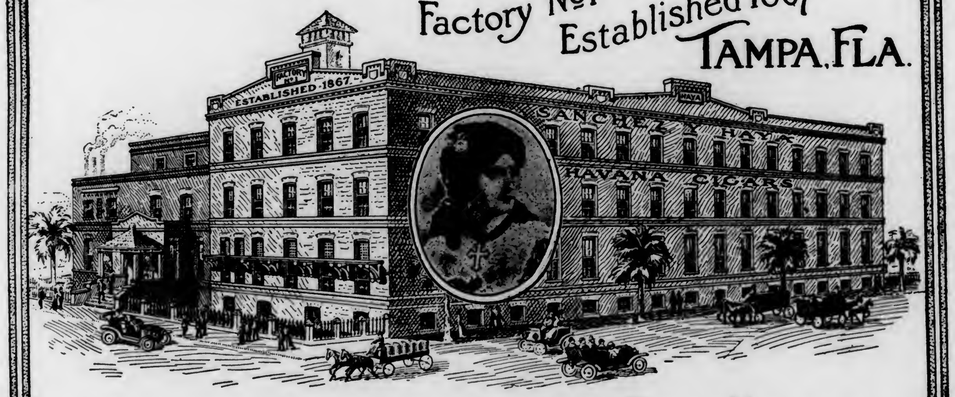
Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

The NEW HOME of SANCHEZ Y HAYA
Factory No1 Established 1867
TAMPA. FLA.



Always the Standard of Excellence
in CLEAR HAVANA CIGARS

Por Larrañagas Have Bands of All Gold

As Gold is the last word in all precious metals—even so, we consider our cigars in this industry.

Since 1834, "Por Larrañaga" cigars have been a 22-karat product in Havana.

Made exclusively of the finest Vuelta Abajo leaf, it is not surprising that the rulers of the world, and kings of finance and commerce, long since stamped "Por Larrañaga" as their chosen smoke, and will have no others.

Our factory, to-day, embraces every idea that is modern and sanitary, and our equipment is finer than ever to supply the demand for our cigars.

If your trade is select—they will want "Por Larrañagas". Tell them that they are made in the oldest independent factory in Havana.

POR LARRAÑAGA

Main Offices & Factory, 225 Carlos III Ave., Havana, Cuba

J. V. FLANIGAN, United States and Canada
156 FIFTH AVENUE, NEW YORK

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU
Sole Agent for United States and Canada
82 Wall Street - New York
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El Genio — Clear Havana Cigars

Are Made in Tampa, of Havana Tobacco, by Skilled Workmen

Mild, and at the same time aromatic, they meet the demands of the American smoking public

P. VERPLANCK & COMPANY
257-265 Fourth Avenue New York

GOOD PROFITS
FROM THE REGULAR SALE OF

THE **PARAGON**
A MODEL OF PERFECTION

POCKET LIGHTER
Sells on Sight—Various Prices

No wheels, wicks, or springs; no adjustments. Strikes like a match on a box. Works every time—all the time. Sparking metal on bottom of box and the steel point will last a life-time. Therefore quick sales and no come-backs.

AN EXCELLENT ADVERTISEMENT
may be placed upon each box. Write for our ideas and complete catalog "W."

The Art Metal Works, 7-15 Mulberry St., Newark, N. J.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
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The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories
of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN
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ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK—5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CASTAÑEDA — TRADE — HABANA — MARK
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Makers of
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Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

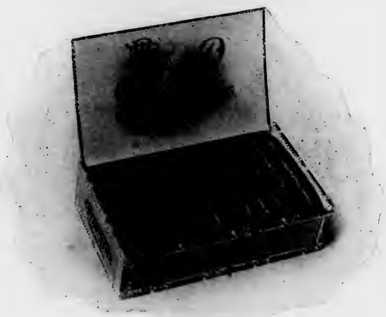
It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes
10 for 5¢

EVEN in the wild clamor for the widely advertised cigar, the good old reliable strictly quality proposition gains quickest favor with the trade. The wonderful record of

"BOLD"



5c CIGAR

would convince the most sceptical.

Do You Believe in Quality?

BOBROW BROS.
Philadelphia, Pa.
125 S. 2d St. 114 S. 2d St. (Main Office) 133 Arch St.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but the cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 — Factory No. 79

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Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volita," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited

Factory and Offices: WRIGHTSVILLE, PA.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

Why does the man who smokes three-for-a-quarter brands go on to your competitor's instead of buying from you? Think!

Does your store look attractive? Are your cigars kept well and are they displayed well? Those are the things which count with the smoker.

You need a *Silent Salesman* display humidor for your cigars to make that fellow stop at your store. Send for catalog C.

We have a little booklet "The Value of Display", it's written for haberdashers, but has some thoughts for you. Do you want a copy? Yes, we give it away.

DETROIT SHOW CASE CO.

489 West Fort Street — **Detroit, Mich.**

THE EDEN CIGAR

OF

BANCES & LOPEZ, Havana, Cuba

Calixto Lopez & Company

257-265 Fourth Avenue, New York

Will receive and attend to orders

Cigars Made Strictly of the Very Best Vuelta Abajo Tobacco

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

Hand-Made Havana Blend **5c.** Sumatra Wrapper Long Filler

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY

115-117 N. 3d Street — **Philadelphia**

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
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Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

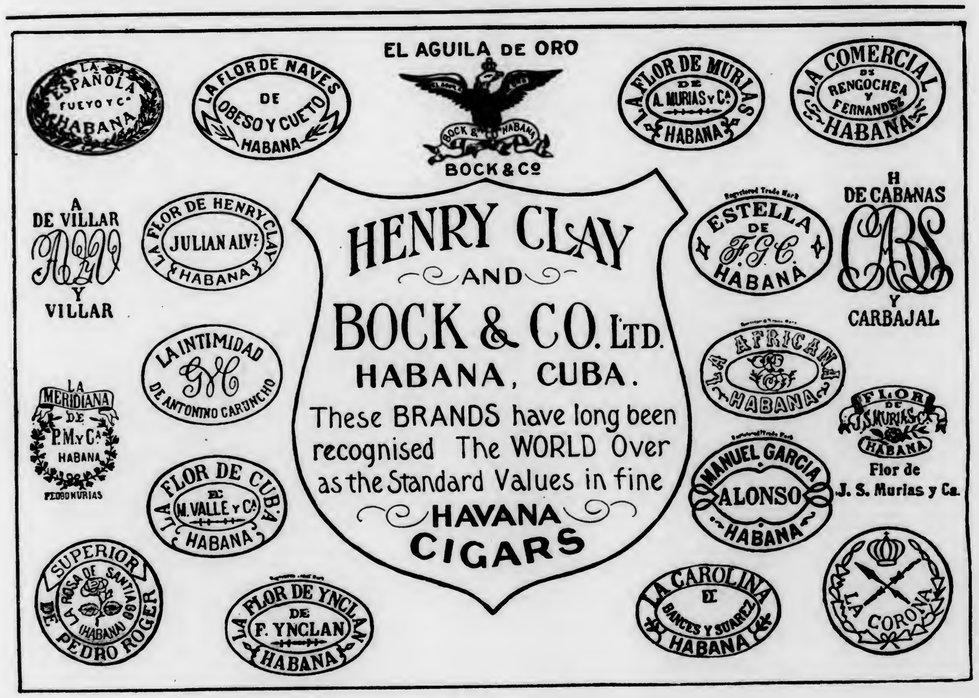
or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar.* It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

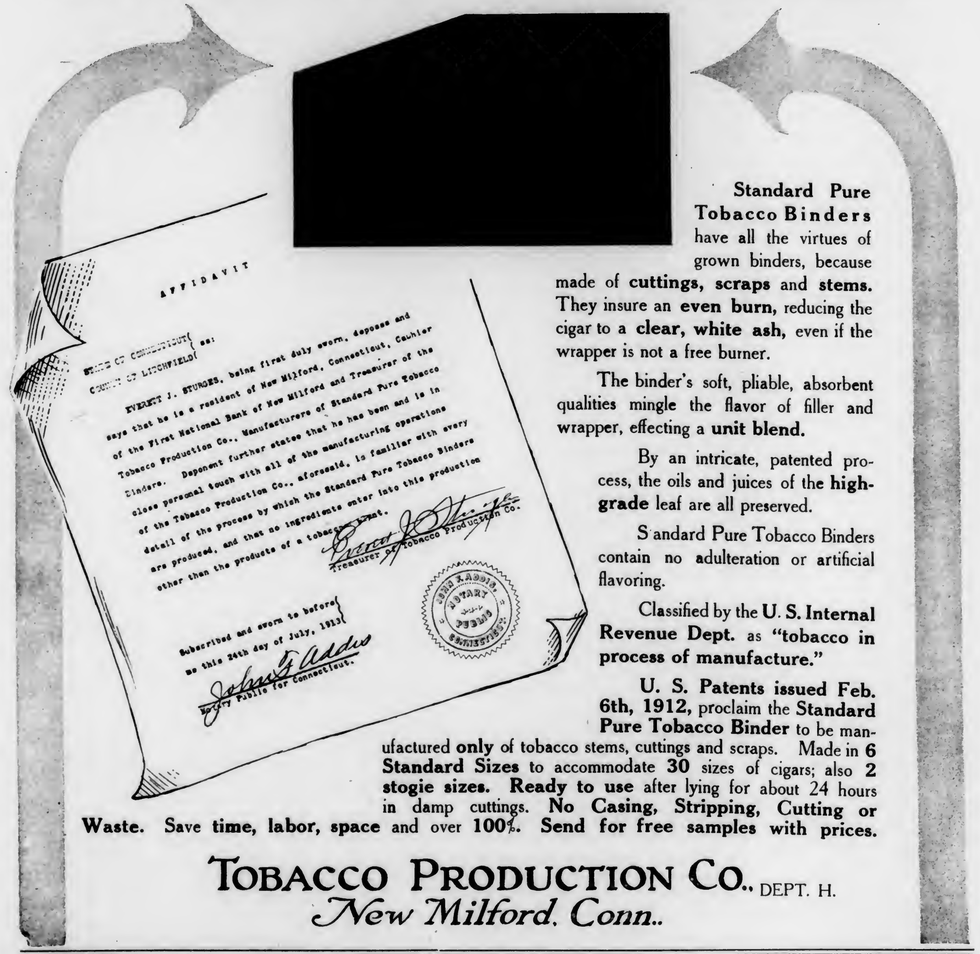
CRESSMAN'S COUNSELLOR 5¢ CIGAR



Why The

STANDARD PURE TOBACCO BINDERS

are revolutionizing the manufacture of low-priced cigars, and save more than 100% over the cost of ordinary grown binders



AFFIDAVIT

STATE OF CONNECTICUT } ss:
COUNTY OF LITCHFIELD }

EVERETT J. STURGES, being first duly sworn, deposes and says that he is a resident of New Milford, Connecticut, Cashier of the First National Bank of New Milford and Treasurer of the Tobacco Production Co., Manufacturers of Standard Pure Tobacco Binders. Deponent further states that he has been and is in close personal touch with all of the manufacturing operations of the Tobacco Production Co., aforesaid, is familiar with every detail of the process by which the Standard Pure Tobacco Binders are produced, and that no ingredients enter into this production other than the products of a tobacco plant.

Treasurer of Tobacco Production Co.

Subscribed and sworn to before me this 24th day of July, 1913.

Notary Public for Connecticut.

Standard Pure Tobacco Binders have all the virtues of grown binders, because made of **cuttings, scraps** and **stems.** They insure an **even burn,** reducing the cigar to a **clear, white ash,** even if the wrapper is not a free burner.

The binder's soft, pliable, absorbent qualities mingle the flavor of filler and wrapper, effecting a **unit blend.**

By an intricate, patented process, the oils and juices of the **high-grade** leaf are all preserved.

Standard Pure Tobacco Binders contain no adulteration or artificial flavoring.

Classified by the **U. S. Internal Revenue Dept.** as **"tobacco in process of manufacture."**

U. S. Patents issued Feb. 6th, 1912, proclaim the **Standard Pure Tobacco Binder** to be manufactured **only** of tobacco stems, cuttings and scraps. Made in **6 Standard Sizes** to accommodate **30** sizes of cigars; also **2 stogie sizes. Ready to use** after lying for about 24 hours in damp cuttings. **No Casing, Stripping, Cutting or Waste. Save time, labor, space** and over **100%. Send for free samples with prices.**

TOBACCO PRODUCTION CO., DEPT. H.

New Milford, Conn.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

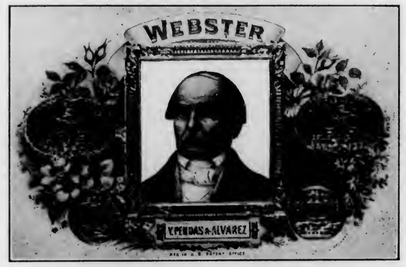
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

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EGYPTIAN CIGARETTES

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AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, AUGUST 15, 1913. No. 16.

CINCINNATI CIGAR MANUFACTURERS ULTIMATUM TO THEIR STRIKERS

Strikebreakers Defiant—Manufacturers' Union Makes Some Concessions But President Declares Strikers' Demands Would Ruin Industry

(Special Dispatch to "The Tobacco World.")

CINCINNATI, O., August 9.

UPON receiving the approval of the International Union, six hundred cigarmakers in this city struck on August 7, to force an increase in pay of $1 a thousand on both Havana and domestic cigars.

As a result, fifteen of the city's largest cigar factories are tied up, although some of the smaller plants have met the demands of the strikers. The cigar factories operating on a large scale claim that it will be impossible for them to meet the demands of the men and at the same time operate their business at a profit.

Both sides seem determined to fight to a finish, and in view of the series of labor difficulties that have occurred in this city lately, it is probable that the cigar manufacturers will receive the hearty support of manufacturers in other lines.

In an ultimatum issued to the striking cigarmakers, the Union Cigar Manufacturers' Association have threatened, that unless their terms are accepted, they will throw their shops open to any cigarmaker who desires employment. They have made certain concessions and have given the strikers until Monday, August 18th, to return to work or remove their tools.

(*Continued on page 14.*)

Tobacco Sales in Holland

From Amsterdam, Consul Frank W. Mahin sends the following report of tobacco sales in Holland:

"At the tobacco sales held in Amsterdam from January 1 to July 12, this year, prices were slightly lower for Sumatra and materially lower for Borneo than last year. The quantity of Sumatra sold was nearly the same as in 1912 and that of Borneo considerably more. The total sale of Sumatra tobacco was 208,267 packages at an average price of 166 Dutch cents ($0.67) per half kilo (1.1023 pounds), against 207,822 packages at 171 Dutch cents ($0.69). The quality of the tobacco in this year's sales (the crop of 1912) was about the same as that of last year's, which was very good.

"The total sale of Borneo tobacco during the period in question was 14,321 packages at an average price of 89 Dutch cents ($0.36) per half kilo this year, against 11,300 bales in 1912 at 103 Dutch cents ($0.41). The lower price this year is due to the inferior quality in comparison with that of last year, which in its turn was poorer than the quality of the tobacco sold in 1911. The sales each year were from the crop of the preceding year."

Ed. J. Earl, manager of the Peregoy & Moore Cigar Co., at St. Joseph and Kansas City, and wife and son, and F. E. Shepard, secretary of the Peregoy & Moore Cigar Co., will spend a two weeks' vacation at their clubhouse in the Ozarks, fishing.

MILLIONS GAIN IN INTERNAL REVENUE

Uncle Sam Breaks All Records for Internal Revenue Collected During Past Fiscal Year—Over $6,000,000 From the Cigar and Cigarette Industries

(Special to "The Tobacco World.")

WASHINGTON, D. C., August 12.

MORE than unusual interest attaches to the first annual report of W. H. Osborn, who has recently taken office as the Commissioner of Internal Revenue, which was made public by Secretary of the Treasury McAdoo yesterday. In all departments of the Internal Revenue Bureau, the bulked gross receipts far exceed any showing of collections ever made by the Government in one year.

The year 1910-11 has held all records previously, not excluding the years of the Spanish war, when special taxes were levied, but 1912-13 overtopped that of 1910-11 by nearly $22,000,000.

The total amount collected for the past year is given at $344,424,453.85, as against $321,615,694.69 for the year 1911-12, showing a net increase of $22,808,559.16.

Of this huge sum, the manufacturers of tobacco, cigars and cigarettes paid largely increased taxes on every product.

The enormous increase in American cigarette output is best indicated by the fact that makers paid more than 26½% increased revenue taxes this year as against last.

The figures are given:

	1911-12.	1912-13.	Increase.
Coll. on cig'ts..	$14,027,031.33	$17,845,963.95	$3,818,932.62

In other words, the cigarette smokers of the country paid into the Treasury of the United States over one-twentieth of the Government's entire income from internal taxation.

The growth of the cigarette industry in the United States is one of the most amazing phases of our commercial development. Adverse legislation and repeated attacks from many quarters have helped to foster the industry. The report shows an increase of more than 6 per cent. in the revenue collected from the manufacturers of cigars weighing more than three pounds to the thousand, while panetellas and stogies apparently are losing popularity, showing a 5 per cent. decrease. The figures are:

From cigars weighing more than three pounds per thousand, $1,327,941.72 increase.

Chewing tobacco and smoking tobacco are classed together in revenue collections, so that an analysis of the alleged decrease in the amount of plug consumption is not obtainable. However, the increased revenue from both these classes of tobacco was only about 2⅝ per cent., or $846,197.88.

Where the Money Came From.

Strange to say, the banner state of the Union in point of returns is Illinois, where in the Fifth Internal Revenue District, which embraces Chicago, the collectors garnered in nearly one-tenth of the whole vast sum, this district alone yielding $34,000,994.53. Tobacco, however, played but a small part in this, the principal receipts coming from the great distilleries located in this district.

Indiana and Kentucky were next in the list, also due

(Continued on page 18)

OBITVARY

John C. Anderson, Son of Founder of Famous House, Dies

AFTER an illness of two years, John C. Anderson, son of John Q. Anderson, founder of the famous New York tobacco house of that name, died at his home, 575 Whitney Avenue, New Haven, Conn., on Friday, August 1. Mr. Anderson was seventy-six years old.

John Q. Anderson started in the retail cigar business, but he later branched out and at the time of his demise was one of the largest manufacturers of fine cut tobacco in this country. It was in the store of John Q. Anderson that Mary Rogers, who was mysteriously murdered in a glen along the Hudson, was employed. And it was out of the mysterious circumstances of this tragedy that Edgar Allen Poe wove a famous story, "The Mystery of Marie Roget."

The house of John Q. Anderson & Son was, for years, a landmark in downtown New York. The large metal statue of Sir Walter Raleigh, which adorned the front of the building, never failed to attract attention. The figure remained until the building was torn down in 1900.

John C. Anderson left a fortune estimated to be about $5,000,000. He is survived by one daughter.

Charles Hoffritz

AS a result of blood poisoning, Charles Hoffritz, a well-known cigar box manufacturer, of Dayton, O., succumbed to the disease on Sunday, July 27, at his residence on Zenia Avenue.

Three weeks previous to his death, Mr. Hoffritz ran a splinter through his foot. Blood poisoning developed and the member was amputated. It failed, however, to stay the ravages of the disease.

Mr. Hoffritz was born at Sweinford-am-Rhein, Germany, May 28, 1848. He came to America in 1868, locating in New York. In 1882 he moved to Cincinnati, where he was associated with the Samuel Trost Company. Leaving Cincinnati in 1886, Mr. Hoffritz removed to Dayton, where he started in the cigar box business with Louis W. Keyer. In 1896 he branched out for himself and for seventeen years has been the owner of the Hoffritz factory.

The deceased was a prominent member of the Knights of Pythias.

Mr. Hoffritz is survived by a widow, two daughters and two sons. A sister and brother residing in New York also survive him.

The funeral took place on the thirtieth instant from his residence, 340 East Zenia Avenue.

James B. Spurgin

JAMES B. SPURGIN, a buyer for the People's Tobacco Company, of New Orleans, dropped dead on a farm near Irvington, Ky., on July 30. The body was not identified until August 1.

Mr. Spurgin's death was caused by heat prostration. He was forty-six years old. His relatives live in Louisville, Ky.

George Cameron, Jr.

WHILE sojourning at Nauheim, Germany, George Cameron, Jr., son of George Cameron of tobacco fame, died on August 3, in his forty-eighth year.

Mr. Cameron's father was a prominent tobacco manufacturer of Virginia, and a pioneer exporter of tobacco to Australia.

George Cameron, Jr., was mayor of Petersburg, Va.; president of the principal bank of Petersburg, and was prominently identified with the British-American Tobacco Company.

H. C. Mahrt

AFTER an illness of about nine months, H. C. Mahrt, one of the oldest and most prominent cigar manufacturers of Dayton, O., died at "Ravenswood," his residence in Oakwood, on August 2.

For nearly thirty-two years Mr. Mahrt owned a cigar factory at Hickory and Brabham Streets, retiring about five years ago. Since then he has spent most of his time at "Ravenswood."

Mr. Mahrt was born in Germany and came to this country when a young man. He rapidly gained success and his friends attribute it to his splendid determination and perseverance.

Mr. Mahrt, who was fifty-six years old, is survived by a widow and five children.

Buys Out Partner's Interest

BERT ELY, of the firm of Warren & Ely, doing business at 822 Calhoun Street, Fort Wayne, Ind., has bought the interest of his partner, Frank Warren, in the tobacco and cigar business that they have been operating.

The career of this firm has been a very interesting one. Several years ago they started in business with about half a dozen boxes of cigars and today their store is the largest in the city. They own the cigar stand at the Centlivre Hotel, and only recently gave up their branch on East Main Street.

Cincinnati Cigarmakers' Strike

(*Continued from page 13.*)

The resolution reads:

Whereas, The Cigarmakers' Union No. 4, of Cincinnati, made demands on us for more money per thousand, and

Whereas, At a meeting held August 4, we made them a proposition, which they did not accept; therefore, be it

Resolved, That we grant The Cigarmakers' Union No. 4, of Cincinnati, O., until 12 o'clock, August 13, 1913, to accept the following terms, namely: We grant them 50 cents more per thousand on seed work, $1 per thousand on seed and Havana work and $1 on clear Havana work, the old rules to stand as heretofore, except that where shops are putting on more men there shall be no limit, and that we recognize the packers' bill, with the exception of paying 10 cents extra on banded cigars. Failing to do so we are open from Monday, August 18, 1913, to any one who wants work, and request old employes to remove their tools from our factories, as we will not be responsible for them; also,

Resolved, That failing to adopt our proposition, the same be withdrawn, and that we insist on the old bill of prices.

THE UNION CIGAR MANUFACTURERS' ASSOCIATION,
P. M. IBOLD,
Secretary.

In a statement recently given out by J. Adam Schmidt, president of the Cigar Manufacturers' Association, he said:

"To begin with we pay the cigarmakers from $5 to $7 a thousand more than the non-union workers receive. We pay them from $1 to $2 more than the union men receive in cities like St. Louis, Cleveland, Pittsburgh and many other places."

"The action of the cigarmakers in making their demands will surely kill the cigar industry in Cincinnati."

A meeting of the strikers is called for Saturday.

F. A. M.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business

Maurice Maeterlinck scarcely expected when he wrote his dainty little "The Bluebird," that his catch phrase "We need the Bluebird for our happiness," would be adapted by the American Tobacco Co. in an advertising campaign on "Lord Salisbury" cigarettes.

"We Need 'The Bluebird' for Our Happiness"

Some genius in the cigarette department, however, looking around for ideas for retailers to distribute as souvenirs, hit upon a bluebird pin. The past few days, with "Lord Salisbury" cigarettes the American Tobacco Co. have been distributing to their customers a neat little pin in the shape of a bluebird, which they call "the lucky bluebird of happiness." Upon the card to which it is attached appears the phrase popularized by the play, "We need the Bluebird for our happiness."

These pins are also given away in return for twenty-five of the coupons packed in "Lord Salisbury" cigarettes.

* * *

In the present day of hygienics, eugenics and the like, the cigar dealer who does much business in pipes is confronted with an interesting problem which a live merchant in Rochester, N. Y., has solved as follows:

One Way to Keep Pipe Stems Sanitary

Over his attractive case of pipes he has a neatly printed sign reading like this:

TO OUR PATRONS

In selecting your pipe, we would respectfully suggest, that you do not put a number of pipes in your mouth to try them. We guarantee every pipe to draw freely, and give perfect satisfaction.

In commenting upon this, he stated that it was a notable fact that almost all reformers and students especially, were pipe smokers; and that after he had watched a customer one day place fifteen or more expensive pipes in his mouth and draw through them, he decided that it was not fair to his patrons to permit a practice like this to continue, and as a result the new sign appeared above the case. He tells us that it has attracted much favorable attention and has been appreciated by many visitors.

* * *

One of the most attractive retail shops in Philadelphia is that conducted by John Middleton at 219 Walnut Street. It is a safe surmise that but few of the passing throng fail to stop at least for a moment and take a glance in the Middleton show window.

Interesting the Pipe Smoker in Novelties

"There's a Reason."

Mr. Middleton has sized up the smoking fraternity to be strong believers in novelties, and any salesman who has a smoking novelty worthy of attention is very nearly assured a trial order if he goes in to see Mr. Middleton.

In the display window are exhibited probably sixty different devices and accessories which are dear to the heart of every smoker. Each of these is attractively mounted on cardboard with the name, use and price plainly indicated. This display occupies the extreme front of the window, on a sloping platform, and is surmounted by a special display of various cigars which the store is featuring. Everything is shown, from the patented pipe cleaner to the silver-plated cigarette-holder, and the idea has resulted in a big specialty business on novelties.

Many dealers in cigarettes often, innocently, get into trouble with the law by selling cigarettes to minors.

In those states where there are stringent laws regarding the selling of cigarettes to boys under a certain age, it is often hard for the man behind the counter to keep strictly within the legal limits. The fact that he is easygoing in the majority of cases leads minors to take advantage of the retailer and at the same time jeopardize to some extent his business. There have been various attempts made by dealers to avoid argument when the age of the consumer was in doubt, but most methods have given but mediocre results.

One Way to Handle Cigarettes and Minors

An effective way of handling the situation has been hit upon by one dealer at least. This man had a frame made just large enough to hold a copy of the cigarette law. He pasted it in the frame and whenever a boy came in to purchase some of the "pills," and the dealer felt that he was inside the age limit, he simply referred the would-be-purchaser to a copy of the law, which was hanging nearby.

It proved to be an effectual way of stopping argument and the retailer has had very little difficulty since he tried this method.

* * *

Advertising the famous old "Bull Durham" tobacco, F. Metzler, of the American Tobacco Co., has had a force of men working Battle Creek, Mich. During the past fortnight tobacco dealers all over town presented purchasers of a 5-cent bag of "Bull Durham" with serviceable fans, containing on their surface a likeness, in colors, of some famous knight of the diamond. This is probably the reason that the stunt has been called "Fans for Fans."

"Fans for Fans" Helps Summer Sales

This feature has made quite a hit in Battle Creek, and both the men and women who follow baseball in the town are making collections of those fans which hold likenesses of their favorites in the big leagues.

* * *

One of the clever novelties recently brought out by a cigarette manufacturer, is that of packing in each case of ten "Ladies' cigarettes," a dainty little tube containing a quantity of breath cachous.

An Idea for Women Patrons

The little tablets are flavored with all the daintiest ideas which a confectioner can embody in a breath sweetener, and with the package of these cigarettes in her vanity case, the lass who desires a clandestine puff in the hotel or must needs meet some one shortly thereafter, who might catch a whiff of the stolen puff, can go merrily on her way and feel sure that the little indiscretion, if such it might be termed, would not be detected.

A Broadway retailer, who has been exploiting these goods, says that it is one of the catchiest combinations which has come to his attention in some months.

The tablets are not as expensive an article as rugs to be packed in cigarettes, and many people declare them much more desirable.

Get some anti-breaths quickly.

RECENTLY returned cigar salesman tells the following story of how he extricated himself from an unpleasant situation by appealing in a clever manner to the cupidity of a Havana cab driver.

Leaving the tobacco market one rainy day, the salesman hailed a passing cab and asked to be driven to Jesus del Monte, a suburb of the city. En route, the salesman discovered that he had forgotten to put his purse in his pocket that morning. It was a long ride back to the hotel, and he was in some haste to reach his destination. He decided to continue and take his chances with the driver, retaining him if necessary to drive him back later to his hotel.

However, upon reaching his destination, an idea came to him and he as stepped out of the cab he said to the driver, "I have dropped cinco pesos in American gold on the floor of your cab, will you get down and help me hunt for it?"

It was too great a temptation for the driver, for the sentence had no sooner left the salesman's lips than the man whipped up his horse and disappeared down the highway.

It is safe to bet that the cabby will get down and help the next "fare" hunt for any money lost in his cab.

* * *

APROPOS of the cost of smoking, a rather amusing incident happened to me the other day as I was trudging over a couple of odd miles of macadam on my way to the Devon station.

The morning was fast growing hot, inhospitable motor cars whizzed by me in clouds of dust, and I, frankly, was not enjoying the jaunt. However, a fragrant Havana between my teeth, lifted, it seemed to me, some of the burden of the walk.

I plodded along on one side of the road, my mind occupied with only the one hope of getting to the station before I melted by the wayside. Just then an open wagon caught up to me, and I was startled from my thoughts by the call. "Want a lift, your feller?"

I looked up rather quickly and saw a typical farmer, well on the shady side of sixty, in an open wagon holding the reins over a horse of uncertain age. My feet, already, had grown heavy and I was glad to climb in beside the old man.

Several minutes of silence followed his encouraging "G'long Kate," and I puffed at intervals on my cigar.

Presently the farmer caught a whiff of the weed and he looked at me sharply, and I thought rather insinuatingly at the same time, as he said:

"Durned fine cigar. Betchew paid somethin' fer it."

"Oh, about a nickel." And I added, "Will you have one?" reaching in my pocket for the twin.

But before I could get it out, he replied: "No sirree, smokin' is too expensive a habit fer me. Us farmers can't afford such luxuries when the cost of livin' is so high."

I thought of what I was paying for "fresh vegetables" and wondered, but said nothing.

And then nudging me in the ribs at he watched me from the corner of his eye, he continued: "Gowan, betchew paid more like ten cents fer it. I used to smoke 'fore I was married and ye can't fool me, by jing!"

And then, rather triumphantly, "I can still tell good tobaccer."

I puffed away while he occasionally urged on our good but faltering steed down the shady road toward the station.

As we neared the railroad he turned to me and said in a sort of confidential tone: "I was a real sport 'fore Becky and I got hitched, but married life made me economize, and my smokin' was the first thing she made me cut out. I admit I was extravagant; why, young feller, I may not look it, and ye may not believe it, but forty year ago, when I used to go to town, I paid as high as a dollar for fifty cigars. They tell me that, now, Morgan and them rich guys has cigars made that cost as much at twenty-five cents apiece."

And he ended his soliloquy, "Times sure has changed and I guess the minister is right when he says the comin' generation is goin' to the dogs. I didn't believe it at first, but when young fellers like you gits to payin' ten cents fer smokes, it shows that ye ain't got no regard fer money t'all. This high cost of livin' is sure goin' to bust somebody."

I was tempted to tell him what I had already paid for the weed, but wanted him to get back to "Becky" without succumbing to the shock.

* * *

THE retiring governor of a certain state tells this story on an old colored woman, who evidently knew of his kindness of heart and of his weakness for using his pardoning power before he ceased to hold office.

An old negress gained access to him one afternoon and begged the governor to pardon her "ole man."

"Yas, sah, he is jes' an old ornery no-count cuss, no good to anybody whar he is an Ah needs him home—Ah needs him werry bad," she said, as she pleaded with the governor.

"Well, Eliza," said the governor, "what is he in jail for?"

"Why, sah, he war wanderin' about in the grocery store while the boss was a-waitin on a lady, and one little twelve-pound butt o' plug tobaccer sort-a stuck to his han' and he dun comed home with it. Yas, sah, dat war all he done—jes tooked one little butt o' tobaccer."

After a moment's thought the governor looked rather sharply at Eliza and said, "Well, Eliza, if your husband is such a good-for-nothing no-count cuss, what in the world do you want me to let him out of jail for?"

Eliza looked stumped for a moment, and then her face lighted up as she replied, "Well, sah, you see we is most all out o' plug tobaccer agin."

THE ONLOOKER.

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The Rights of the Smoker

Not content with trying to abolish it on the street cars, a strenuous crusade has been indulged in, to prevent smoking at open-air band concerts.

No one disputes the fact that some smokers are, at times inconsiderate of the rights of those who do not smoke and who, further, do not like the smell of tobacco. They carelessly blow the smoke in the faces of others, shoot lighted matches and cigarettes about indiscriminately, and without further care as to the damage their thoughtlessness may cause. And in all fairness we admit that their actions should be curbed.

Let us, for a moment, however, consider the smoker; among this constantly growing class are many working people to whom tobacco is a solace much prized. At home they have little opportunity to enjoy their cigar or pipe; the factory laws of New York prevent them from smoking at work. If they cannot smoke on the street cars or in the parks, where can they exercise this pleasure?

It must be admitted that these periodic crusades are carried on by a minority or they would make their influence felt. Meanwhile, the consumption of tobacco is steadily increasing. Segregation may mean some solution of the problem of separating the smoker and the non-smoker, but certainly nothing of any consequence is gained by attempting to interfere, promiscuously, with the pleasures of the devotees of tobacco; and especially when this class is largely made up of people who have none too many enjoyments anyway.

Asking for a consideration of the rights of others certainly means a consideration of the rights of smokers as well. Smoking in public is no longer confined to the masculine sex, and the rapid growth of cigar and cigarette smoking among the women means that their prejudice has been due in part to the fact that they were unacquainted with the pleasures to be derived from it.

National Prohibition of Tobacco

That another generation will see not only liquor under national prohibition, but tobacco as well, is an assertion that has recently been made by a Western critic. This "authority" blames the intemperate use of liquor, tobacco, and meats for the increase in chronic diseases in America.

The fact that smoking in one form or another is constantly on the increase in this country, is a sufficient reason for "pooh-poohing" any such statement. Further, it is hardly conceivable that the Government will put a ban on an industry that brings in such an enormous revenue as does the commerce in tobacco.

It is noteworthy that the insurance companies today recognize a man who smokes, with moderation, as being a risk equal with the man who does not smoke. Physicians perceive that a certain amount of tobacco can be handled by the normal system without ill effects, and it is beyond belief that people will allow a few zealous reformers to legislate their harmless pleasures away from them.

The use of tobacco is no more pernicious in its effects upon the system than the use of meats or liquors, or anything else that is indulged in to an immoderate degree.

We frequently read of cases of longevity where tobacco has been used constantly; then again we read of aged persons who have never used it. From where we sit, there appears to be but little relationship between health and the moderate use of tobacco.

The Internal Revenue Report

It seems eminently proper that the annual report of the Commissioner of Internal Revenue is receiving more attention each year at the hands of the daily press, and the trade press as well, throughout the United States.

When Secretary McAdoo gave out the official figures for the fiscal year of the Internal Revenue Department, ending June 30th, a few days ago, the preliminary report was carefully digested by every newspaper of any worth, this judging from the press clippings received, in all parts of the United States and the citizens of the country were thus enabled to learn directly from whence comes many of the millions which make the wheels of the Government revolve so easily, and enables Congress to appropriate untold millions for battleships, internal improvements, Panama canals and the like.

Perhaps it might be worth while for some of our United Dental friends and others of a similar ilk, to stop a moment in their relentless attacks on the vast tobacco industry as well as the distilling and brewing interests of the United States, and reflect on the question of how many dreadnaughts could be constructed from the revenue yielded by the painless dental institution on Fourteenth Street and Sixth Avenue, New York, and the principal thoroughfares in all our large cities.

Any industries which yield to the United States Government the stupendous sum of $340,000,000 during the past year, should be received with some consideration from the hands of its most bitter enemies, if they continue to live and enjoy the benefits to which these vast sums are put.

Chicago

Trade Conditions Good—Premiums Attract Tobacco Lovers to Many Stores

CHICAGO, ILL., August 11.

EVERYBODY that is in any way connected with the tobacco and cigar business, either directly or indirectly, is enthusiastic over business conditions at the present time. Conditions are the best ever and many dealers volunteered the information that trade during the past two weeks was as good, if not better, than any previous year at this season. The weather has been ideal for the tobacco business and manufacturers of cigarettes, tobacco and cigars have donated liberally in pushing their particular brands.

Never in the history of the Chicago trade has the smoker been enticed so much with handsome premiums to partake of the different brands of cigarettes as well as smoking tobacco. Just as Chicago was sweltering with the heat all of the loop stores as well as the residence district were placarded with notices reading: "A Baseball Fan for a Baseball Fan." Then in smaller print it notified the tobacco-loving male public that anyone purchasing a sack of Bull Durham would be presented with a baseball fan, with a picture of one of the leading stars of baseball on it.

The makers of "Egyptienne Luxuries" cigarettes came to the front last week with an attractive premium in the shape of a Lucky Bluebird Pin. This pin is a popular one with the ladies, and as the signs have been put in conspicuous places, where the ladies could easily read it, it is more than probable that many a man who has not acquired the cigarette habit will be induced to purchase a package in order to get a pin for a friend among the fair sex.

"Chris" Yde, manager for W. K. Steele, reports a good demand for "St. Denis."

The San Alto Cigar Co. is pushing their "El Continno" brand, in 10c. and 2 for 25c. sizes.

L. & I. Rubovits, the board of trade tobacconists, say that this summer and the first half of August, in particular, has been exceedingly good. All brands have been selling remarkably well, but their "Rubo," in the 10c. and two-for-a-quarter sizes, has been leading them all.

"Coronet" cigarettes are being pushed by the loop stores. Last week purchasers were offered a felt pennant with ach box. These pennants were neat affairs and stimulated sales.

The Chicago consumer of stogies is wearing a scowl these days. His favorite brand, the "Gustave Pollok," cannot be secured around the loop, and all dealers are being hounded night and day with the question, "Well, how soon is the strike going to be settled"?

The popular South Side manufacturer and dealer, Oscar Sachsel, located at 313 West Sixty-third Street, has, with the aid of new electric fixtures, redecorated his store in a most attractive manner. His popular brands, "313," "The Englewood Standard," "Havana Seconds" and "El Ciro," are being pushed with vigor by Walter Sachsel, the able manager.

HARRY E. RODENBAUGH.

Millions Gain in Internal Revenue

(Continued from Page 13.)

to large distilling interests, while the State of New York is placed fourth. The six internal revenue districts of the Empire State with the great leaf industry of New York City, as well as the vast output of cigars and cigarettes, only yielded a trifle more than the Fifth Illinois, in figures $47,250,446.34.

Pennsylvania Fifth as a Producer.

The four districts of Pennsylvania turned in a heavily increased yield over last year:

Pittsburgh District	$12,961,124.00
Philadelphia District	10,078,808.59
Ninth District	5,239,219.96
Twelfth District	680,378.08
	$28,959,520.63

The tobacco industry in all its phases contributed to the support of the Government an increased amount of $6,199,273.15 over its yield of the last fiscal year.

It is interesting to note the report from Porto Rico, which shows a decrease in both manufactured cigars and cigarettes shipped out of the island. This amount on cigars totals $12,786.03.

On the other hand one observes an increase in the revenue on cigars from the Philippines approximating $82,612.35.

It must be apparent from these figures that the Manila product is constantly growing in favor at the expense of the Porto Rican manufactured cigar.

While there is a marked decrease in the cigars sent here from Porto Rico, there has been an increase in the amount of that island's leaf tobacco shipped to the States.

The cause of defection in the trade toward the Porto Rican manufactured cigar, is not altogether clear, but figures show that there is something radically wrong.

Tobacco revenue figures from Porto Rico are as follows:

Receipts during fiscal years ended June 30	1912	1913	Increase	Decrease
Cigars weighing more than 3 pounds per thousand	$507,400.23	$494,614.20	.....	$12,786.03
Cigarettes weighing more than 3 pounds per thousand	488.61	700.20	$211.59	.....
Cigarettes weighing not more than 3 pounds per thousand,	15,191.10	8,328.95	.....	6,862.15
Total	$523,079.94	$503,643.35	.....	$19,436.59

Revenue figures from the Philippines are:

Receipts during fiscal years ended June 30	1912	1913	Increase	Decrease
Cigars weighing more than 3 pounds per thousand	$218,531.34	$301,143.69	$82,612.35	.....
Cigarettes weighing more than 3 pounds per thousand	21.24	.72	.....	$20.52
Cigarettes weighing not more than 3 pounds per thousand,	6,203.51	17,948.23	11,744.72	.....
Manufactured tobacco	1.96	8.00	6.04	.....
Total	$224,758.05	$319,100.64	$94,342.59	.....

The withdrawals for consumption for the last two years covering manufactured tobacco, snuff, cigars and cigarettes, on which tax was paid, shows an increase in 1913 of 3,451,762,728 pounds.

Fiscal years ended June 30	1912	1913	Increase	Decrease
Cigars weighing more than 3 pounds per thousand....No.	7,256,390,303	7,699,037,543	442,647,240	.....
Cigars weighing not more than 3 pounds per thousand....No.	1,693,728,800	1,033,778,160	.....	59,950,640
Cigarettes weighing more than 3 pounds per thousand....No.	17,911,819	18,124,311	212,492	.....
Cigarettes weighing not more than 3 pounds per M....No.	11,221,624,984	14,276,771,160	3,055,146,176	.....
Snuff .....Pounds	30,079,482	33,209,468	3,129,986	.....
Tobacco, chewing and smoking .....Pounds	393,785,146	404,362,620	10,577,474	.....
Total	20,013,520,534	23,465,283,262	3,451,762,728	.....

The above statement of withdrawals includes on account of Porto Rico 164,871,400 cigars at $3 per thousand; 194,500 cigarettes at $3.60 per thousand, and 6,663,160 cigarettes at $1.25 per thousand. On account of Philippine products as follows: 100,381,230 cigars at $3 per thousand; 200 cigarettes at $3.60 per thousand; 14,358,584 cigarettes at $1.25 per thousand, and 100 pounds of manufactured tobacco at 8 cents per pound.

KAPPAL.

New Cigar Case Moistener

Cigar men have long realized the necessity of equipping their cases with moisteners that would make for uniformity in the condition of their product. That factor has been successfully solved in an automatic moistener recently placed on the market by a Milwaukee house.

An advantage claimed for the new invention is that it throws off moisture rapidly on dry days and works slowly on wet days. The principle upon which the moistener is constructed is a new one. It is all metal, but rust proof.

The water in the tank is drawn to the surface by means of a wick. One filling of the tank will last 10 days as the moistener is of good capacity, 16 inches long and 2¼ in diameter.

China as a Market for American Tobacco

Number of Hong Kong Cigarette Factories—Cheap Goods in Demand

CONSUL-GENERAL GEORGE E. ANDERSON, stationed at Hong Kong, China, recently sent in a very interesting resume of the tobacco and cigarette industries in Southern China.

He calls particular attention to the increasing importing of American tobacco and gives some helpful hints as to how our packers might enlarge their business in his territory.

He says:

AUGUST 1.

There has been a considerable increase in the imports of tobacco of all grades into Hongkong during the past two years and there has also been a marked increase in the export of Chinese tobacco to other countries. Imports of American tobacco have been increasing, but whether there will be further increase is considered problematical.

The tobacco-trade situation in Hongkong is peculiar, and the requirements of the market need especial care and attention from exporters. High-grade American leaf is too expensive for Chinese uses and in general does not meet the requirements of this trade. The opening for low-grade leaf is large, provided the leaf is cheap and of the particular quality needed here. While Chinese tobaccos are not high-grade leaf, as a rule, it is to be realized that the best grades of tobacco for native use in this market are Chinese tobaccos. One notable element in the situation is the strong tendency among Chinese at present to turn to Chinese as against foreign products like tobacco as a matter of sentiment in favor of home industries. Tobacco dealers in Hongkong shipping to the interior or other points report that this feeling is having a marked effect upon their trade.

Imports for Manufacture.

The tobacco business in Hongkong at present consists in the importation of tobacco from the Philippines, India, Java, Sumatra, and the Malay States and from the United States for the manufacture of cigars and cigarettes in Hongkong and in the export of Chinese tobacco to London and Hamburg for the manufacture of cigarettes there. The import trade into Hongkong consists almost entirely of second-rate to waste tobacco, chiefly of filler from the Philippines which has been discarded for the fine trade by the great Philippine factories, and of wrapper from Sumatra discarded by the high-grade trade, and various tobaccos from Java, India, and the Malay States which are not suitable for the fine trade anywhere. There is no accurate measure of this trade other than the fact that Philippine figures report the export of leaf tobacco from the islands to Hongkong in the fiscal year 1911 amounted to 373,349 pounds, valued for customs purposes at $30,507, and in the last fiscal year the export amounted to 307,165 pounds, valued in the same way at $30,404. These figures are considerably below those given by Hongkong importers.

The imports from Java, Sumatra, and other East Indian districts amount to something like 4000 bales annually and are valued at about $50,000 gold—about $10,000 from India, about $5000 from Java, about $25,000 from Sumatra and about $10,000 worth in sundry lots. The imports from the United States into China and Hongkong according to American figures reach a value of about $600,000 annually, of which probably about one-eighth passes through Hongkong. The imports of tobacco into Hongkong from China have amounted to an average of nearly $1,000,000 gold out of the $1,850,000 average exports from China for several years.

Cigars and Cigarettes.

The vast mass of the tobacco imported into Hongkong is used in local manufacture of cigars and cigarettes, although large and increasing quantities of Chinese-grown tobacco have been exported to Hamburg and London for blending in manufacturing cigarettes. The manufacture of cigarettes in Hongkong is largely for export, presenting the rather unusual situation of an industry which competes with its business rivals in the local field only with difficulty, but which competes with other rivals abroad successfully. The cigarette market in Hongkong and in China generally is dominated by the Chinese factories of the British-American Tobacco Co., which uses in its factories in China the bulk of the American tobacco exported to China.

Chinese-made cigarettes of grade and style to compete with the product of this concern's factories are made in numerous small establishments both in Hongkong and in the interior points, obtaining stocks of foreign tobacco through Hongkong. Their product is sold in considerable and at present in increasing quantities in competition with the products of the dominant interests, but a large portion, and at times the greater portion, of their product has been and is sold generally to Chinese communities abroad. Cigar manufacture is carried on in the same way with the second and waste grades of cigar tobaccos imported from the Philippines and the East Indies and the product is disposed of largely in the same way, though there is a fair and growing market for these cheap cigars locally and in parts of China near at hand. It is in this trade that the growing preference of the Chinese for native goods is particularly felt. There are, of course, almost innumerable grades and varieties of Chinese-made cigarettes. American leaf has been used for the manufacture of some of the grades designed to compete with the foreign style product of the dominant interests, and there are grades of cigarettes on this market made of practically pure American stock. On the other hand, the usual mixture is that of low-grade Chinese tobaccos with the low-grade tobaccos imported from the Philippines and the East Indies. Some American leaf is also used in blending the Chinese fine-cut tobacco used in Chinese pipes. One phase of the present situation is a growing popularity for a small native-made cigarette-cheroot composed entirely of tobacco and using some of the Sumatra waste for wrapper with some American and Philippine tobacco as filler. A very large proportion of all these products, however, is manufactured for export to various parts of the world, chiefly for the use by the Chinese residents abroad. The goods are sold largely in Singapore and the East Indies, in Australia, Canada, and to some extent in the United States.

Range of Prices—Imports.

The range of prices of all these tobaccos is surprising The standard tobacco for the native trade is Chinese leaf of fair average quality, which sells at the present time at about $35 local currency per picul, or at present exchange at the rate of 12.6 cents gold per pound. American tobacco coming into this market ranges from 8 to 25 cents gold per pound c. i. f. Hongkong. Philippine and East Indian tobaccos range from $10 to $25 local currency per picul of 133⅓ pounds, or from 3.6 cents to 9 cents gold per pound c. i. f. Hongkong. All these tobaccos are imported for native use. The amount of tobacco imported for manufacturing goods for foreigners at present is very small, all but a negligible quantity of tobaccos for Europeans and Americans being imported in the manufactured state by reason of the fact that cigar manufacture for foreigners in Hongkong has not proved a success.

Domestic Tobacco Growing.

The production of Chinese tobacco seems to be of growing importance to the tobacco world though such production varies greatly from year to year. Efforts to improve the quality of the native-grown tobacco, such as the importation of American seeds and cultivating implements and instruction by American trained experts, have not proved successful. Tobacco growing in China other than for local or personal use of the grower is in the control of comparatively few people, as the ordinary Chinese farmer has not the capital necessary to purchase the special fertilizers used in its cultivation. This fertilizer is generally waste from the peanut oil mills, the peanut cake after the oil has been expressed. The Chinese, too, as a whole, prefer their leaf of the better grades if they can afford it, though the leaf as a rule lacks flavor and requires blending for the best results.

Tobacco production in China on the whole is on the increase. In 1911 an unusually large crop was planted, but the low prices prevailing all over the world kept prices for the native leaf so low that growers lost money. In 1912 there was in consequence much less acreage and high prices were to be had both in China and for Chinese tobacco abroad. The general expectancy is that there will be an unusually large crop in China during the current season. The output of Chinese tobacco also is being affected somewhat by a special tax of about $1.15 gold on each picui (133⅓ pounds) manufactured, which is imposed in China.

The export of Chinese tobacco to London and Hamburg during the present season has been interfered with greatly by high exchange, the high value of silver in terms of gold raising the gold equivalent of the price of Chinese tobacco here over the limit of from 6 to 7 pence (12 to 14 cents gold) per pound, beyond which the European markets will not go for Chinese tobacco. For this Chinese tobacco, however, there is a strongly increased demand when exchange is favorable. For mixing purposes and in view of the low price at which the product often can be had with favorable exchange the use of Chinese tobacco abroad is greatly on the increase.

Our Consul at Harbin, North Manchuria, sends in some interesting data on the progress being made in the introduction of American cigarettes and tobacco in Manchuria during the last two or three years. Naturally, the Russian cigarette has a call in this country, and in 1912 the importations of these increased almost $200,000 over the year previous, aggregating total imports of $693,205. That the American interests were not idle, is indicated by an increase of importation of nearly $300,000 of our goods. The total imports for 1912 amounted to $429,371. The whole industry shows a total gain of nearly $500,000.

The British-American Tobacco Co. opened a branch office in Harbin at the beginning of 1912, and has been conducting a vigorous campaign with the result that its cigarettes are now sold in all parts of the district. The shipments of tobacco on the Chinese Eastern Railway increased from 4014 tons in 1911 to 5931 tons in 1912, of which 2247 and 2153 tons, respectively, represented import shipments and 978 and 2785 tons, respectively, local freight.

S. Whitecraft, of Berthound, Col., has purchased the S. H. Falk cigar store, located on Pearl Street, Boulder, Col.

STOGIE STRIKE HOLDS ON.

Number of Arrests Made—Trickery Charged—Some Maker Agree to Terms—Raising Funds to Aid Strikers

(Special to The Tobacco World.)

PITTSBURGH, August 12.

THE fifth week of the tobacco workers' strike has shown continued enthusiasm and spirit on the part of the strikers and dissension among the members of the manufacturers' association.

The strikers were refused a parade permit by Captain Walsh last Saturday. Instead they held a large open air meeting at the corner of Roberts and Center Avenues, at 8.30 P. M. The meeting was addressed by Organizer Matilda Robinovitz, J. Margolis and L. Arkin, who spoke on the strike situation and also pleaded to the audience to give the strikers their moral and financial aid. A collection was also taken for the strikers.

Another successful open air meeting was held Thursday evening at the same corner before a large crowd.

Bosses Go After Pickets.

Dave Goldberg, a striker, was arrested on a complaint by Shapiro, a stogie manufacturer of Miller Street, for picketing in front of his shop last Thursday. He was discharged Friday morning by Magistrate Louis Alpern, as Shapiro failed to appear against him.

Max. Goldhammer, a striker, was arrested last week on a warrant taken out against him by I. Livingston, a special delivery boy, who appeared before Alderman Louis Alpern on Saturday evening, August 22. Goldhammer was held under $500 bail. Livingston claimed that Goldhammer kicked him (Livingston) on the night of the riot at Roberts and Center Avenues. Alpern discharged the case against Goldhammer as Livingston failed to produce any witnesses.

Sigel, proprietor of the Webster cigar factory, Trent Street, tried to scare the pickets away from his shop on Tuesday by calling the police. The strikers, seeing what Sigel was aiming at, took seats on the steps of sympathizers across from the factory.

Boss Arrested.

Mr. Epstein, proprietor of the Model Cigar Factory, Rowley Street, was arrested on warrant taken out against him by Morris Krell, a striker, on a charge of assault and battery, at Alderman Fugassi's office. The case was sent to court and Epstein was held under $500 bail.

Stogie Manufacturers Settling.

The stogie manufacturers of the hill district, who are not members of the bosses association, are granting the new demands that appeared in "Justice." The following who have thus far yielded to their employees are: J. Lomask, C. Lomask, Edlestein, Kaufman, Mazer, L. Brown, S. Swartz, S. Kaufman, Goldsmith & Burnstein, L. Rosery, Rosenthal, F. Sakolsky, Chernoff, Barass, Miller and Berkovitz.

Boss Makes Statement.

Enelow, a member of the bosses association, made a statement to a member of the strike committee that the bosses would put up a sum of money to guarantee the strikers their jobs if they would go back to work under the old demands. The reason he gave for this is that it is the only way of breaking the contract that the bosses have with the Standard Cigar Co. He also stated that they would take away all the hands they employed in the Standard Cigar Co. so that they could get even with the Dry Slitz Co.

Boss Zasslof Uses Tricks.

Zasslof, proprietor of the Independent Cigar Factory, Miller Street, tried to use a nasty trick on Benjamin, a stogie manufacturer of the North Side. Zasslof boasted that Benjamin was making stogies for him. The union hearing this, immediately called Benjamin's shop out on strike. Benjamin pleaded with the workers that he doesn't make any stogies for the bosses of the hill district and he would also give anybody $100 if he could prove it. He went up into the hill district with a committee of the union to investigate the rumors that were afloat in regard to making scab stogies for the bosses association in his shop. They went into Zasslof's shop and Benjamin asked Zasslof if he knew him? Zasslof replied he didn't know who he was. Benjamin told Zasslof that he has a stogie factory on the North Side. Benjamin then asked Zasslof if he made stogies for him? Zasslof answered "No." This angered Benjamin, who threatened Zasslof with physical violence for trying to discredit his shop and his employees. The strikers seem to be satisfied on the action on the part of Benjamin.

President Riley and the vice-president and district secretary of the National Stogie Makers' League are in Pittsburgh and are making an investigation in the Tennebaum shop.

There were National Stogie League and I. W. W. employees working in the Tennebaum shop. While the I. W. W. members are out on strike, the members of the National Stogie Makers' League are working. The I. W. W. asked the officials of the League to take this matter up so that they could help them with their strike and they have done so.

The Relief Conference for the strikers are doing good work in the efforts of raising funds for the strikers. They made close to $200 on their picnic last Sunday. They held a moving picture show at the Victoria Theatre Wednesday night which was very successful. They have a large reserve fund on hand for the strikers and they have plans under way to hold some festivals.

Retail Notes

T. J. Anderson & Son, who operate a cigar store on West First Street, Albany, Ore., have just completed interior decorations that make this store among the finest in that city.

The opening of a new cigar store at Joliet, Ill., by the Oppenheimer Cigar Co., will make the twenty-third retail store which is under the direct management of this firm. Their headquarters are located at Saginaw, Mich.

It has been announced that Edward Hill, who conducts a cigar factory at Middletown, Conn., will shortly move his establishment to Southington, Conn.

Steve H. Surman has purchased the cigar store of the Cuba Rica Cigar Stores Co., located in the Wells Building, Milwaukee, Wis.

At a meeting of the creditors of the tobacco manufacturing firm of Robert Harris & Bro., Greensborough, N. C., it was decided to continue operations at the factory and fill all orders for the "Pride of Reidsville," a smoking tobacco that has attained considerable distribution. The factory will be under the management of Ira Humphries, of Reidsville, who was elected trustee.

L. C. Colson has opened a cigar factory on the second floor of the Redington Building, Elyria, O. Mr. Colson is a manufacturer of wide experience and has been closely allied with this branch of the trade for twenty-two years.

Tuscan—New Cigarette Concern

ARTICLES of incorporation were filed with the State Secretary on August 13, for a new cigarette company, to be known as the Tuscan Cigarette Co., Inc., of Esopus, N. Y. Those named as incorporators include Franklin Bien, well known in theatrical circles; Thomas Adam, and Robert L. Turk.

As indicated by the name, the Tuscan brand of Turkish cigarettes will be featured, and the factory will be located at Esopus, which town once became famous as the home of a presidential candidate. The new concern starts out with an authorized capital of $10,000, and their New York headquarters are at 115 Broadway.

"Lord Baltimores" in Tins

In keeping with the increasing demand for cigars packed in tins, Symons-Kraussman Co., New York, have just placed on the market two new offerings of their well-known "Flor de Baltimore" and "Washington Union Fives," packed in attractive tin cans, twenty-five to the tin. This style of packing is exceedingly popular in the Middle West just at this time, and this firm tells us that they are heavily sold up on the new packages. G. L. Symons leaves on Sunday night, the seventeenth instant, on an extended trip through the West.

Big Crop for American Sumatra Tobacco Co.

President Julius Lichtenstein, of the American Sumatra Tobacco Co., has been taking things a bit easy during the past few days, after his long trip South and his subsequent visit to the company's plantations in Connecticut.

The reports on their crops of this year are the most satisfactory which he has ever received since the organization of the company. The American Sumatra wrappers are said to be beautiful in color, free-burning and giving a splendid yield.

Another to the Long List

The Tango Tobacco Manufacturing Co. have opened offices in the Gaiety Theatre Building, Broadway and Forty-sixth Street, to market the "Tango" cigarette.

William Glenn is the moving spirit in the new concern. He states that they will open their own factory by the first of October.

"Darius" Cigarettes on Broadway

THE old retail store of Oscar Schein, Broadway and Forty-third Streets, has recently been leased by the Darius Cigarette Co., whose headquarters are in Piccadilly, London, and they have fitted the establishment up in thoroughly Oriental style to introduce their brand of cigarettes to the New York market.

The presence of a woman cigarette maker in the window and the interior furnishings of Oriental draperies, is strongly reminiscent of the methods formerly used by the Notara Bros.

W. H. Munson Resigns

SEVERAL changes have recently been made in the personnel of the officers of the Tobacco Products Corporation.

During the past week W. H. Munson, who was one of the oldest members of the firm of M. Melachrino & Co., and who became the vice-president of the Tobacco Products Corporation, when that concern absorbed the Melachrino Company, resigned his position as vice-president of the company and director of their Canadian branch, and announced his intention of making a long trip to Southern California in the hope of regaining his health. Mr. Munson's successor, George S. Merrick, has been elected secretary of the Tobacco Products Corporation, and will have charge of the Canadian branch of Melachrino's recently opened in the Dominion.

The Tobacco Products Corporation have been making some plans for an extensive advertising campaign, and have recently placed their business in the hands of the Van Cleve Company.

"Aplomos" in New Package

H. KELLEY, representative of Salomon Bros. & Stern, manufacturers of the well-known "Aplomo" cigars, reports that his house has had a tremendous run on the new packages of "Aplomos" packed ten in a box.

This offering is most attractive in every respect, being by all odds one of the neatest packages of the kind which we have seen.

When the lid is opened, the top of the tin case gives all the appearance of being lined with natural cedar; and this, added to the exterior banding, is sure to attract attention.

Mr. Kelley leaves shortly for a Western stretch.

F. S. Lucey, Philip Morris & Co., Ltd., will sail from England on August 23, expecting to arrive home in time for the outing on August 30.

Park & Tilford Pushing "Tailfer"

The "Tailfer" brand of cigars, which have been popularly introduced by Park & Tilford some time past, have reached such a volume of sales that the Crest Cigar Co., whose factory is at First Avenue and 121st Street, New York, are planning much wider extension of their business, and a few days ago added $10,000 to their working capital.

Cados in Philadelphia

Manager Robert Appleton, of the Cado Co., Inc., makers of the "56" cigarette, has been much gratified to arrange with Yahn & McDonnell, who are one of the best known distributors of high grade goods in Philadelphia to feature the "56" cigarettes in that city, and already the sales have jumped to a gratifying size. Mr. Appleton has a splendidly organized force of salesmen and he is constantly moving about among the trade to see that his men are getting results. During the past fortnight he has been in Philadelphia and Boston, and wears a smile that cannot be erased.

JOBBERS & DISTRIBUTORS DEPARTMENT

"Billy" Kuhn & George Hamlin

Lee & Cady's "Mutt & Jeff"

NEW members of the trade who visit Detroit fail to recognize the portrait herewith, of William Kuhn and George Hamlin, the big and little fellows of Lee & Cady's cigar department. "Bill" Kuhn is mighty well known over the western part of Michigan, which territory he covers for the firm, and the orders which he has been recently getting out in that district on both "Cinco" and "San Felice" are quite in keeping with the size of the chap who carries the order book.

George Hamlin, the smaller end of the team, is only little in physique, and when it comes to alertness and ability easily stands shoulder to shoulder with his side partner and friend.

New Chain Stores in Northwest

FRED NEWMAN, formerly with M. A. Gunst & Co. in Spokane, has combined with Henry M. Prince, of Tacoma, to increase the capitalization of the Prince Cigar Co. to $200,000.

They purpose opening a chain of twenty-five new stores throughout the Northwest, operating only in territory not occupied by the United Cigar Stores.

Watt & Co. Find Favor With Philadelphia Product

REPORTS from St. Paul and the Northwest state that Watt & Co., the leading distributors of St. Paul, have been having a splendid run on the "Sir Henry Irving" perfectos, which are manufactured by Jacob Langsdorf's Sons, 551 North Fifth Street, Philadelphia. Their business on this brand has grown to a most interesting point, and this, together with the "Webster" and "Tom Keene," form a trio of brands which have made many others out there envious.

President Gredwald, of Watt & Co., has recently returned to his desk after a three weeks' stay in Philadelphia, New York and the East.

No License for Exclusive Denver Dealers

THE Denver City Council has applied the theory of protective tariff to the city of Denver, regarding the licensing of cigar dealers in the city. Their application of it was to pass an ordinance exempting merchants dealing exclusively in Denver-made cigars from the annual license of $10.

Representatives of the Cigarmakers' Union appeared before the council and stated that Denver was no longer the greatest in the cigar manufacturing industry west of Chicago, and they suggested that, to benefit the local manufacturers and to aid the cigarmakers, the license be lifted from those dealers who handled exclusively Denver-made cigars.

"Reynaldos" Go Big in New York

WILLIAM LUCKETT, of Luckett, Luchs & Lipscomb, returned to his desk on August 14 after an extended vacation up at Madison Beach, Conn. Mr. Luckett says that his vacation was doubly enhanced in pleasure by the reports from Louis G. Smith & Co., their New York jobber and distributor, who did the banner July month in their history on the firm's "Reynaldo" cigar.

The distribution of this Philadelphia brand in New York City has been one of the most interesting phases of the Metropolitan trade since "L., L. & L." invaded Gotham territory some time ago.

Purely Personal

Percival S. Hill, president of the American Tobacco Co., was among the vacationists homeward bound on the "Imperator." He reported that he had a splendid trip. Friends say that he is looking better than in many years. Mr. Hill's trip was purely for rest and recreation.

Henry Roberts, manager of the J. W. Roberts & Son Cigar Co., of Tampa, Fla., has been a recent visitor in Cincinnati. Mr. Roberts, who is an enthusiastic golfer, put business before pleasure at the expense of being eliminated from competition for the Bryan Trophy, which was competed for during his absence, at the Tampa golf links.

Gerson Brown, president of the J. B. Moos Co., of Cincinnati, has been spending his vacation in Atlantic City.

PHILADELPHIA.

E. M. Walter Back From Vacation

After a pleasant vacation in Atlantic City, L. M. Walter, Eastern representative of Bobrow Bros., manufacturers of the popular "Bold" and "Discriminator" brands, will again journey forth to look after the interests of the fast growing lines. An extensive trip covering New Jersey, New York, Northern Pennsylvania, Ohio, W. Virginia, Virginia, Maryland, District of Columbia and Delaware, has been planned for this aggressive salesman.

Benjamin Lipschutz, who is spending his vacation at Wildwood, N. J., is also enjoying the company of his daughter-in-law, Mrs. Max Lipschutz, and his grandson, Bertram Lipschutz.

A recent visitor to the Philadelphia office of the "44" Cigar Co. was Mr. Serrer, of the firm of Ehrbar & Serrer, of Cleveland, O.

E. G. Dunlap, for a number of years connected with Arguelles, Lopez & Co., is making his initial trip through the Middle West in the interest of Lopez, Hermanos & Co. His many friends in the trade wish him well with his new connection.

Joe Wertheim, representing E. M. Schwartz & Co., was a recent visitor to the Quaker City.

R. M. Yahn, of Yahn & McDonnell, Fifteenth and Chestnut Streets, is spending the month of August in Maine. M. J. McDonnell, of the same firm, will leave September 1 for a month's vacation at Georgian Bay and other points of interest along the Canadian frontier.

J. V. Flanigan closed some attractive business for the "Por Larrañaga" factory during a recent stay in this city.

Speed S. Goodloe Co., Twelfth and Cuthbert Streets, are meeting with remarkable success in introducing their new "Finks Factory Smokers," a 5-cent line of smokes, which were recently placed on the local market. Business continues good on their "Goodloe" brand, the distribution exceeding their anticipation for the summer months.

S. M. Frank, of S. M. Frank & Co., pipe manufacturers, called on the local trade recently.

Nemises Cigarette Co. Start

Featuring their product with silk and white pine tips, the Nemises Cigarette Co., which has recently opened at 128 South American Street, reports a nicely growing business with club and individual trade.

The firm is composed of C. A. Pusey and W. G. Brewton. Both young men are hustlers and increased business shows the results of their hard digging.

M. J. Dalton Co. reports counter trade as being quiet, but that their leaders, "Lozano" and "Cortez" brands, are going big with the seashore trade.

E. Kleiner, of E. Kleiner & Co., visited the local trade this week and closed some attractive business on "La Famosa" cigars, manufactured by this firm.

Harry Lewis, of Fay Lewis & Bros. Co., who are Western distributors of the "Masterpiece" cigars for Jeitles & Blumenthal, paid a visit to the manufacturers last week.

Standard Pure Tobacco Binders

CLAIMS amount to but little unless backed by the goods themselves, and in this connection, our office has been very much interested in receiving from the Tobacco Production Co., of New Milford, Conn., a sample of their patented Standard Pure Tobacco Binders.

We took these binders to a skilful manufacturer of cigars in Philadelphia and had him make up cigars, utilizing the Standard binders in his process of manufacture.

Like thousands of others, the manufacturer expressed himself as skeptical when the binders were first brought to his attention, but he stated unqualifiedly that they worked up splendidly and should prove a boon to hundreds of makers who have had long years of trouble in obtaining suitable binders for certain grades.

The editor of "The Tobacco World" handed out three of these cigars, in which the standard binder had been used, to three different smokers whose opinions were valuable, without giving them any intimation but that the cigars were clear Havana through and through. The verdict of each of the smokers was that the cigar smoked sweet and clean and that they were utterly unable to detect any difference between the goods made with the standard binder and a sample of the same cigar smoked afterward, made with a very high-priced binder.

Developing The Cigar Clerk

Written for The Tobacco World by AL. U. THORNBURG

THE other day, in conversation with one of Detroit's leading cigar dealers, the writer was asked: "Say, do you know where I can get a good, live cigar clerk?" Well, I stopped to think for a minute and said: "No, I really don't." As a matter of fact, good cigar clerks are a very scarce article right now; I don't know when they have been more scarce. Some one has said that the reason more young men don't stay behind cigar store counters is that there isn't enough in it, and that the proprietors can't afford to pay very much for that class of help. However, I disagree with that statement.

It is my contention that a cigar clerk can be made a valuable asset to any cigar store, and that in such capacity he can justly bring greater revenue to the store and in turn increase his own weekly recompense; all this, of course, providing he is given the proper co-operation from the proprietor. I believe that the reason more good cigar clerks are not developed is due to a lack of co-operation on the part of the owners themselves. Many of them have an idea that all you have to do is to hire a young man at $10, $12 or $15, or even $20 a week, and that ends it; they never get together with their clerks and talk over matters and help the clerk improve in his work. That alone is wrong.

Did you ever know of a department store, or a big corporation of any kind, that didn't get the salesmen together once or twice a month and take up matters that would make them better salesmen, show them ways of overcoming obstacles, and how to increase their sales? Why can't the same thing apply between the cigar proprietor and his clerks? The principle is the same whether it's a big business or a small one. Many proprietors make the mistake of seeing how cheap they can hire a man, instead of discriminating and paying a few dollars more when they think the man has the "makings" of a successful clerk.

I say that there are just as big opportunities for the cigar clerk as there are in the average line of business for young men. In fact, I don't know of any business where a salesman can make friends and develop a personality, as there is in the cigar line and for the young man behind the counter. How often do you hear a man say: "I'm going over to So-and-So's to get a cigar; he's a good friend of mine and knows just what I smoke."

In handling clerks I have found the following rules successful in making them more valuable to themselves and also to the cigar department:

Get him acquainted with the names of the various manufacturers and the different brands they make; many times a customer will ask: "Who makes the ——— cigar?" The impression is much better when the clerk can answer him right back without having to say "Gee, I don't know, but I can look it up for you."

Get him to know the names of your customers and what they usually smoke; nothing makes a better impression upon a customer than to have the clerk address him "Good morning, Mr. So-and-So," and then show him a box of his favorite cigars.

See that the clerk is neat in his personal appearance; he doesn't necessarily have to be expensively dressed (as a rule that is out of the question on his weekly salary), but he can be neat, clean shaven, etc.

Learn him the value of being polite to customers whether they purchase or not; that "silence is golden" when it comes to an argument.

To show an enthusiasm in his work; to be willing at all times to please the customers in showing him goods, taking a message, or any one of the hundreds of little things that come up daily in a cigar store.

The trouble with the cigar clerk is that he works mechanically, simply giving a man what he asks for, while the proprietor stands idly by and does nothing to help the clerk improve his interest in the business and to recompense him when the business grows and shows an increased profit.

Get him acquainted with the cigar salesmen.

Tell him what you can about the way cigars are made and where the different ones are made; the difference between a clear Havana, a domestic and an imported cigar; what the various shapes are. Get him to know this thoroughly.

As a last suggestion, *see that he reads the trade journals.* I don't know of a single medium where the cigar proprietor or the clerk can get more knowledge of the business than by reading the trade journals; neither one can read too many. They all have their good points and are the cheapest investment that could be made. A man who saves a dollar or two by not subscribing towards the trade journal is cheating only himself.

Growth of Tobacco Industry in Greece

In a trade report to the Bureau of Commerce, Consul-General William H. Gale, located at Athens, Greece, calls attention to the increasing importance of the tobacco industry in that country. He says:

The tobacco-growing industry in Greece is steadily increasing in importance; the total area now under cultivation is about 48,563 acres, yielding annually about 21,375,000 pounds, valued at $1,930,000. The recent appointment of traveling experts, who periodically visit the various districts and instruct the growers in the best methods of cultivating, drying, and preparing tobacco for the market, will improve the quality and increase the production of Greek tobacco in the near future.

The exports of the 1912 crop to foreign markets were: To Egypt, 3,306,900 pounds; to Germany, 2,204,600 pounds; to Italy, 1,543,220 pounds; to Holland, 1,323,760 pounds; to the United States, 1,086,428 pounds; to Tunis, 330,690 pounds.

There was a notable increase in the value of shipments of tobacco to the United States during the past year, the declared export values being $105,895 for 1911 and $235,283 for 1912, representing an increase in value of $129,388. The grades shipped are principally light colored, aromatic leaf tobaccos for cigarette making. This tobacco is unstemmed and unsuitable for wrappers.

The prices were fully 50 per cent. higher than those of 1911, because, owing to the Balkan War, foreign buyers expected that there would be no planting this season, and therefore bought up all available supplies of Turkish and Greek tobacco. The prices paid to planters varied according to quality and description from $0.954 to $0.338 per pound.

The exportation of tobacco continues to be an important item of the foreign trade of the Patras district. The shipments go to Egypt for the manufacture of cigarettes, and also to Germany and Holland. The United States took $3,698 worth in 1911 and $3,639 worth in 1912.

The Soter Company Remove

The Soter Company, who specialize in private brands of Turkish cigarettes and feature their own "Egyptian Princess" brand, have removed from their old location on Grand Street to much more commodious quarters at 245 Canal Street, the corner of Centre Street.

Eusebe Bestrand will open a cigar store in Marquette, Mich., on Monday, August 18. The store will be located at Hewitt Avenue and Third Street, in the Donoghue Building.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, August 9, 1913.

BUSINESS during the last fortnight in our leaf market has been good, as there have been enough buyers in town to keep our dealers active in showing their holdings, and making good-sized sales. Owing to the high prices that have been paid to the farmers this year the profits are smaller; but as our packers and dealers in leaf tobacco do not belong to the quickly-get-rich class, they are content when they can get a moderate remuneration upon the amount of capital invested, as well as the amount of labor expended, and often enough hardships endured in hunting up vegas in the country, under a broiling sun, or getting soaked by tropical showers. However, every calling of business in all parts of the world has its advantages, as well as disadvantages, therefore we do not propose to dwell upon the latter.

Receipts from the country have been heavy of late, which indicates that the escogidas are working with a full head of steam, as usual at this season of the year, but do not let the readers of the TOBACCO WORLD imagine that all the bales which arrive in town are for sale. A considerable part belongs to country purchases made by our own manufacturers for their needs, or to American houses here, which have to provide for the future wants of their steady customers. On the other hand, this is a good time for the American manufacturers to come here and to take their pick from the goods that are for sale. Leaving out of question, whether the market should advance later on (in our private opinion it almost looks so, although we may be mistaken) the buyer who comes here now will find our dealers more disposed to sell part of their holdings upon very favorable terms.

The shrewd manufacturer, or dealer, ought to take advantage of such favorable circumstances, particularly as the good part of this year's crop is by no means abundant. Although generally speaking the 1913 crop is extra choice, and far superior to even last year's good growth, nevertheless there are some medium and even a few poor vegas, which naturally will not be sold until the fine vegas have disappeared from our market. The late comer can safely rely upon finding such styles, while he might find great difficulty in encountering the grades, or classes, that he might be looking for.

There is little tobacco left in the country in the hands of vegueros, it is said, none in the Santa Clara province, and also in the famous lowlands of the Vuelta Abajo. After the middle of this month the preparations for the 1914 crop will begin.

Recent Leaf Sales.

Sales during the past fortnight totaled 16,256 bales, or which divided represented: Vuelta Abajo, 7133; Partido, 5688, and Remedios, 3435 bales.

Buyers were: Americans, 6108; exporters to Europe, 2734; shippers to Buenos Aires and Valparaiso, 247, and our local manufacturers of cigars and cigarettes, 7167 bales.

Receipts of Tobacco from the Country.

For the two weeks ending July 31, 1913.		Since January 1, 1913.	
Vuelta Abajo	33,243 bales	132,206 bales	
Semi Vuelta	3,114 "	14,782 "	
Partido	1,403 "	6,838 "	
Remedios	17,500 "	35,696 "	
Oriente	99 "	1,207 "	
Total	55,359 "	Total 190,819 "	

Exports of leaf tobacco, from the port of Havana, during the two weeks ending August 2 were: To all ports of the United States, 5564; to Bermen, 1686; to Amsterdam, 48; to Buenos Aires, 60; to Valparaiso, 77 bales; total, 7435 bales.

The strike in the Santa Clara province has been settled by making concessions to the leaf selectors, excepting in the district of Manicaragua, where the packers have helped themselves in moving their tobacco to other points, where there was no trouble.

Leaf Buyers that Come and Go.

Arrivals—From New York: Sol Hamburger, of Hamburger Bros. & Co.; Lennie Greenhall, of Greenhall Bros.; Aleck Goldschmidt, of L. Bluemlein & Co.; August Baer and Jose Fernandez, of Schwab Bros. & Baer; S. Ruppin, of S. Ruppin; Allie Sylvester, president of the American Cigar Co. and chairman of the Henry Clay & Bock & Co., Ltd., and Eduardo Guedalia, of Guedalia & Co.

From Tampa: Francisco Gonzalez, of Garcia & Vega; Jose Lovera, of the Jose Lovera Co.; Manuel Corral, of Corral-Wodiska & Co.; Jerry Windmuller, of Salvador Sanchez & Co.; Val. M. Antuono, of Val. M. Antuono; Mariano Alvarez, of A. Santaella & Co.; Mortimer Regensburg, of E. Regensburg & Sons; Laureano Sanchez, of Laureano Sanchez & Co., and Bernabé Diaz, of Faustino Lozano, Son & Co.

From Chicago: August Kuttnauer, of Rothschild, Sons & Co.; Sebastian Solares, of Sebastian Solares & Co.; Florencio and Manuel Vega, of Vega & Co., and H. G. Chisholm, of the Capitalistic Co.

Departures—To New York: Marcelino Perez, Otto Sartorius.

To Tampa: Jerry Windmuller, Mariano Alvarez and Val M. Antuono.

To Chicago: Sam Paley, M. Friedman, Bernard Spector, Florencio Vega and Manuel Vega.

With the Cigar Factories.

We beg to submit the figures of the exports of cigars from the port of Havana, during the month of July of this and the preceding year, according to the official customs house records, and which are very gratifying indeed.

From July 1, 1913, to July 31, 1913	16,199,838 cigars
From July 1, 1912, to July 31, 1912	10,276,106 "
Increase in the month of July, 1913	5,923,732 "

According to countries the following ones show the principal increases during the past month, as compared with the corresponding month of last year, viz.:

Great Britain and Ireland	3,522,656 cigars
United States	852,245 "
Spain	608,675 "
Australia	358,000 "
Spanish Africa	289,052 "
Argentine Republic	205,643 "
France	102,900 "
Italy	153,500 "
Chile	187,807 "

The following five countries show decreases during the same period:

Germany	130,040 cigars
Austria	52,700 "
Russia	45,075 "
Canary Islands	42,475 "
British Africa	38,500 "

The figures for the seven months of 1913 and 1912 now stand thus:

From January 1, 1913, to July 31, 1913	101,799,588 cigars
From January 1, 1912, to July 31, 1912	89,233,620 "
Increase during the first seven months of 1913	12,565,968 "

It is certainly remarkable that with all the handicaps, under which our cigar industry is laboring, high protective duties in almost all countries of the world, we have been able to obtain this result. It demonstrates once more, that if we only have a fair crop, that our cigars are wanted all over the globe, and there is nothing that can come anywhere near the aroma of the little spot in the island of Cuba, which is called the Vuelta Abajo, that produces our incomparable leaf. It is the Unicum. As the cigars exported were made chiefly from the 1912 crop, it is an indisputable fact, that the smokers have approved of the taste, aroma and burn, and as our best judges have claimed, that the 1913 crop is far superior even, in the three required conditions, we can safely bank upon a continuance of good business for the next twelve months to come. If our government in the meantime should help our cigar manufacturers by the making of reciprocity treaties, then, indeed, our at one time so flourishing industry would have reason to be truly thankful, and the small manufacturers might hope to be reimbursed for the exceedingly hard times they have gone through.

Business is active at present, and good cigarmakers are wanted to attend to the many orders on hand from all of our consuming countries.

IRREGULAR PAGINATION

Germany will show up better this month, judging by the orders on hand, although England outstrips all her competitors in calling in ever-increasing quantities for our cigars, as shown by the wonderful increase in the month of July. If the United States had progressed in the same proportion, she ought to have doubled her increase easily.

"Romeo y Julieta" continues to stand at the head of our independent factories, and the remodeling of the contiguous building, which the owners had bought some time ago, and that is nearing its completion now, is sadly needed as soon as the holiday rush of orders should accentuate itself more.

Partagas is working with good forces, having fine orders from England, Germany and the South American Republics.

H. Upmann & Co. are also very busy now in all directions. Don Teodore Garbade was unanimously elected as the president of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, for the coming year, at its last meeting on the 30th ulto.

Castañeda continues to be favored with excellent orders.

Henry Clay and Bock & Co., Ltd., are so busy that even the otherwise very amiable Mr. Houston begged to be excused from answering any questions, as he had no time to spare.

Don Eustaquio Alonso, the president of the Por Larrañaga factory, is going to sail from here on the 16th inst. by the steamship "Saratoga," in order to call upon the many friends he has made and kept in the United States and Canada. Por Larrañaga was the first factory that had shipped some cigars by aeroplane. Orders are coming in fine shape for the excellent cigars made by this factory.

Sol is increasing the force of its cigarmakers, owing to the steady increase in orders.

"Flor del Fumar" is growing more in demand from year to year, as testified by the increased volume of orders.

Buying and Selling, and Other Notes of Interest.

The principal sellers during the past fortnight were: Gonzalez & Benitez, 1,800 bales; Sobrinos de A. Gonzales, 1,060; Diaz, Herrera & Co., 850; F. Rocha & Co., 620; Muñiz Hermanos, 598; José C. Puente & Co., 546; M. A. Suarez & Co., 300; I. Kaffenburgh & Sons, 300; H. H. Strater, 193; José Menendez, 150; Herrera, Calmet & Co., 150, and Nuñez & Co., 104 bales.

The principal buyer was again Mr. Maximilian Stern, who closed transactions to the tune of 4,950 bales of all kinds of leaf.

Other buyers of importance were: Fred Davis, of Sam I. Davis & Co., 2,819; Matt Wengler, 1,250; H. Upmann & Co. for export, 1,200; Antonio Gutierrez, for the Gene-Vall Cigar Co., of New York, 700; Allones, Ltd., 700; J. F. Berndes & Co., 613; Bernhard Spector, 500 additionally; Romeo y Julieta, 470; Adolfo Moeller, 421; E. H. Gato Cigar Co., 300; Michaelsen & Prasse, 228; C. E. Beck & Co., 200, and Por Larrañaga, 190 bales.

Shippers above 300 bales of leaf tobacco from the port of Havana during the last fortnight were: Maximilian Stern, 1,831; J. F. Berndes & Co., 1,082; J. Bernheim & Son, 991; Sobrinos de A. Gonzalez, 582; H. Upmann & Co., 547; A. Moeller, 443; Manuel Suarez, 423; Gutierrez & Diehl, 379; Leslie Pantin, 331, and Ernst Ellinger & Co., 330 bales.

Fred Davis may leave today, as he is near of having reached the required quantity of seeing the "El Sidelo" factory in Tampa well supplied for some time to come.

Mr. Matt Wengler is still here, and continues to be busy looking for more choice Vuelta Abajo vegas, as so far he has not touched any other styles of leaf.

Mr. Sol Hamburger has not let the grass grow under his feet since his arrival, as we learned today, that he had made some large purchases already.

Mr. Mortimer Regensburg, after having inspected the Escogidas, made for his account here, is scouring our market to pick up some choice additional vegas for their famous, "The American," brand.

Jerry Windmuller, of Salvador Sanchez & Co., the makers of the well known "Dulce" cigars, and Mariano Alvarez, of A. Santaella & Co., came here from Tampa to spend a four days' vacation here, and left for their homes in Tampa without having bought any leaf.

The new firm of Schwab Bros. & Baer, as represented here by Messrs. August Baer and José Fernandez are hard at work under the guidance of our friend, Mr. Leslie Pantin, to make their selections of the best vegas of Vuelta Abajo to be had in our market.

Mr. Leslie Pantin, who had heretofore represented the former kingdom and later on the new republic of Portugal, as plain every-day Consul, has just been elevated to the dignity of Consul-General. If we live long enough, we hope, to see him yet as the future Minister of Portugal.

Walter Sutter & Co. had purchased 400 bales or account of their customers, and among which there were two famous Artemisa vegas, of Diego Cabrero, and Ciriaco Perez, better known as the Castillo vegas.

Nuñez & Co. have purchased 700 bales of choice vegas from the famous Vuelta Abajo, tierra llana section, of San Juan y Martinez, San Luis & Paso Viejo, which is now arriving from the country. They are making also some fine packing in the Santa Clara Province.

ORETANIV.

George W. Hiehle, a well-known resident of Parkersburg, W. Va., has accepted a position in the sales department of the British-American Tobacco Co., at Shanghai, China. Mr. Hiehle sailed from San Francisco on August 5, for Shanghai, where he will at once take up his new duties.

Why the "44" Cigar Co. Factory Is Busy

A RECENT addition to the missionary force of the "44" Cigar Co. in the Middle South, under W. H. Nicholson, is N. I. Rayfield.

M. A. Funk, who has been making the rounds of Eastern Pennsylvania, reports active trade in "44's" and "Adlons."

Frank B. Stanton, with the "44" advertising car, is pushing his campaign through Northern New Jersey. He writes that the popular brands of the factory are very active with the distributors.

After a short visit to his home, James F. Cormany is stirring up the trade in the "Show Me" state. His latest advices to the factory prove that "44's" are going in large quantities to the smokers in Missouri.

E. E. Crothers, assistant advertising manager, has just completed a week's campaign in Wildwood and reports an exceptionally large distribution of the leaders.

Due to the rapid growth of the business, the factory has been obliged to make extensive alterations in the stock and shipping rooms.

Recent Incorporations

The Tobacco Stemming Machine Co., Baltimore, Md. Incorporated at Dover, Del., to make machines for the stemming and stripping of tobacco. Capital, $2,500,000. The incorporators are: F. I. Billings, William C. Hart and Henry J. Farber, all of Baltimore.

The Standard Cigar Co., of Sioux City, Ia. Incorporated at Des Moines, Ia. Capital, $25,000. The incorporators are: W. G. Graham, W. J. Austin, A. H. Gillette and S. E. McMahon, Jr.

The Parker-Gordon Cigar Co., of St. Joseph, Mo. To increase capital stock from $100,000 to $125,000. The 250 new shares shall not receive more than 8 per cent. a year in dividends. Half of the new stock taken and paid in by J. H. Parker, Sr., of St. Joseph, his contribution being $12,500 in cash.

Hemenway & Moser Co., of Butte, Mont. Incorporated at Helena, Mont., to engage in the manufacture and sale of tobacco products. Capital, $40,000, all subscribed. The incorporators are: J. Hamilton, of Spokane; C. M. Lauer, of Butte; U. G. Moser, of Seattle, and O. O. Hemenway.

The Globe Warehouse Co., of Hillsboro, Va. Incorporated at Norfolk, Va., for general farm warehousing and for the manufacture of tobacco. Capital, $50,000. Subscribed $2,600, by D. C. Parks, W. F. Parks and others.

S. H. Rothenberg Tobacco Co., Dayton, O. Incorporated at Columbus, O. Taking over the tobacco business owned by S. H. Rothenberg. Capital, $10,000. The incorporators are: S. H. Rothenberg, H. Friedman and M. Friedman.

The Swisher Cigar Co., Newark, O. Name changed to the Harry Swisher Cigar Co.

Government Will Protect Tobacco Growers

For the protection of the tobacco crops during the season when frost may be expected, it is announced that the United States Government is to establish six special stations in Western Wisconsin, according to official word received by Congressman Esch. It is said that these stations will be located at Viroqua, Chippewa Falls, Soldiers' Grove, Deerfield, Janesville and Edgerton.

THE CLASSY "LA FLOR DE PORTUONDO" DISPLAY IN THE MITCHELL, FLETCHER & CO., STORE

DURING the past fortnight, Mitchell, Fletcher & Co. have had their two big bulk windows at Twelfth and Chestnut Streets devoted to a display of "La Flor De Portuondo," manufactured by the Juan F. Portuondo Co., at 1110 Sansom Street.

Manager Bullock, of the store, had the display attractively arranged, featuring the "Londres Grandes" and "Chicos." Passers-by gave more than the usual glance accorded the average show window. The smoking fraternity showed their appreciation of the splendid display by boosting the sales of the cigar department considerably beyond the usual for this time of the year.

Willard W. Goldsmith, who joined the forces of Jeitles & Blumenthal about two months ago, as general sales representative for the "Flor de Jeitles," "Tunsten" and "Masterpiece" in 5-cent goods, and "Royal Peer," 10-cent brand, completed his first trip for the firm over Southern territory a short time ago and opened a number of handsome accounts.

Mr. Goldsmith is at present on his initial trip for J. & T. up through the New England territory, and has been doing very well over this difficult field.

Joseph Anderson, of Terry & Duncan, Tenth and Chestnut Streets, is spending his vacation automobiling through New Jersey. He will assist the judges in determining the most beautiful woman in the contest annually held at Asbury Park, N. J., during the carnival held in that city.

John Flanigan, of Terry & Duncan, Tenth and Chestnut Streets, will spend his vacation on the Eastern Shore of Maryland the week of August 25.

The new sanitary packing of the "El Wadora" cigar, Sig C. Mayer & Co., is being pushed heavily in Indianapolis through the Ward Bros. Drug Co., who are the local wholesalers for this brand.

Harry Boston visited the trade recently in the interest of Wm. Demuth & Co., the well-known pipe house.

Letters to the Editor

Seeks Factory Number

INDIANAPOLIS, IND., August 8.

Editor THE TOBACCO WORLD:

Dear Sir.—Kindly send us name and address of manufacturer listed under Factory No. 100, First District of New York.

Yours very truly,

DAVID GLUCKMAN & Co.,
641 Russel Avenue.

Answer—Joseph Hertz, 315 S. Fourth Street, Brooklyn, N. Y.

Milwaukee

Perry Centennial Helps Business—Coming Convention and Fair Sure to Boom Trade

MILWAUKEE, August 11.

BUSINESS with the local retailers has been very good during the season, especially the early part of August.

The Perry Centennial Celebration was held during the past week, and thousands of people thronged the business section day and night, which was a great help to the local retail merchants.

The coming week the American Federation of Catholic Societies will hold their convention here, which will bring many more strangers to our city, and early next month the Wisconsin State Fair will be held, all of which should have a good effect on business.

Steve H. Surman has purchased the local store of the Cuba-Rica Cigar Store Co., in the Wells Building, of which he has been manager for some time past. The business for the present continues as before. The "Ruy Lopez" is the feature in an attractive window display.

Announcement has been made that no building operations will be started for probably a year by Mr. Somers on the Plankinton site, so that the Allanson store will continue at the old stand. Business with them continues good. A display of nickel goods, including the "Owl" and "Tom Keene" cigar, is being made.

Dadd's drug store also continues in the Plankinton Block for the present. The "Plantista" is being featured in the cigar window.

The Wright Drug Co. are enjoying their usual good business. The "Robert Burns," "Jose Villa" and "Lovita" are moving very well.

Fay Lewis & Bro. Co. are doing a very good business at present, both wholesale and retail. "The Webster," "Savarona," "El Sidelo" and "Tom Moore" continuing prime favorites in the better grades, while all five-cent brands are moving nicely. Harry Lewis has just returned from a business trip to the Eastern markets.

Leo Abraham is doing a very nice businsss at his retail stores, while the wholesale department has been handicapped in filling all the orders turned in by Chapman.

The Majestic Building store has undergone remodeling, an entire new front having been put in. The Third Street store continues one of the really busy spots in town, keeping Joe Feiger, Joe Levich and Ed McKercher on the jump. The "Herr Director" is being featured on the Avenue side, while attractive bargains in pipes are displayed in the Third Street window.

Several changes and new firms have occurred in nearby cities. At Kenosha, Wis., Harry Grace, who for some years conducted a successful manufacturing business, sold out to Wm. Shrader.

Dan Hahn, also one of the best known cigarmakers of that city, sold his factory to his brother, J. J. Hahn, and will give his entire attention to his rapidly growing wholesale and retail trade. He has contracted to take the entire output of the factory from his brother, in addition to which he will put in many of the popular brands. Contracts have been let for redecorating and furnishing the retail store.

At Orfordville, Wis., Elmer Bertness purchased the cigar store of Albert Keesey.

A. H. Jasper opened a new cigar factory at Bruce, Wis.

The W. B. Stiles Cigar Co. has been incorporated at Superior, Wis., with a capital stock of $10,000. The incorporators are W. B. Stiles, Pauline Stiles and H. C. Wilcox.

At Edgerton, Wis., C. L. Culton sold his Il Insito Cigar Co. to W. G. Atwell and G. W. Blanchard. The business has been incorporated as the El Insito Cigar Co., with a capital stock of $30,000. All three above mentioned are named as the incorporators.

At Marinette, Wis., A. R. Dettman bought the cigar store and factory until recently conducted by John Zeratsky.

The cigar box factory of H. A. Schwartzburg on North Avenue, this city, was again badly damaged by fire about a week ago. This makes the third fire inside of a year. The loss is placed at about $22,000. It is understood a new concrete actory will soon be erected.

On August 12th the tobacco dealers of Rock County held their picnic at Lake Koshkonong. A bounteous dinner was served at Hoard's Hotel.

N. L. Carle, Janesville leaf dealer, has been touring the Yellowstone Park with his family. The return will be made by way of Salt Lake and Colorado Springs.

L. & N. Wertheimer, Baltimore leaf dealers, have been looking over the Wisconsin market.

O. A. KROMPAS.

L. Powell & Company's Removal

Coincident with the recent sale of their factory in Tampa, Leopold Powell & Co., have leased quarters in the big plant at 207-209 East Forty-ninth Street, and by the end of this week will be comfortably installed in the new location, having given up the lease on their offices 507 Fifth Avenue. Mr. Powell states that they will continue as heretofore to manufacture a strictly high-class brand of clear Havana cigars, featuring "Espinas" and having some of the output made in Florida.

Cleveland

Season's Business Best in Many Years—Vacations End and Trade Gets New Life—New Stores Open

CLEVELAND, O., August 11.

BUSINESS continues to be exceedingly bright in this section of the country despite the season of the year. The manufacturers are way behind in filling their orders, and the retailer is enjoying the best summer months for many many years.

Robert C. Heaney, manager of the Snyder Cigar Stores, just returned from his vacation, and looks and says he feels a thousand per cent. better. He claims that he is ready and anxious to get back into harness. Business in all their stores has shown a steady increase, and they are more than satisfied. Mr. Snyder was here the past week on a tour around the circuit of Snyder stores.

Dave Miller, formerly of the R. & W. Jenkinson Co., has connected himself with D. Blum, who is operating two stands, one at the Moreland Hotel and the other at 836 Euclid Ave. Mr. Miller is very popular among the trade and should prove a valuable asset to the D. Blum Co.

A. C. Wertheim, of the Shields-Wertheim Co., has just returned from Buffalo, where he was on a combination business and pleasure trip.

J. B. Shields, of the above-mentioned concern, left Sunday morning on a three weeks' automobile trip through the Berkshires and Adirondacks.

Business has been very good with this concern and the outlook is very bright for a big fall business.

Pyle & Allen report business very good. They have just added the cigar stand in the Berghof to their chain of cigar stands, and if the first week's business is any criterion this stand should be a great success.

The Fred Gollmar Co., with two stands in the Arcade and one in the Rathskeller, claims that they enjoyed the biggest July business in their long career in the cigar game. This is possibly due to their unceasing efforts. They change their windows twice weekly, and with their many popular brands it has proven very successful.

George Bassett, located at 826 Prospect, has an arcade all his own running between Huron Road and Prospect. This has been a big advertisement for him and a great accommodation to the many pedestrians in that locality. These people have shown their appreciation by their liberal patronage. Mr. Bassett, who has only been in this location about two months, is making lots of friends and building up one of the biggest cigar, cigarette and tobacco trades in this section of the city.

The biggest pool, billiard and bowling alley establishment in the country is being built in the Euclid Avenue Arcade. This will extend from Euclid Avenue through to Prospect Street and have three entrances, one at each end of the arcade and the third through the Euclid Arcade cigar store. It will be equipped with Brunswick-Balk fixtures, and complete in every detail.

Stace & Vincent are enjoying a nice summer business. Their billiard hall in the Alhambra Building, at East 105th Street and Euclid Avenue, is exceeding their fondest anticipations. They feature a ladies' billard room, and it is proving a great attraction.

The Unger Cigar Co., at 10521 Euclid Avenue, reports business very good and showing a steady increase.

Joe Klein, formerly in the Osborn Building, has sold out his stand there and has taken a position selling "Edgewood" tobacco. Up to date he has done exceedingly well, and his many friends wish him the utmost success in his new venture.

The Luna Park Cigar Co. gave a picnic July 29th. Free admission was provided for hundreds of people, and large crowds attended the affair in the park. Many thousands of "Tom Keene" and "American" cigars were distributed.

In town the past week were A. Kleiner, of E. Kleiner & Co, and A. J. McBlair, of Marcelino Perez & Co.

JERRY.

Duys & Co. Moving Sumatra

H. Duys & Co. report continued heavy sales on the exceptionally large lots of Sumatra which they obtained at the spring inscriptions, where it is well known their total purchases amounted to 7000 bales.

Henry M. Duys spent last Thursday in Philadelphia, and completed two good deals in the Quaker City on that day. He says that, as a matter of fact, that Philadelphia is one of the best markets for their Sumatra imports which they have on their books. The firm have not yet decided as to whom will represent them from the New York office at the remaining fall inscriptions, but it is probable that one of the brothers will sail in a short time.

Los Angeles

Business Good Despite the Vacation Period—Much Expected When Tourists Return to the City

LOS ANGELES, CAL., August 5.

BOTH retailers and wholesale cigar and tobacco dealers state that they show an increase of business this month over the corresponding month of last year. There is no doubt but what there will be a marked increase of business at the close of this month when thousands of people return from their vacation trips.

H. Beck, successor to Geo. W. Walker, of this city, says that the "La Mazella," manufactured by the Sig C. Meyer Cigar Co. of Philadelphia, Pa., is proving one of the most successful 5-cent sellers in this territory. Business, he states, has been very satisfactory, and with his organized force of salesmen, he has no trouble in getting the widest distribution of his brands.

H. Manley, manager of the American Cigar Co., Pacific Coast department, just arrived from San Francisco, and is stopping at the Alexandria Hotel. He came here to confer with Charles Smith, representative of Mr. Manley for the "Chancellor" cigar. Mr. Smith has proved a most valuable man to Mr. Manley as he is well liked by the trade. The "Chancellor" will show a record sale this year of close to three million cigars. Klauber-Wangenheim Co. are distributors of the cigar in this territory.

Glenn D. Hart, representing Gonzalez y Sanchez Co., is calling on the trade in the interest of the Gonzalez y Sanchez cigars.

Cameron Trau, manager of the cigar department of Haas-Brauch & Co., is complaining because he is not able to get enough "San Felice" cigars from the factory. He is feeling a shortage on the "San Felice" brand and is making the factory hustle to keep up with him.

One of the strongest campaigns ever worked in this section is in progress under the supervision of Joe Goldsmith, representing M. A. Newmark & Co., on the "Don Remo" cigar. Mr. Goldsmith has not overlooked one display window in this city in an effort to bring this cigar to the front.

John L. Friedmann, representative for the A. B. Greenwald Cigar Co., has just returned from a short trip with some nice orders for "Barrister" cigars. Mr. Friedmann has been connected with the A. B. Greenwald Cigar Co. for something like eight years and has enjoyed success.

J. B. Bonhaus, representative for Klauber-Wagenheim Co., Charley "Chancellor" Smith and William Levy, head of the pipe department of Klauber-Wangenheim Co., have left for Kakersfield and the adjoining oil fields. They expect to bring home orders to show that their efforts have not been for naught.

The "Luxello" cigar, manufactured by the Luckett-Luchs & Lipscomb Co., of Philadelphia, Pa., handled by the Klauber-Wangenheim Co., is experiencing a most satisfactory business. Duplicate orders are many and steady on this popular brand.

Ed Cohn, of the College Inn Cigar Store, is displaying the "Luxello" cigar. Mr. Cohn has one of the most popular cigar stores in this city, and he says that he has never handled a better 5-cent seller than the "Luxello" cigar.

The "Bachelor" cigars are holding their own with the best of them. Max Roth Cigar Co. reports that orders cannot be filled promptly for that particular cigar owing to the lack of goods. The lack is due to the fact that the factory is constantly on the jump supplying "Bachelors" for him.

Woodward-Jones & Johnston Cigar Co., this city, are showing the trade the "Vandalia" cigar, manufactured by Luckett-Luchs & Lipscomb, of Philadelphia, Pa., and are putting a very nice distribution on it.

The Tobacco Dealers Association of Southern California had a very successful meeting a few nights ago. The question of abolishing dice shaking at cigar stands arose, due to the fact that City Council is trying to pass an ordinance prohibiting dice shaking at stands or drug stores. Through the never failing efforts of President Anthony Schwamm, of the association, Frank West, Morris Burke, Dave McLain and Tobe Harris, the association has succeeded in convincing the council that no harm is done in shaking dice. This is but one of the many good things the association has accomplished for the cigar trade, and whenever trouble arises which would injure the trade prospects in any way, they may be counted on to fight.

Mr. and Mrs. E. E. Klauber are leaving in a few days for Lake Tahoe on a four weeks' stay. Mr. Klauber is in need of such a rest, after eleven months of steady grind. In his absence F. O. Warner will have charge of the departments.

The "Post Dispatch" cigar, manufactured by Eitel-Cassebohm Co., Louisville, Ky., is proving a steady seller in the Los Angeles market and adjoining territory. Klauber-Wangenheim Co. are giving this brand a chance to make good which no other dealer could equal. Their salesmen are constantly behind the "Post Dispatch" and there is never any lack of support from them.

The "Picadura Import" cigar, manufactured by L. Newberger & Bros., of Cincinnati, O., is finding its way to the retail cigar stands in this territory and is proving a good seller. This cigar is distributed by Klauber-Wangenheim Co.

Morris Burke has just returned from a week's mountain trip and is getting ready to book orders for "Picadura Import" and "Luxello" cigars. He has been pushing them and has obtained good results.

The Morgan Cigar Co. is enjoying a nice business on the "Rey Oma" cigar manufactured by Sig. C. Meyer, of Philadelphia, Pa.

Rob Gans, of J. J. Gans Bros., reports a very satisfactory business on "Mark Hopkins," "Tom Keene" and "Lawrence Barrett" brands.

The "Cinco" cigar, made by Otto Eisenlohr & Bros., Philadelphia, Pa., is being featured in all retail cigar and drug stores in this city and territory.

Jot C. Wood, better known to the trade as "Jose Vila" Wood, is just back to the city from San Francisco, having made the trip in his advertising automobile. He pushed the "Jose Vila" with the ads on his "wagon." He is leaving in a few days with Joe Goldsmith on a trip covering the suburban towns. M. A. Newmark & Co. are distributors of this brand.

Alfred Kingsbaker, who has been representing the Klingenstein Co., is to sever connections with that firm and venture into the fruit and produce commission business. The name of the firm will be Piper-Kingsbaker Co. They have the well wishes of all the cigar trade and nothing but success is looked for from them when they get started.

The Klingenstein Co. have built a humidor which is designed exclusively for "Surbrugs," "Milo," "Dolores" and "Arab" cigarettes. It is an innovation in the line of humidors and is a means of keeping these cigarettes in perfect condition. They have also added conveniences to their immense cigar humidor so that it will now hold approximately 1,500,000 cigars at a time.

Dave Wienrich, W. H. Conners and A. Goldring are to take over the territory left vacant by the retiring of Mr. Kingsbaker from the sales force of the Klingenstein Co.

Eisenlohr's "Cinco" is increasing in the amount of sales per day. With this increase, the Klingenstein Co. feels justified in putting out some of the most attractive sings for "Cinco" that are to be seen in this part of the country. They also report a steady increase on "Preferencia" cigars, and say that this cigar is repeating wherever sold.

The Klingenstein Co. have a new delivery car. On its sides are written conspicuously the names of the "American," "E. Regensburg Sons," "Webster," "Cinco" and "Milo" cigarettes.

The Ed G. Hookstratton Cigar Co. (Inc.) hereafter will be known as the "House of Quality." Mr. Hookstratton has been connecetd with the firm for some time and a change in name was made necessary. The "House of Quality" have elegant window displays this week on "Preferencia" cigars. W. A. Pickard is secretary and general manager of the new house and much is expected of him.

RYNALDO.

Millionairess Makes Cigars

(Special to "The Tobacco World.")

CLEVELAND, O., August 11.

MRS. ROSE PASTOR STOKES, who married the wealthy New York clubman several years ago, and who together with her husband has been doing splendid work for the Socialist cause in this country, has been visiting her old home in this city for several days past and delivering lectures on Socialism.

Mrs. Stokes made an hour's visit to the factory of the London Whiff Cigar Co., on Ontario Street, where she was formerly employed for years, and to show that she had not lost her cunning, she made for the members of the firm and some of her fellow-employees, fifty cigars for souvenirs.

In speaking of her visit to the factory, Marcus Feeder, the president of the London Whiff Co., said: "She is the plain 'Rosie' she was ten years ago, when she had to make sufficient cigars daily to support her mother and seven other children. Her arrival here has been a very important event for all her former friends, to whom she has shown very beautiful traits—plainly dressed, she spoke to thousands of her admirers and was in general well received, by the public and press.

"Rosie worked for us for five years and was permitted to study up to 9 A. M. in our office every day up to the time she was called to New York to take up her new work."

A. N. Brady Worth Hundred Millions

Various estimates of the fortune of the late Anthony N. Brady are said to be as high as upwards of $100,000,000. A man said to be one of Mr. Brady's closest financial advisers is quoted as saying that the minimum value of the estate would be $75,000,000.

Mr. Brady's tobacco holdings are considered to be worth at least $31,000,000.

Key West

Reports Point to Brisk Season—Many Visitors to Havana Leaf Market—Gato Factory Very Busy

KEY WEST, FLA., August 9.

DESPITE the fact that the cigar industry is now on the last lap of the dull season, at many of the factories orders for fall deliveries have begun to come in and things in general have the earmarks of a brisk season. While some of the smaller shops have not had much summer business, most of the large concerns have been quite active.

Walter J. Lightbourne and J. Newton Curry, vice-president and office manager of the Cortez Cigar Co., are at Colorado Springs, recuperating. During their absence James H. Fort and Claude H. Roberts are in charge of the factory. "Herman Cortez," their leading brand, is going out at a lively rate in its various shapes and sizes. Each week additions are being made to their force in the cigarmaking and stripping departments.

A. J. Legg, the hustling representative of Smith, Klein & Co., the cigarists of Philadelphia, arrived in town during the month. He spent a few days visiting the factory of the Principe de Golfo Cigar Co., the goods of which his firm are heavy handlers.

Frank T. McNulty, manager of the San Carlos Cigar Co., passed through the city during the month, being en route from Cuba to factory headquarters at Fort Myers, Fla. Frank is "a jolly good fellow" and a Key West *Conch*, and it is needless to say that his many friends here are always glad to meet him. He reports the leaf markets in Havana as rather quiet, but that prices on good stock are sky high.

Chas. E. Gwynn, president of Gwynn & Strauss, is back from a short visit to Tampa, Fla., where he enjoyed a few days' vacation.

Norberg Thompson, of the Key West Cigar Box Co., left on the 26th inst., for a brief business trip to New York City.

The L. Martinez Tobacco Co. has applied for a license as leaf dealers. E. A. Martinez will be the manager. The firm will carry on hand a large stock of choice fillers and wrappers. This company will fill a long-felt want, and it is needless to predict success for the venture. They will handle Havana tobacco exclusively and will have offices at Guire de Melena, Cuba, and this city.

Colonel J. F. Cooper Griggs, Collector of Customs for the State of Florida, with headquarters at Jacksonville, was in the city on a tour of inspection during the month. He says that business is constantly growing at Key West, and the port is fast becoming one of the most important in the South.

A. Aurelio Torres, manager of the Principe de Golfo Cigar Co., left recently for Miami, from whence he will journey to New York. He will visit many cities on his way North, drumming up trade for his leading brand, "Principe de Golfo."

S. M. Gans, of Max. Gans & Son, the New York leaf dealers, was a caller on the local trade during the month.

Chas. R. Wolf, head of the firm of S. Wolf's Sons, left during the month on a business outing to New York City.

Among local manufacturers who have paid visits to the leaf markets of Havana during the month are: Francisco Fleitas, of S. & F. Fleitas; Jaime Pendas, of Moreda & Co.; Don Luis Martinez, of Martinez-Havana Co. All of the above have purchased stocks of leaf for their factories.

Jose Lovera, of Jose Lovera & Co., of Tampa, passed through the town this week en route to the Havana leaf markets.

The big cigar factory of the E. H. Gato Cigar Co. reminds one of a human bee-hive, there is nothing but hustle and bustle going on, and the 400 cigarmakers and about 200 strippers present a lively appearance. Large shipments of the "Bouquet de Edwardo H. Gato, 1871," yellow label, are constantly going forward to the Pacific Coast and other sections of the United States. The Gato goods enjoy an enviable reputation, as they are made of only the best qualities. Havana tobacco and the most expert of Cuban workmen are employed in their make up. James R. Curry, bookkeeper of the company, is back from a short visit to his family at Miami, Fla. Edwardo H. Gato, 3rd, and his brother Frank are back from Cuba, where they have been visiting with their grandfather, Edwardo, 1st.

Secretary Maurice Winter, of the M. Perez Co., makers of the famous "Pinlon" clear Havana cigar, who has been spending a few months in Cuba at his firm's packing houses, superintending the packings of leaf holdings, was an arrival in the city this week en route to New York.

Geo. E. Upchurch, representing the American Tobacco Co. in Florida, came to the city this week. During his stay here he will boom the "Sovereign" brand of cigarettes for his company. George is a first-class salesman, and he has many friends here who are always glad to see him.

Manuel Vega, the cigar manufacturer of Chicago, Ill., and a brother of Celestino Vega, of Tampa, Fla., spent a few days in the city this week.

Val. M. Antuono, the Tampa, Fla., cigar manufacturer, passed through the city this week, being en route from Havana to factory headquarters. He made heavy purchases during this trip to Cuba and almost the entire cargo of the steamer on which he sailed belonged to him.

Enrique Henriquez, of the Erlich Mfg. Co., of Tampa, Fla., was a visitor of the week to the city.

The E. H. Gato Cigar Co. got in 500 bales of new crop leaf this week. A large force is still being maintained by this concern and heavy shipments are going out each week to the Pacific Coast.

There is still a large demand on at the Cortez Cigar Co.'s factory for the fine sizes of their popular "Hernan Cortez" brand.

Artuoro Artolozage, the genial manager of the big "Solace" factory, of George W. Nichols & Co., will leave next week for the Havana leaf markets, where he will be joined by Harry Nichols, of this company.

Ramon Quiros (Quiros Villazon y Ca.), of Tampa, Fla., spent a few days in the city this week.

Dr. John B. Maloney, Key West's hustling president of the Board of Trade, has extended a cordial invitation to President Wilson to visit here during his September trip to Colon, Panama.

INGLACITA.

Leaf Tobacco Importations.

For week ending July 25th:

	Bales.
Cortez Cigar Co.	184
Moreda & Co.	16
Total Bales	200
Withdrawals, Bales	305

For week ending August 2nd:

	Bales.
Martinez-Havana Co.	131
Havana-American Co.	310
Geo. W. Nichols & Co.	81
Mi Favorita Cigar Co.	30
Total Bales	552
Withdrawals, Bales	104

For week ending August 9th:

	Bales.
S. & F. Fleitas	13
Mi Favorita Cigar Co.	65
Cortez Cigar Co.	36
E. H. Gato Cigar Co.	504
Total Bales	618
Withdrawals, Bales	315

Shipments of Cigars From Key West for the Weeks Ending July 25, and August 2, Respectively.

	Cases
Brown News Co., San Francisco	1
Ratan Groc. Co., Waco, Tex.	1
C. N. Rhodes, Dallas, Tex.	2
Platten Tobacco Co., Dallas, Tex.	1
Simon & Salezstein, Dallas, Tex.	1
Glaner Bros., San Francisco, Cal.	1
Southwest Cig. Co., Dallas, Tex.	1
Ric Annel Pharmacy, Houston, Tex.	1
J. M. Loeb, Beaumont, Tex.	2
Henz Bros., Waco, Tex.	1
M. Burhardt, Austin, Tex.	1
I. Oppenheimer, San Antonio, Tex.	3
E. Ehrlein & Co., Dallas, Tex.	2
H. Laws Cigar Co., Ft. Worth, Tex.	2
Metzler Bros., Dallas, Tex.	3
C. D. Johnson, Galveston, Tex.	1
J. F. Primm & Co., El Paso, Tex.	1
S. Bachman & Co., San Francisco	32
J. M. Crook, Paris, Tex.	1
S. Goldstein, Austin, Tex.	1
J. Lowenstein & Son, Houston, Tex.	2
Sam Freund & Co., Waco, Tex.	4
M. A. Gunst & Co., Portland, Ore.	1
M. A. Gunst & Co., Los Angeles	1
M. A. Gunst & Co., San Francisco	1
Fred Barman & Bro., Los Angeles	3
U. Koen & Co., New Orleans, La.	2
Houston Drug Co., Houston, Tex.	2
H. Bercovich, San Francisco, Cal.	4
Skinner & Knecht, Los Angeles	1
Finley, Acker & Co., Phila., Pa.	3
Catalino Quillahi Cencis, Miami	1
A. B. Betancourt, Charleston, S. C.	1
Myers-Cox Co., Dubuque, Iowa	2
Hill Bros., Miami, Fla.	1
Jno. L. Fehr, Camden, N. J.	1
Chas. R. Wolf, New York, N. Y.	1
I. Ash, San Francisco, Cal.	1
H. H. Pinder, Orlando, Fla.	2
Chas. F. Dillon, Miami, Fla.	1
Parker Tob. Co., Providence, R. I.	1
Glaner Bros., San Francisco, Cal.	1
E. C. Frohin, Detroit, Mich.	1
Alex. W. Stuart, Lincoln, Neb.	1
H. Altreich & Co., E. St. Louis, Ill.	1
B. M. & E. Feibleman, Meredian, Miss.	1
Lilly, Dungan & Co., Baltimore	2
Cortez Cigar Co., Savannah, Ga.	1
I. & B. Moos Co., Cincinnati, O.	1
Rothenberg & Schloss, Kansas City	3
Metropolitan Cig. Co., Denver, Col.	2
Interstate News Co., Norfolk, Va.	1
F. C. Gardner & Co., Fargo, N. D.	1
Robt. Steele, Philadelphia, Pa.	1
Tava & Harris, Portland, Ore.	1
Montgomery Tob. Co., Montgomery, Ala.	1
Phillips-Travick Co., Nashv'e, Tenn.	1
Adams Drug Co., Birmingham, Ala.	1
E. B. Norton, Birmingham, Ala.	1
Gunn Drug Co., Birmingham, Ala.	1
J. L. Parker, Birmingham, Ala.	1
Dewberry Cig. Co., Birm'gham, Ala.	1
Wilson-White Co., Seattle, Wash.	1
Romig & New, Seattle, Wash.	1
Hart Cigar Co., Portland, Ore.	5
Gus. Kafker, St. Paul, Minn.	2
F. M. Altschul, Pine Bluffs, Ark.	1
R. D. Burnett Cig. Co., Birmingham, Ala.	1
Moore & Jones, Nashville, Tenn.	1
Cortez Cigar Co., Savannah, Ga.	5
Bingham Hotel Co., Phila., Pa.	1

Cigar Shipments by Mallory Steamship Line Via East and West Coasts of Florida.

	Cases
H. McLeod, Troy, Ala.	1
Lamar & Rankin, Atlanta, Ga.	6
Capital City Tob. Co., Atlanta, Ga.	2
Central Cigar Co., Memphis, Tenn.	2
Old Dominion Tob. Co., Norfolk, Va.	2
J. & B. Moos Co., Cincinnati, O.	1
Oppenheimer Cig. Co., Atlanta, Ga.	1
R. D. Burnett Cig. Co., Birmingham,	2
Southern Cig. Co., New Orleans, La.	3
Planter's Hotel, St. Louis, Mo.	1
Graham Bros., Springfield, O.	1
Glasser Bros., San Francisco, Cal.	1
Dallas Gross, Lake Charles, La.	1
Peregoy & Moore, Council Bluffs	1
D. E. Keares, Mullan, Idaho	1
Hart Cig. Co., Portland, Ore.	8
Bourg & New, Seattle, Wash.	1
Cortez Cigar Co., Savannah, Ga.	29
Frank Reilly, Pensacola, Fla.	1
Moore & Jones, Nashville, Tenn.	2
New Harvard Hotel, Baltimore, Md.	1
Union Hotel Co., Baltimore, Md.	2
A. K. Moore, Philadelphia, Pa.	1
Bingham Hotel, Philadelphia, Pa.	1
Grinsfelder Cig. Co., Spokane, Wash.	1
A. & H. Schmidt, Chicago, Ill.	1
Gunter's Hotel, San Antonio, Tex.	1
E. Seelig, Austin, Tex.	1
Beaumont Cig. Co., Beaumont, Tex.	2
Simon & Salistein, Dallas, Tex.	5
Max L. Block, Houston, Tex.	2
A. W. Friend, Ft. Worth, Tex.	1
Brown News Co., San Francisco	1
Chas. Myers & Co., New Orleans, La.	1
U. Koen & Co., New Orleans, La.	1
Vallioft & Dreux, New Orleans, La.	1
Patterson & Hoffman, Oklahoma City, Okla.	1
Sol. H. Cohn, Kansas City, Mo.	2
J. J. Gerig, Ocala, Fla.	1
Hill Bros., Miami, Fla.	1
C. T. Muchmore, Ocean City, N. J.	1
Tak Engler, Branard Station, N. Y.	1
J. T. Snyder, Buffalo, N. Y.	1
Chas. F. Dillon, Miami, Fla.	1
Max L. Bloom, Chicago, Ill.	1
Geo. Kemmer, Miami, Fla.	1

(Continued Bottom of Page 33.)

Patterson Brothers Open in Richmond

Long Honored Name Again Prominent—New Factory Just Opened—Board of Officers

FOLLOWING the announcement made in "The Tobacco World" some time ago, of the formation of the Patterson Bros. Tobacco Co., Inc., the company formally strated operation on the fifth of August in the factory building at Twenty-sixth and Main Streets.

Nearly all the members of the old original firm of R. A. Patterson Co., which was absorbed by the American Tobacco Co., are interested in the new corporation. The officers include M. C. Patterson, ex-vice-president of The American Tobacco Co., as president of the new company; James T. Patterson, vice-president; John Landstreet, vice-president; J. Stanford Hutcheson, who was formerly head of the Gordon Cigar and Cheroots Co. as vice-president and secretary, and F. D. Mason, treasurer. These gentlemen, with A. W. Patterson, L. Z. Morris and Henry Fairfax, comprise the board of directors. The firm has a cash capital of $250,000.

Their new factory has over 100,000 square feet of floor space and starts off with 250 hands, giving preference to white employees, and will turn out 10,000,000 pounds of smoking tobacco annually and 50,000,000 "Green Turtle" cheroots.

The company is planning to erect in the near future a new seven-story factory, close to the present plant.

Tobacco Hands for Albany

Due to the need for skilled labor, the Chamber of Commerce of Albany, N. Y., is planning an advertising campaign to induce laborers and their families to locate in that city.

Investigation shows that positions are open for almost 1200 people, with salaries ranging from $4 a week to $4 a day.

It is stated that when the new factory of the American Tobacco Co. opens in October it will need 500 female cigarmakers at from $9 to $15 a week, and about 300 female apprentices at $3 a week.

E. T. Coffin, secretary of the Chamber of Commerce, who has been investigating labor conditions in Albany, states that the majority of employers believe that there are plenty of working girls in Albany, but that they are unreliable.

Co-operative Cigar Stores Co., Louisville, Ky. Incorporated at Columbus, O. Capital, $5,000. The incorporators are: F. A. Gesell, L. E. Dyson and Hill Spalding.

"44's" in Chicago

THROUGHOUT the Middle West the "44" cigar is being widely displayed by distributors and dealers; salesmen report heavy sales and rapid growth of this company's business in that section.

The Henry Horner Co. are distributors for these goods in Chicago and adjacent territory and have made remarkable progress with the goods.

Window of The Henry Horner Co.

We illustrate above a recent window display of "44" cigars in their show windows which helped along big.

Two Cigar Shops Burglarized

BURGLARS have been particularly busy in New York and vicinity recently, and have shown especial attention to cigar stores.

On the ninth they broke into the United Cigar Store on Thirty-fourth Street, near the Waldorf, and pilfered the cases.

The day before, they struck the Coney Island branch of the Metropolitan Tobacco Co., at 1521 Mermaid Avenue. Here they rolled a heavy safe to the back of the store, ripped it open and got away with about $800 in cash and several hundred dollars in checks.

(Continued From Page 32.)

	Cases
J. Lowenstein & Son, Houston, Tex.	7
S. Bachman & Co., San Francisco	16
C. N. Rhodes, Galveston, Tex.	1
N. Bercovich, San Francisco, Cal.	3
M. A. Gunst & Co., San Francisco	2
Metzler Bros., Dallas, Tex.	5
Abe Frank, Austin, Tex.	2
Corpus Christi Book Co., Corpus Christi, Tex.	1
Metropolitan Cigar Co., Denver, Col.	1
Rothenberg & Schloss Co., Kansas City, Mo.	2
C. L. Grandin, Miami, Fla.	1
United Cigar Stores Co., New York,	22
Geo. W. Nichols & Co., New York,	20
Park & Tilford, New York	20
Martinez-Havana Co., New York	12
Austin, Nichols & Co., New York	11
E. H. Gato Cigar Co., New York	9
Acker, Merrall & Condit, New York,	9
Lowden & Co., New York	6
Ruy Lopez Ca., New York	3
H. F. Lyons, New York	2
Godfrey S. Mahn, New York	2
H. A. Beltz, New York	1
British-American Cigar Stores, New York	1
Mi Favorita Cig. Co., New York	1
National Cigar Stands Co., New York	1
A. E. Rameriz, New York	1
Mangels & Muller, New York	1
Chas. R. Wolf, New York	1
Shipment of Cigars From Key West For the Week Ending August 9th.	
Cortez Cigar Co., Savannah, Ga.	16
Godfrey S. Mahn, Philadelphia, Pa.,	1
J. & B. Moos Co., Cincinnati, O.	2
Old Dominion Tob. Co., Norfolk, Va.,	1
Capital City T. Co., Memphis, Tenn.,	1
Lilly, Dungan & Co., Balto., Md.,	4
Metropolitan Cig. Co., Denver, Col.,	2
Talbot & Foard, Anniston, Ala.	1
Kelly Cigar Co., Chattanooga, Tenn.,	1
Charles Perhall, Miami, Fla.	1
J. S. Pinkussohn Co., Jacksonville, Fla.	1
S. Goldstein, Austin, Tex.	2
S. Bachman & Co., San Francisco,	30
C. N. Rhode, Galveston, Tex.	2
Julius Trumkin, Salt Lake City	1
H. Bercovich, San Francisco, Cal.	2
U. Koen & Co., New Orleans, La.	1
Valloft & Dreux, New Orleans, La.,	2
Oberholtz & Poinsett, Kansas City, Mo.	2
Fred Barman & Bro., Los Angles,	2
M. A. Gunst & Co., San Francisco,	3
J. T. Smith, Dallas, Tex.	1
Elks' Club, Ft. Worth, Tex.	1
Martin Carey, Ft. Worth, Tex.	1
Walker-Moore Co., San Antonio	2
Southwest Cigar Co., Dallas, Tex.	6
Corpus Christi Groc. Co., Corpus Christi, Tex.	1
W. S. Proctor, Houston, Tex.	1
Metzler Bros., Dallas, Tex.	1
Max L. Block, Houston, Tex.	3
Sam Freund, Waco, Tex.	3
J. M. Loeb, Beaumont, Tex.	7
Brown News Co., Kansas City, Mo.,	1
Aufderheider & Son, Phila., Pa.	2
A. Ulrich, Philadelphia, Pa.	1
Geo. A. Berens & Co., N. Yakima, Wash.	1
Yakima Groc. Co., Yakima, Wash.,	1
Winstanley & Blankenship, Olympia, Wash.	1
E. J. Bose & Co., Tacoma, Wash.	2
Hart Cigar Co., Portland, Ore.	5
Girtman Bros., Pendleton, Ore.	1
Lewiston Merc. Co., Lewiston, Idaho,	1
C. B. Lowenson, Butte, Mont.	5
Spurlock-Neal Co., Nashville, Tenn.,	1
Stark & Hawkins, Toledo, O.	1
Mitchell, Fletcher & Co., Philadelphia, Pa.	2
A. D. Burnett Co., Birmingh., Ala.,	2
Bert & Pennell, Chicago, Ill.	1
Moore & Jones, Nashville, Tenn.	1
Park & Tilford, New York, N. Y.	26
Corpus Christi Groc. Co., Corpus Christi, Tex.	14
Martinez-Havana Co., New York	12
Geo. W. Nichols & Co., New York,	10
Austin, Nichols & Co., New York,	9
G. S. Nichols & Co., New York	6
M. A. Gunst, New York	5
E. H. Gato Cigar Co., New York,	5
Lowden & Co., New York	4
Gwynn-Strauss Co., New York	3
Godfrey S. Mahn, New York	1
National Cigar Stands Co., New York	1
Acker, Merrall & Condit, New York,	1
Ruy Lopez Ca., New York	1
Havana-American Co., New York	1

Detroit

Plans for a "Home-Made Week" Settled—New Statler Hotel Started—Factories Still Rushed—Vacationists

DETROIT, MICH., August 12.

WE are hearing a lot these days about money being stringent, poor business, etc., but no one would gather this opinion were he to visit Detroit at the present time and notice the wonderful activity of its various industries. This refers also to the cigar manufacturers who are all enjoying the largest and best business since their existence.

The number of cigar manufacturers in the First District of Michigan during the month of July was 26,705,786, as compared with 25,095,880 the same month a year ago. To make these cigars 2,612,218 pounds of tobacco were used as against 2,075,822 a year ago.

John T. Woodhouse and wife (recently married a second time) returned from their honeymoon trip to Europe on August 4 after spending a few days in New York City. Mr. Woodhouse never looked better in his life. He said he thoroughly enjoyed the countries across the Atlantic, but that American soil for his every time.

A. P. Anderson, formerly with the Scotten & Dillon Tobacco Co., of Detroit, has accepted a position as traveling salesman for the Worden Grocery Co., of Grand Rapids.

Albert Worch, of the Wayne Cigar Co., of Detroit, has returned from a ten days' motor trip to Chicago. Mr. Worch said he made the trip both ways without a single puncture. That's some record.

A new 5-cent cigar under the name of "Little Dutch Masters" is being pushed in Western Michigan by the G. J. Johnson Cigar Co. It is particularly strong in Lowell, which is the former and boyhood home of Mr. Johnson.

After spending a week in Chicago with his wife, Harley Davidson is back at his job at the Hotel Cadillac cigar stand.

Archie Hiscott is now with Lloyd Stradley, agent here for the Gene-Vall Co. Archie is pushing the "Aloma" cigar. He recently resigned as salesman for the "Sir Rahmas" cigar.

The Detroit Board of Commerce is now very active in arranging plans for "Home-Made" week, which takes place in September. The merchants operating retail stores in the territory from Broadway to Washington Boulevard, and from Jefferson to Henry Streets, have donated their windows for this week and will allow manufacturers to make any sort of a display they wish to. The idea is to have as many manufacturers as possible have some part of their factory in the windows, showing same in actual operation. It is very likely that the cigar manufacturers will have a reproduction of their plants, showing the various processes of making a cigar. Those interviewed on the matter are very much in favor of making an exhibition. Herbert Weil, secretary of the San Telmo Cigar Manufacturing Co., is a member of the committee on arrangements.

The store formerly conducted at 242 Woodward by William Layng, has been taken over by John Stilwell for the sum of about $300.

C. J. Morse, of Greenville, Mich., has started a retail cigar store. Mr. Morse now manufactures cigars.

Melbert Merhed succeeds James Woodward as manager of the Post Tavern cigar stand in Battle Creek. Mr. Merhed was formerly manager of this stand, having resigned several years ago. He is receiving the glad hand on all sides, and his friends are very pleased to see him "back of the counter" again.

Some people have been thinking that it was only a rumor that E. M. Statler would erect a hotel in Detroit. However, all doubts were cast aside when contractors began excavating on the property the first day of August. Mr. Statler is hoping to have the hotel completed by the first of next June. It is a positive fact that five large national conventions kept away from Detroit this year simply because they could not get proper hotel accommodations.

It has also been announced that L. W. Tuller, proprietor of the Tuller Hotel, will erect an addition to his establishment to contain 600 rooms, work to start very shortly.

Now the question comes up—will the Postal Hotel Co. erect a hotel, as it announced, at the corner of Wayne and Lafayette Streets? It looks as if they were in earnest as notice to vacate has been given the Ambos Cigar Co. at 123 Wayne Street, who recently moved into that location on a month to month lease.

On August 1 the Cleenewerck Cigar Co., of Kalamazoo, opened a branch in Battle Creek under the management of George W. Longwell, who formerly managed one of the company's stores in Kalamazoo. The Battle Creek store has been handsomely decorated in mahogany and plate glass cases installed. In addition a large scoreboard has been erected on the outside of the building for the benefit of baseball fans, and every day the store is the Mecca for all the "bugs" in town. On the opening day souvenirs were given with every purchase of 50 cents or over. The Detroit Golf Club is managed by Frank McGregor, who was formerly connected with the Hotel Ponchartrain.

L. B. McKittrick, sales manager of the Melachrino Co., was in Detroit on August 7 in the interests of the campaign to be started here on "Royal Nester" cigarettes. While in the city he made a visit to the home of Hine Kuhn, Cleveland representative for the company, who had an operation that day for tuberculosis of the ankle bone. The operation proved successful and Mr. Kuhn hopes to be back at his work in a few weeks. Mr. McKittrick called on the leading retailers and jobbers, and was accompanied by his Detroit representative, Mr. Casey.

Postal cards from Oscar Rosenberger indicate that he is having a very pleasant journey in Europe. Most of his time will be spent in different parts of Germany.

Joe Snyder ran over here the first of the month and announced that he soon hoped to open at least two more stores. Mr. Snyder was in Toledo during the celebrating of Perry's Centennial. He has seven branches in that city, all of which are doing nicely.

Eugene Beck and wife spent a few days in Detroit on their way to the western part of Michigan. Mr. Beck is touring in his automobile, and stops wherever he finds a nice inland lake, and goes fishing. Mr. Beck is with Bachia Co. and is making a pleasure as well as business trip.

Fred Davis, who resides in Pontiac, is home after an extended vacation and will again take to the road about the first week in September. Mr. Davis sells the "Pinzon" cigar.

George De Forrest, of Detroit, who sells the "El Palencia" cigar, has left for Old Orchard Beach in Maine, where he will spend the balance of the summer. He was accompanied by his wife.

Bill Gorman and Mr. Winter, with the Harned-Hewitt Co. of Toledo, were here recently in the interests of the "El Sidelo" cigar.

Ed Hasley, manager of the cigar stand in the Railway Exchange Building in Chicago, has been spending a few days in Detroit with relatives.

New cigar cases have been installed in the new grill room in the basement of the Hotel Ponchartrain. A complete line of cigars will hereafter be carried in the basement, being supplied from the main stand on the first floor.

With the opening of all three burlesque houses in Detroit, there will be the usual demand for cigars and cigarettes. Every house will be opened by the 18th.

M. A. Shaw has purchased a half interest in the Hotel Hoffman, at the corner of Woodward and Sibley Streets, and will manage it. In the fall he plans on a number of important changes and will in all probability have an addition built. Mr. Shaw was formerly manager of the Tuller Hotel and for a while managed the Griswold House. He has many friends, and is very popular among the traveling public. The Hotel Hoffman is well situated and has a nice cigar business.

Cigar and cigarette salesmen who have returned recently from the Northern summer resorts of Michigan report that these places are having an enormous business, the largest in their history, and that the sales of cigars and cigarettes are very good.

The cigar store at 116 Lincoln Avenue, Kalamazoo, was recently broken into and a considerable quantity of smoking material taken. Entrance was made by breaking a glass in the window.

Grand Rapids is having a good business on account of many state conventions which are meeting there and which will continue to do so the balance of the month. August will be the biggest month for conventions that that city has had in many years.

Kalamazoo enjoyed a very prosperous week from August 4 to 9 owing to the Grand Circuit races being held there. Over 1000 visitors were in the Celery City for this event. The meeting will follow the week of the 16th in Detroit.

On July 25, the day that Governor Ferris called out the State troops to go to the Copper Country to protect property from any possible destruction, Solomon Cohen, cigar dealer in Jackson, recalled to mind that it was 40 years ago that very day when he was a member of the State Militia that he was called to the same part of the world and for exactly the same purpose. At that time, John J. Bagley, of Detroit, and founder of the Bagley Tobacco Co. was Governor of the State.

The Hemmeter Cigar Co., of Detroit, is the only cigar factory in the city capitalized at a million dollars. It is reported that the Hemmeter Co. now pays a profit of over $100,000 per year. Most of the stock is held by Mr. John P. Hemmeter. He left August 9 on the Rotterdam for Europe, to be gone about six weeks.

Damage to the extent of $2500 was recently done to the cigar factory of the Lagora Fee Cigar Co., on East Jefferson Avenue.

Charles La Fond will be back in a few days from his trip to Manitou Island, Mich., where he has been spending several weeks.

William Lichtig, manager of the Porter Street branch of the Lillies Cigar Co., has returned from a boat trip to Duluth and Mackinaw Island.

Edward Lichtig, salesman for Philip Morris cigarettes, is back from a trip to Toledo and Indianapolis. In Toledo he was met by Ben Block, manager for this section of the country for Philip Morris cigarettes.

Mr. Bunting, of the Superior Cigar Co., left August 9 with the Detroit Knight Templars for Denver to participate in the triennial conclave. Before returning Mr. Bunting will probably make a trip to Yellowstone Park.

A movement is on foot among the city and county officials in Kalamazoo to have a tax imposed on dealers in the Celery City who sell cigarettes. "I believe that such a tax should be imposed not alone on cigarettes, but upon all tobacco," said one of the officials recently." Cigar and tobacco dealers should be bonded in the same manner that the saloonists are obliged to pay an annual tax. A tax, not too heavy, yet stringent enough to insure the enforcement of the law should be imposed." Dealers in Kalamazoo are not expressing any opinion on the matter as they do not believe that such a law will become effective.

Homer R. Bradfield, formerly salesman for the Woodhouse Co. of Grand Rapids, has resigned and engaged in the produce business in a small way in Traverse City.

P. C. Payette, manager of the Grand Rapids branch of the Woodhouse Co., has been spending the week in Saginaw playing golf in connection with the annual State Tournament. While Mr. Payette did not break any records, he was well up the list for leading percentages.

Fire recently attacked the wholesale tobacco establishment of the Lagora-Fee Co., located near Randolph Street and Jefferson Avenue, Detroit, Mich. Before the flames could be controlled the entire stock of goods on the first floor were damaged. While no accurate estimate of the loss was given by the owner, firemen placed the loss at upwards of $2000.

A. J. McPherson, representative of the Bagley Tobacco Co. of Detroit, has been working the outside cities on a new brand of smoking tobacco called the "Red Belt." Samples have been placed in the leading stores to give to pipe smokers.

A house to house canvasser of cigars was recently arrested in Saginaw for failing to have a license. Saginaw has an "itinerant vendor" law which requires that any one selling goods at retail who is not located in the city must take out a license. This is a good protection to the merchants who are established in business and have rents to pay.

H. Burmeister, a former cigar manufacturer of Oxford, has taken up his residence in Fenton, and may re-engage in the cigar manufacturing business.

Jules Marquzee was in town on the 7th on a flying trip.

The Oppenheimer Cigar store in Battle Creek is headquarters for the Southern League baseball games.

Albert Tatum, formerly with the Spaulding cigar store, on South Jefferson Street, Battle Creek, has resigned and accepted a position with the Cleenewerck Co., and will be assistant to Mr. Longwell.

E. M. Harris Co., of Detroit, is again featuring "Flor de Jeitles" cigars with big success.

E. R. Donavas has engaged in the cigar manufacturing business in Merrill, Mich.

I. Hammer was in town practically all week in connection with "Julia Marlowe" cigars. He says that brother Mort, who sells the "Lucius" cigar, is fishing in Wisconsin.

Ed Heineman, manager of the cigar stand at O'Brien & Co., returned August 8 from a ten days' vacation which he spent at Burr Oak, Mich., his former home. Ed said he had the best time of his life breathing the fresh air and fishing, boating and swimming.

Best & Russell are pushing the "Robert Burns" cigar very strong in this territory, with the result that the public is taking to it very liberally. The company's store at the corner of Woodward and Jefferson Avenues, reports a big sale on this brand.

The Robinson cigar store on West Grand River had a most attractive display the first week in August on the "New Bachelor" cigar. This is getting to be one of the best sellers in Detroit among the popular-priced cigars.

The "San Felice" cigar in Detroit and surrounding territory, handled by the cigar department of Lee & Cady, is more than holding its own. There is hardly a barber shop, to say nothing of the legitimate cigar stores, where the "San Felice" is not carried.

Nate Hart, on West Grand River Avenue, recently gave an entire window to advertising matter regarding "Piedmont" cigarettes. In the past six months this brand of cigarettes has taken a big jump.

The "La Rente" cigar is being featured this week by Cottington's on Griswold Street.

AL U. THORNBURG.

Brudno Company Locates in Ashtabula

WITH a lease on two buildings in Bridge Street, Ashtabula, O., the Brudno Cigar Co., formerly of Cleveland, opened for business on August 4. While they will only employ from 50 to 100 hands at the outset, it is expected that before the year has run its course this number will be increased to between 200 and 300.

The Brudno Company are well-known manufacturers of cigars and stogies. They are an established wholesale house, shipping to practically all the big cities of the country. Their production is said to be sold months ahead, and it was due to the scarcity of help, necessary for the fulfilment of large orders, that caused the firm to leave Cleveland.

Horner Company Want Fair Rates

IT is stated that Attorney R. O. Bauman, of Dayton, O., is pressing a complaint against the Pennsylvania Railroad Co. before the Public Service Commission, on behalf of the Horner Tobacco Co.

It is alleged by the plaintiff that no through rates are offered the Horner Company on tobacco between the company's warehouses at Gettysburg, Barnesville and Belmont; that the rates are discriminatory, and that as a result the company is placed at a disadvantage in trying to compete with Cincinnati houses.

Tampa

Some Factories Very Busy, Others Quite Slack—Several Manufacturers Off to Havana—A. M. Goehring's Coup

TAMPA, FLA., August 11.

BUSINESS with our manufacturers continues variable. While some of them are rushed to the limit, others report very few orders on hand, but there is a general feeling that within a few weeks from now the entire summer dullness should have taken wings, and all factories should have the regular complements of cigar makers seated.

Mortimer Regensburg, whose presence here was noted in our last letter, only stayed four days and then sailed for Havana. He expects to return in about three weeks.

R. Marsicano, who makes the "O-K" brand here, returned a few days ago from a month's trip through Southern Georgia and Northern Florida, where his brands are quite popular. He says that he did well.

Edward Wodiska, of Corral Y. Wodiska, has completed his work at the factory, and once again is headed for the Western territory. He left here the first of the month en route to New Orleans.

The Julia Marlowe factory is crowded to the limit with orders, sufficient to keep them running full handed until next February at least. It is quite possible that ere long they will have to get new quarters.

Fred James, who planned the Cuesta-Rey warehouse in Havana, tells me that work is progressing nicely over there and that the Cuban contractors are busy putting up the brick and concrete walls, having finished the entire steel work. The warehouse is located on Belascoain Street, and will be a model warehouse when completed. Cuesta-Rey are rushed to the limit at their factory in West Tampa, and have had to use another floor to accommodate a large number of additional cigar makers.

There will be an examination here on August 16 for positions under the Civil Service in the Internal Revenue Department.

Frank R. Diaz sailed last Thursday on the P. & O. for a ten days' stay in Havana. V. Guerra, Diaz & Co. have been having a splendid run on "La Mega" for sixty days past, and Mr. Diaz will have to make his leaf purchases in Havana, heavy.

Estanislao Lanza, one of the best known members of the Spanish colony here, died on Thursday, August 7, aged 43 years. Mr. Lanza originally came to Tampa as a cigarmaker, but in recent years has been interested in real estate and banking. He was a prominent Mason and a member of the Spanish Club.

He fought actively in the cause of the strikers in 1911, and was among the dozen men deported at that time. He returned to Tampa after the strike was over.

Jose Arango, of the Havana-American Co., sailed on last Thursday's steamer for Havana, where he will stay for possibly six weeks.

Ed Leonard, the buck-eye cigar maker on Taliafero Street, was arrested here last week with his wife for working a badger game, and they are now on trial.

J. W. McLaughlin, Pittsburgh, has been in this city during the past week.

The Lozano factory has its usual number of cigarmakers seated, and plenty of orders to keep them busy.

A. M. Goehring, of the Tampa-Cuba Cigar Co., has planned to pull over a concerted display of their goods in the show windows of 2000 cigar stores all over the country during the next two weeks. It will be the biggest boost along this line that any factory ever received.

PERFECTO.

Who Slipped This Over?

United Cigar Stores in Waterbury, Conn., have recently received communications from their general offices calling their attention to a law said to have become effective on August 1, requiring all stores in the state to be closed on Sundays and no goods of any kind sold. The managers, having received their orders from headquarters, are carrying them out.

Meanwhile, some one inquired of Prosecuting Attorney James M. Lynch, who incidentally was a representative in the last session of the legislature, as to the law and its requirements. The prosecutor says that according to an old "Blue Law" it is really illegal for any store to remain open on Sunday.

But former Representative Lynch adds, "So far as I know, no law was passed recently relating to the closing of stores on Sunday, although it is possible that a joker of some sort may have been introduced. If there was I know nothing of it."

Kind of hard on the former representative if the law really was passed.

Pittsburgh

Midsummer Trade Well Maintained—Many Salesmen in Town—Cigarette Crews at Work

PITTSBURGH, August 11.

BUSINESS in Pittsburgh for the last two weeks has been very good. Better than ever before for this time of the year.

F. B. Harrower, of the Penn Tobacco Co., Wilkes-Barre, Pa., is showing a great increase on "Penco" in this territory. Has quite a few window displays and distributing samples.

H. Doyster, of Siller-Narten-Barnes, reports big business in the eastern part of the state on "Charter" and "El Roi Tan" cigars.

A. R. Clark, formerly of Philadelphia, is now in charge of the "Zubelda" cigarettes. The "Zubelda" crew are showing good results. They are now featuring a large size rug.

L. B. McKittrick, of the Products Co., was in town this week in the interest of "Royal Nestor" cigarettes. They contain a Fourth Century rug, and 'tis silk.

M. J. Powers is now featuring "Plantista" cigars from 5 to 15 cents. These cigars are Union made and are among the best advertised cigars in Pittsburgh.

Victor R. Newman, of Larus Bros., Richmond, Va., was in town for three weeks selling "Edgeworth" and "Qboid" tobaccos. Having quite a success.

Mr. Lefevre, of the G. W. Faber Co., New York, importers of Havana cigars, was in town this week.

C. W. Staples, Park & Tilford, New York, was in the city this week in the interest of "Mi Favorita" cigars.

Jack Planco, of the El Planco Cigar Co., was in town this week.

Mrs. C. A. Gibbs and son are sojourning in Atlantic City.

A. J. McBlair, of M. Perez Co., New York, was in the city this week in the interest of "Tuval" cigars.

Mr. Hackett, of the Union Restaurant, is going away on his vacation. This restaurant caters to the best people in Pittsburgh, and carry a full line of clear Havana and imported cigars.

A. L. Kidner, Penn and Highland Avenues, is featuring the F. Garcia & Son's cigars. Has a nice window display on this brand. Mr. Kidner, at the present, is on his vacation.

R. J. Dalzell, Penn Avenue, has a very nice window display of City Club tobacco.

A. W. Thielman, of the Hotel Newell cigar stand, is on his vacation. Gene Puhl is now in charge of this stand.

W. W. Nesbit, of Stanton and Negley Avenues, is having a great sale on "Tuval" cigars.

W. J. Smith, who has the cigar stand at Sauer's Tavern, North Side, is enjoying good business. Mr. Smith handles the following well-known brands: "El Verso," "Roig," "Tuval" in several sizes "Webster," "El Roi Tan," "Preferencia," and a big line of imported cigars and stogies.

C. H. Heath, of the El Draco Cigar Mfg. Co., was here for a few days in the interest of the "Stratford" cigar, one of Philadelphia's prides.

F. J. Kuglan, of the Felsenfield Cigar Co., Baltimore, selling "El Perduso" cigars.

Ben L. Heine on his way east has been on the road since June 3. Trade very good. He represents Louis Ash & Co., New York City.

J. B. Annis, representing Solo Cigar Co., Porto Rico and New York, was a recent visitor.

Mr. Connors was here for a few days representing F. Garcia & Bros., of Tampa.

A. J. F.

A Klauber-Wangenheim Star

J. B. Bonhaus.

There are plenty of salesmen in the tobacco industry who have, and who are making good in a small way; the really valuable ones are those who do things big and keep their work up to a high mark.

J. B. Bonhaus, of the well-known distributing firm of Klauber-Wangenheim Co., Los Angeles, Cal., has made a reputation as a salesman who believes in going after big business and getting away with it. Eight years of indefatigable effort, to increase the sales of his house, have proven that he has not labored in vain.

He labors untiringly to get the best out of any line of goods that the house may see fit to place in his hands for results, and he always proves his ability by not disappointing them.

NEW YORK SMOKERS STRIKE BACK

Petitions to Show the Public Service Commission True Facts in the Case

IN all their places of business in New York City the United Cigar Stores Co. have placed petitions to give the smoker an opportunity to express his honest opinion regarding the right to smoke on street cars in New York City.

Owing to the protests emanating from one Doctor Pease, and others who needed his encouragement, the question of smoking on the cars has been discussed very much at length in New York. The Public Service Commission has taken a hand and felt called upon to at least enforce rigidly all present rules, and in addition, to abolish smoking on the rear seats of the convertible cars.

In the United Cigar Stores, a placard above the petition calls attention to the fact that the Public Service Commission has been informed that the majority of people do not want smoking on the cars. The petition offers an opportunity for an honest expression, but the clerks in the stores will not discuss the matter nor will they encourage any one to sign.

Despite this attitude, smokers to the number of more than six hundred signed, in one day, a petition in the United Cigar Store at 110th Street and Broadway.

The general petition reads:

The Right to Smoke

Do your part to protect your right to smoke on public conveyances by signing the petition in this store. More people want to smoke than want to stop it. Show the Public Service Commission how many more.

Do not sign this petition unless you are a voter in this city and are uninfluenced by any other consideration but your honest desire to be convenienced in the matter of smoking.

To Hon. William R. Wilcox, chairman, New York Public Service Commission, for the First District, 154 Nassau Street, New York City.

We, the undersigned citizens of the State of New York, are in favor of the operation of smoking cars, or cars having smoking departments on all surface and elevated lines of transportation in the City of New York, on the ground that thereby a great majority of the public will be afforded a privilege to which, by reason of their number, they have a right. We respectfully request your honorable body to take this petition under consideration, and to issue such order in compliance with our request as will satisfy what we believe to be a public demand.

Name. Address.

Doctor Pease has had considerable advertisement out of his campaign, but at that, it may result in the smokers getting more privileges than they have had before. Under the pseudonym of "Annette," the doctor is accused of writing letters to the daily papers, damning smokers and hanging halos on himself.

It is quite evident that Doctor Pease worships the memory of James the First, of England, much as did Swinburne when the latter exclaimed: "James the First was a knave, a tyrant, a fool, a liar, a coward; but I love him, I worship him, because he slit the throat of that filthy blackguard Raleigh, who invented this filthy smoking."

Prizes at Texas Fair for Best Tobacco

To encourage the tobacco industry in the State of Texas, the management of the Texas State Fair, to be held in Dallas this fall, is offering a prize for the best six stalks of Texas-grown tobacco, and also another prize for the best fifty cigars made from Texas tobacco.

To the individual or company making the best and largest display of manufactured tobacco—Texas raised—showing different stages from leaf to plug, twist, cigars, etc., the management will award a handsome diploma.

San Francisco

Wholesale Tobacconists Organize—"Edens" Being Exploited Here—New Stores Opening Up—General Conditions Promising

SAN FRANCISCO, August 8.

THE cool weather in the city and the opening of the schools in the Bay cities are serving to bring the vacation season to a close and to cause a resumption of fall activity in many lines. The retail trade of the city shows some improvement this week, and indications are for more life locally than for some time. In the country, however, trade is a little slack. Travelers in the warmer part of the Coast note a disposition on the part of dealers to delay orders and to keep stocks at a low point. The hot weather in some interior points dries out cigars rapidly, and dealers have learned to keep stocks low for that reason.

The money situation is still the all important one; and the immediate future of the trade is believed to be largely dependent on the eastern financial developments of the next month or so. The failures in the trade are so far small and unimportant, and as neither buyers nor sellers are disposed to speculate on the future, the outlook in this regard is excellent. Collections are slow, but are improving rather than otherwise.

The San Francisco and Bay counties tobacco jobbers got together last week and organized as The San Francisco and Oakland Wholesale Tobacconists' Association. At a meeting held at the Mint Restaurant, officers were elected as follows: President, B. H. Pendleton, of Horn & Co.; Secretary, M. Glaser, of Glaser Bros., 621 Montgomery Street; and Executive Committee, B. H. Pendleton, M. Glaser and Charles Besthorn. The organization is expected to serve a useful purpose in promoting the welfare of the wholesale end of the trade.

George P. Lauinger, Secretary of Tillmann & Bendel, wholesale grocers and tobacconists, and distributors of Sanchez & Haya cigars in this territory, has returned from an eastern trip of several months' duration. He put in considerable time with eastern manufacturers of the lines carried by the house.

The opening of new stores is a favorable symptom of the present time. A considerable number of small stands have recently been opened, and several of larger size are to be noted. On August 1, Samuel Newmark, who was formerly in business on Pine Street near Montgomery, took charge of a new store on Pine Street near Sansome, in a location which was formerly one of the best known down town stores in the city. Mr. Newmark will carry a full line of cigars and tobaccos, but will specialize on the "El Sidelo" line of the Samuel I. Davis Co. Max Propper, who was formerly at 451 Market Street, has now opened a store on Market Street down near the water front. A number of new hotels have recently opened on lower Market Street, and Mr. Propper thinks he will be in line for a good portion of this hotel trade.

M. A. Gunst & Co. are having a good run of business for this time of year. Their shipments of Manila goods continue to come in regularly, and are passed out into the retail trade as regularly. Julius Unger, the head of the M. A. Gunst & Co. business in Honolulu, is still in San Francisco. Herman Walter, who has been on a mission to Tampa and elsewhere in the east, is back after an absence of several weeks. He spent a large part of his time at the Van Dyke factory, where he learned a lot about good cigars.

A number of new things are being featured this week, and a lot of new work is being done on well established lines. The "Muriel," a new seed and Havana line of cigars, is now being introduced to the San Francisco trade by S. Bachman & Co., who are assisting their salesmen by means of a lively newspaper advertising campaign. Tillmann & Bendel report good results from their extensive advertising of the Sanchez & Haya. H. L. Judell & Co. are also introducing their new Standard size of the "Flor de Moss," the first shipment of which came in a few days since. Another new cigar line in this territory is the "Eden" brand, manufactured by Calixto Lopez & Co., of Havana. This line will be placed next month by Arthur Meyer of this city, whose name has long been connected with the distribution of the Bustillo Bros. & Diaz cigars in this territory. The distribution will be made through Michalitschke Bros. & Co., California Street, who are also the distributors of the "Henry the Fourth" line of Bustillo Bros. & Diaz. Joseph Michalitschke Bros. & Co., head of the distributing house, is now enjoying his annual vacation in Contra Costa County.

Edward Wolf, of the Edward Wolf Co., distributors in this territory of the "Royal Nestor" line of cigarettes, is now waiting for the new supply of "Royal Nestors." He is all sold out, and needs more goods badly. The "Royal Nestor" line of cigarettes will hereafter be carried by all the "Melachrino" salesmen in this territory. Mr. Wolf finds that business, while not rushing, is improving. He has had a good run on "Don Antonios," and is now sold out on nearly all sizes. He is expecting a new supply in a few days, and will then put his salesmen at work in real earnest on the fall campaign. There is also an improvement in the demand for Manilas in both the "Insular" and the "Prueba" lines. New supplies of both brands are due in a few days.

A. D. Meckelburg has leased a store at 1077 Market Street, at which location he will soon open a cigar store.

Charles Fisher has bought out the cigar store of F. Dalton, at 138 East Street, San Francisco.

H. H. Manley, San Francisco representative of the American Cigar Co., is now in Portland and other northern points doing active work for the company's goods.

Arnold Pollak, the veteran cigar broker of this city, with offices in the Merchants' Exchange Building, reports the receipt of a gold medal from the New York Eighth Regiment Veteran Association for good service during the years from 1867 to 1874.

E. B. Gaze, traveling representative of Chas. S. Morris & Co., is now visiting the trade in and about Seattle, where he is reported to be taking a lot of orders for the "La Integridad" line, of Chas. S. Morris & Co.

I. Danziger, the California Street broker, has about completed his work in this city, and will soon be thinking about doing a little fall work for his lines in the outlying towns. He is well pleased with the improved outlook for Manila business during the second half of the year. He finds that the demand for his Manila lines has improved materially during the last few weeks.

ALLEN.

Patents of Interest to Tobacconists

1,046,383, smoking pipe, W. H. Galvin, Omaha, Neb.

1,046,396, cigarette holder, A. S. MacLellan, Alameda, Cal.

1,046,994, device for removing gum from cutters of tobacco stripping machine, M. Deiler, Newark, N. J.

1,046,643, device for providing cigarette paper with mouth-piece materials, E. Quester, Cologne, Lindenthal, Germany.

1,047,175, tobacco cutter, L. L. Cooper, Santa Rita, Cal.

1,047,269, plug tobacco box, B. F. Miller, Oxnard, Cal.

1,047,577, tobacco pipe, F. R. Schumacher, Chicago, Ill.

1,047,718, match box, H. P. Stewart, Grand Rapids, Mich.

1,047,468, game device, B. G. Ward, Jersey City, N. J.

1,049,225, combined cigarette box and match holder, H. A. Griffin, Rocky Mount, N. C.

1,049,148, match box, L. H. Rhoades, Roseburg, Ore.

1,048,285, match-box holder, A. Brand, Washington, D. C.

1,048,402, combination match safe, A. C. Ford, Helena, Mont.

1,049,440, smoking pipe, C. R. Banks, Fruitvale, Cal.

1,049,445, cigar clippers, E. Bright, Morris, Ill.

1,050,005, magazine smoking pipe, J. W. Crume, Stillwater, Okla.

1,049,824, tobacco pipe, J. E. Dowling, Little Rock, Wash.

1,049,788, match box, F. Williams, Bakersfield, Cal.

1,051,995, apparatus for making cigar bunches, S. I. Prescott, New York, N. Y.

1,051,447, tipping attachment for cigarette machines, C. J. Ragona, New York, N. Y.

Labels.

16,763, "Select Blend" (for cigars), A. C. Henschel & Co., Chicago, Illinois.

16,721, "Joe Houghton Cigars" (for cigars), M. J. Dodge, Rochester, N. Y.

16,701, "A Pickle" (for cigars), E. E. E. Holipeter, Detroit, Mich.

16,675-76, "Superior Cigars" (for cigars), American Lithographic Co., New York, N. Y.

16,686, "Judge Case" (for cigars), A. C. Henschel & Co., Chicago, Illinois.

16,699, "King" (for cigars), J. G. Usner & Son, Rothsville, Pa.

Designs.

43,388-90, cigar band, E. Steffens, Jr., Rutherford, N. J.

43,450, device for tamping tobacco in pipe bowls, W. L. Robertshaw, Lawrence, Mass.

Prints.

3,180, "Mail Pouch" (for tobacco), Bloch Bros. Tobacco Co., Wheeling, W. Va.

Copies of above patents may be obtained for 15 cents each, by addressing John A. Saul, Solicitor of Patents, Fendal Building, Washington, D. C.

Underweighing Frauds in England

APPARENTLY, you can get away with more in England that you can in the United States. Reports from London allege that a bonded warehouse, the name of which has been withheld, has for years been defrauding the government by systematically underweighing tobacco. Arrearages which this warehouse offered to make up from April, 1904, are said to have amounted to $131,685, which the government recovered. However, now some one insinuates that the losses were much greater than the above sum. If one remembers correctly, the falsifiers of sugar weights, in this country, were severely punished. In England, it is said that they were transferred without loss of pay, while the importers escaped unscathed.

LEAF TOBACCO MARKET

Pennsylvania Leaf Production Will Fall Below Average—Kentucky Acreage Shows Some Decrease—Connecticut Tobacco Looks to be Finest in Years

PENNSYLVANIA.

LANCASTER, PA.

Under any circumstances the tobacco crop of Lancaster County is bound to be an uneven one, due partly to lack of cultivation and also to the reduced acreage as well. Conditions in the local leaf market are far from satisfactory. The outlook for prices, from the growers' viewpoint, is not very hopeful and packers predict that the crop will be sold under 10 cents.

In many of the fields the plants appear backward and do not seem to have taken to the soil. Good weather this month may cause the crop to turn out to be all that has been hoped for it, but the probabilities are that there will be some disappointments. The crops in soft, sandy soil appear to have the edge on the plants that are attaining maturity in the heavier earth.

Recent storms did damage in the vicinity of Ephrata. At Reamstown, a large tobacco shed, 72 feet by 36 feet, was demolished. A tobacco shed on Elias Mohler's farm lost its roof. On the farm of Dr. J. F. Mentzer, a large tobacco shed was lifted from its foundations and badly twisted.

Hail stones said to be the size of hickory nuts, fell in large quantities during the storm, riddling the tobacco and corn. In some places the hail made almost valueless the tobacco crop.

It is noteworthy that the Havana this year appears quite superior to the seed leaf, and those growers who made Havana their choice will apparently profit by their judgment.

YORK, PA.

Due to the late planting and backward spring, present indications are that the tobacco production in this part of the country will fall below the average of the past ten years. As the farmers in this section have planted only about half the acreage of last year, at the best, the production will not be more than half of the 1912 amount. The low prices of last year discouraged many growers from putting in their usual acreage of tobacco.

Lee Stoner, Harry Hake and Harvey Deitz, at Hallam, have prospects for fair crops. In general, however, the tobacco crop will be small.

The planting of Havana leaf tobacco in this vicinity has for the past ten years been very small. This year, however, the planting exceeds that of any other. Green worms and cut worms have damaged the leaves to some extent.

The leaf trade is dull at this time, due probably to the fact that many of the packers are taking vacations and short excursions at this time of the year.

The cigar industry shows strength and activity. The factories are working to their capacities with a full quota of employes.

KENTUCKY DISTRICT

LOUISVILLE, KY.

During the past week there has been an increase in the amount of burley offered in the local market. For the old crops, and for the 1912 product the market was stronger and prices seemed inclined to be higher. For everything in the way of burley, and especially for fillery grades, a general demand seems to exist.

A majority of the burley counties show a decrease in acreage, and, as the planting for this year's crops is said to be not more than 80 per cent. of the 1912 acreage, it is easily seen that every pound of tobacco will be in demand. It is estimated by some that the shortage will exceed 40,000,000 pounds, while others place it as high as 60,000,000 pounds.

There is a marked falling off of the acreage in the Green River and stemming districts. The districts of Clarksville and Hopkinsville indicate only an 80 per cent. crop compared with last year. Warren County and the five counties grouped about it considered as the one-sucker district, is said to have an acreage this year of only 65 to 70 per cent. of last year's growth.

In Hopkinsville the market is quiet. Anticipating advances in price the growers with unsold tobacco seem inclined to await further developments before selling.

The sales of the independent warehouse men at Paducah and at Mayfield were weak and made up principally of small to medium leaf, selling at 8 to 10 cents. The sales of the Planters' Protective Association at Paducah were the largest of any previous week this season, and the prices were firm and unchanged on all grades.

CARLISLE, KY.

The heavy storms have caused the builders in this section to be besieged by tobacco growers who lost their barns. In Nicholas County alone thirty-one barns are said to have been destroyed, and in some cases the loss has worried the growers, as quite a number of them have crops that will soon be ready for the knife.

THE CAROLINAS

WINSTON-SALEM, N. C.

From all indications the crops in this section are to be record-breaking ones, and estimates are heard on all sides. At a meeting of the Board of Trade a slogan of "Thirty million pounds of leaf tobacco sold in Winston-Salem during the season 1912-13," was suggested.

Mr. Henry Wood, president of the Kingstree Tobacco Board of Trade, sees a very healthy and prosperous season ahead. The warehouses are filling with tobacco very rapidly.

Cannon, Pegram and Munn are three warehouses in Florence that are out each day after every possible pound of tobacco that they can get. A. J. Coleman, of the Forrestville section, led the prices; his tobacco brought 16, 26 and 45 cents a pound.

The crop in South Carolina is a good one in quality, and perhaps above the normal yield in acreage.

The prosperous condition of those communities planting tobacco, has been so noticeable that a strong appeal will be made to the farmers of Sumter County to cultivate the weed in 1914. In addition to its prizes for rotation and diversification of crops, the bank of Sumter, in 1914, will offer special prizes for tobacco.

CONNECTICUT.

SUFFIELD, CONN.

Rains which came in time did an immense amount of good, and as a result the predictions regarding the quality of the crops have been verified. To the eyes of a representative of THE TOBACCO WORLD the tobacco looks to be the finest seen in a number of years. The color is good and the texture is excellent.

There is a brisk demand for Connecticut broadleaf, and it is thought that prices will generally range higher than was anticipated earlier in the year.

At the American Sumatra Tobacco Co.'s plantation one hundred men started more than a week ago on the first picking. Six pickings will be made on this crop, the first picking to be of five or six leaves.

Woodworth & Ude have started to pick their sun-grown crop of 1913 tobacco. Mr. Ude has about 55 acres under cultivation, while Mr. Woodworth is picking his crop on the 20 acres of the Douglas place.

The present tobacco crop in Poquonock and the vicinity is claimed to be the best in the last six years. Rain has helped the crops and many of the growers have already started their picking. Among those who have begun are Representative Charles O. Clark, Thomas J. Kearney and Clark Brothers.

WINDSOR, CONN.

Despite the drought, the weather has been favorable to the growers in this section and the record is way ahead of previous years. Most of the acreage is in "seed tobacco," but Havana is rapidly becoming its rival.

The rains have helped considerably with the late planted tobacco, and the prospects for a bumper crop are good. There is plenty of help to be had. Approximately twenty sheds have been built lately in this section to store the hand-picked tobacco.

The problem of moisture for the tobacco crop is the one uncertain element to the farmer, and it is not surprising to hear that several of the larger growers are experimenting with irrigation systems. However, it is too expensive to interest any but the larger growers at present. Maybe some one will come along with a patent sprinkling system, cheap and efficient, that will help the small grower solve this vexing problem.

WISCONSIN.

EDGERTON, WIS.

Packers report that inquiries for cured tobacco are coming in very rapidly. However, but few are able to show samples of last season's crop. Out-of-town buyers are reported to have been looking through the local market and a number of sales are said to have been effected.

Weather, splendid for the tobacco crop, has sent the fields ahead most encouragingly. Already a few of the more forward crops have been topped and from now on this work will become general.

That heavy storms may follow in the wake of the hot wave, is the one bug-a-boo that the growers now fear.

Shipments from storage of past fortnight amount to about 2600 cases.

VERMONT.

BRATTLEBORO, VT.

Rain and hail which accompanied a heavy wind storm, which swept over the vicinity of Brattleboro, Vt., last week, did much damage to the tobacco fields. Many leaves were punctured and the gale, which blew furiously, mowed the corn and tobacco in many places to the ground.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

HOTEL WISCONSIN:—27,084. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1913. H. A. Schwartzburg Estate, Milwaukee, Wis.

LUCKY GOLD:—27,085. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1913. O. K. Hartman & Co., Reading, Pa.

MOREGOLD:—27,086. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1913. O. K. Hartman & Co., Reading, Pa.

LITHO-GOLD:—27,087. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1913. O. K. Hartman & Co., Reading, Pa.

RIKEROMA:—27,088. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1913. J. P. Kilfeather, New Haven, Conn.

DAN-VO:—27,089. For cigars. July 28, 1913. Central Cigar Box Co., St. Louis, Mo.

AFTER ALL:—27,090. For stogies. July 28, 1913. G. A. Edwards, Alexandria, Ind.

IT'S IT:—27,091. For cigars and stogies. July 28, 1913. G. A. Edwards, Alexandria, Ind.

BEFORE ALL:—27,092. For cigars and stogies. July 28, 1913. G. A. Edwards, Alexandria, Ind.

MOUNT CLARE:—27,093. For cigars. July 28, 1913. W. H. Taubert, Baltimore, Md.

PERLA CUBANA:—27,094. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1913. F. Villar & Co., New York.

PITTSBURGH BABY SMOKES:—27,095. For cigars, cheroots, stogies. July 28, 1913. Union-American Cigar Co., Pittsburgh, Pa.

RICHMOND BOOSTER:—27,096. For cigars. July 29, 1913. Frank Zeleznik, Richmond, Va.

JACKSON'S Q:—27,097. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 29, 1913. William R. Schaible, Philadelphia, Pa.

PRECISE:—27,098. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 29, 1913. Kaufman, Pasbach & Voice, New York.

EL JUBAL:—27,099. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1913. Mendel & Co., New York.

98:—28,000. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1913. St. Louis Cigar Co., Herrin, Ill.

S. & T.:—28,001. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1913. St. Louis Cigar Co., Herrin, Ill.

MLLE. PARIS:—28,002. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1913. Starr & Reed, Philadelphia, Pa.

MADAMOISELLE PARIS:—28,003. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1913. Starr & Reed, Philadelphia, Pa.

LUSAL:—28,004. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1913. Michigan Cigar Box Co., Detroit, Mich.

MASTER CITY:—28,005. For cigars, cigarettes, cheroots, stogies, snuffs, chewing and smoking tobacco. July 31, 1913. Sig. Strauss, New York.

LA CONCILLA:—28,006. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 1, 1913. Moehle Litho. Co., Brooklyn, N. Y.

LA SIGNA:—28,007. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 1, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

CHANCERY BOND:—28,008. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 1, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

JERRY H:—28,009. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1913. A. W. Born, Waupaca, Wis.

ARROW SMITH:—28,010. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1913. F. M. Howell & Co., Elmira, N. Y.

FAST LIGHTERS:—28,011. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. August 2, 1913. Home Cigar Co., Dallastown, Pa.

R. T. CRANE:—28,012. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 4, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

BOGEY:—28,013. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 4, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

TELABOUT:—28,014. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 4, 1913. C. Frank Desmond, Waltham, Mass.

SWEET FLAKES:—28,015. For scrap, chewing and smoking tobacco, August 4, 1913. Union-American Cigar Co., Pittsburgh, Pa.

CIGRET STOGIES:—28,016. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 4, 1913. Union-American Cigar Co., Pittsburgh, Pa.

IN-BETWEENS:—28,017. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 4, 1913. Union-American Cigar Co., Pittsburgh, Pa.

VACCARO'S JUSTRITE:—28,018. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1913. S. R. Moss Cigar Co., Lancaster, Pa.

VACCARO'S VERIBEST:—28,019. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1913. S. R. Moss Cigar Co., Lancaster, Pa.

CUSTOMED MADE:—28,020. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1913. Kaufman, Pasbach & Voice, New York, N. Y.

SOME BOY:—28,021. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1913. Moehle Litho. Co., Brooklyn, N. Y.

LITTLE TIPPLER:—28,022. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1913. Moehle Litho. Co., Brooklyn, N. Y.

NINTU:—28,023. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1913. Levenson Brothers, Boston, Mass.

ANU:—28,024. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1913. Levenson Brothers, Boston, Mass.

JACKSONVILLE SPORTS:—28,025. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1913. R. D. Henriquez, Jacksonville, Fla.

NATURE'S BEST:—28,026. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1913. Moehle Litho. Co., Brooklyn, N. Y.

CUBAN CHARM:—28,027. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1913. Kaufman, Pasbach & Voice, New York.

SAM WRIGHT:—28,028. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1913. Kaufman, Pasbach & Voice, New York.

BILL BOARD:—28,029. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1913. Kaufman, Pasbach & Voice, New York.

CALL IT:—28,030. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1913. Kaufman, Pasbach & Voice, New York.

CHEF:—28,031. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1913. Witter Brothers, Sheridan, Pa.

TRANSFER.

H. LOPEZ:—26,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred August 2, 1913, by H. Lopez to F. R. Gonsalez Cigar Co., Montgomery, Ala.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER.
CIGAR BROKER.
16 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos: natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

WANTED—A self-demanding cigar, made from Zimmer and broadleaf fillers, for private brand. One to ten thousand a month. Nothing less than $20 considered. C. L. Kennard Co., Jonesboro, Ark.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

WANTED—A large cigar manufacturer, with well-advertised brand, has opening for salesman with knowledge of Middle West and one for the Pacific Coast territory. This is an exceptional opening for a live, awake salesman. Only those who know the territory and can show results will be considered. Address "Manufacturer," care of "Tobacco World," Philadelphia, Pa.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St, New York. 9-1 tf

FOR SALE—Patent No. 799,991 and all rights for manufacturing and sale of Long Filler Bunching Machines. Machine makes from 3000 to 4000 perfect Long Filler Bunches per day with one operator. Delivers Bunches to the roller. Operated by electric power, separately or in groups. In group each machine under absolute control of individual operator as to speed. Will also sell forty (40) machines built under above patent, and used exclusively by owners of patent. For particulars address "Owner," P. O. Box 363, Lancaster, Pa.

Situations Wanted.

SITUATION WANTED—Position as representative of Pennsylvania manufacturer's cigars, ranging in price from $9 up, to call on jobbing trade in Chicago and Indiana, on commission. Address Box G-200, care of "The Tobacco World," Philadelphia, Pa.

SITUATION WANTED—Superintendent, expert packer, foreman, is open for engagement. Twelve years as foreman and superintendent. Would consider taking charge of large packing department. Address "Up-To-Date," care Tobacco World, Philadelphia, Pa.

THOROUGHLY EXPERIENCED TOBACCO MAN, now employed as buyer and superintendent, wishes to secure same position with another firm. Expert in binding and curing, knows how to get uniform work out, capable of taking full charge of large plant. Not afraid of hard work. Desires to locate where fifteen years of experience will bring advancement when ability is proven. Best of references. Addrss Box 444, "The Tobacco World," Philadelphia, Pa.

SITUATION WANTED—Position as representative of Pennsylvania manufacturers cigars ranging in price from $9 up, to call on jobbing trade in Chicago and Indiana on commission. Address Joseph Goldberg, 2033 South Park Boulevard, Chicago.

REGISTRATIONS.

(*Continued from page 39.*)

LAWRENCE'S CLUB:—28,032. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 8, 1913. Felsburg & Kendall, Minersville, Pa.

OUR FARM:—28,033. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 8, 1913. Starr Cigar Co., Hellam, Pa.

REVISED STATUTES:—28,034. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1913. Cole Litho. Co., Chicago, Ill.

THREE MONKEYS:—28,035. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1913. F. M. Howell & Co., Elmira, N. Y.

BLENDED ROSE:—28,036. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1913. Central Cigar Box Co., St. Louis, Mo.

WAUNEKO:—28,037. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1913. Central Cigar Box Co., St. Louis, Mo.

HEART OF HAVANA:—28,038. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1913. G. C. Knight, Chicago, Ill.

UPHOLDER:—28,039. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1913. George C. Knight, Chicago, Ill.

CIGAR MAKER'S OATH:—28,040: For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1913. Harry C. Bedford, Quakertown, Pa.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Denver Will License Tobacco Sellers

The bill providing for a license of $10 a year for all persons selling tobacco in Denver has brought the question to the City Fathers regarding the length of time that will be allowed grocers to dispose of their stock, as many will give up this line. As the bill has not been passed yet, the commissioners decided that they could not answer the question.

While the failure of the corner grocer to handle tobacco may cause inconvenience for a while, to the man in the block, it, at the same time will do something for the retailer who handles tobacco and cigars on a large scale.

The failure of the grocer to handle your favorite brand will mean the purchase of it from a tobacco dealer, in larger quantities; it will concentrate sales and will bring the man who takes out a license more than enough to compensate in new business.

The fellow that put the stuff across about the cloud with a silver lining was certainly right on the job.

CITY LIFE
5 cent cigar
ASK YOUR JOBBERS
MANUFACTURED BY
MARION C. HOLCOMB
BINGHAMTON, N. Y.

Cable Address: CALDA
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The manufacturer is not able to pay $1.85 per pound duty on imported tobacco and build as good a cigar as those which are covered with American Sumatra Tobacco, on which **no** duty is paid.

Skilled labor is high, Binders are high, good Fillers are high, everything pertaining to cigar manufacture is high, but the difference in the cost of wrappers, will enable the manufacturer to give you a finer article for your customer and more profits for you.

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in *preference* to Sumatra, strictly on its merit, *regardless of cost.*

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INTENTIONAL SECOND EXPOSURE

Important Notice to Jobbers

Are you handling the goods that your retailer needs most?
Are the goods you are handling being sold promptly by the retailer?
Are your retailers duplicating their orders?

IF NOT

You are not carrying a line of goods which is most in demand with the consumer—

Our Fifty-Six

Turkish Cigarettes are in big demand with the consumer and all retailers are repeating their orders as a consequence.

We don't believe in bragging, but we cannot describe this rare cigarette without seeming to boast.

However, there must be a reason—and results are telling.

Fifty-Six retail both plain and cork tip at twenty-five cents a box of ten, and we do not permit any cutting in prices. *We await your orders.*

CADO CO., INC., 26 Park Place, New York City

Gran Fabrica de Tabacos de Vuelta Abajo
INDEPENDIENTE

Fernandez y Garcia

NEPTUNO 170 and 172
HAVANA, CUBA

Annexed Brands: "LA GIACONDA" and "LAS PERLAS"

Representative: B. F. ALEXANDER, 208 Broadway, New York

Also Representative for Tomas Gutierrez,
(Successor of Juan Lopez Factory)

Smoke Talk No. 1

Don't smoke at all—

if smoking means rich, oily Havana cigars all the time. They'll sap your health—"drive" your heart—"jump" your nerves and affect your throat. But if you must smoke, remember: the only sensible smoke for any man is a light blend of domestic and Havana—a

Robt. Burns

MILD 10c CIGAR

Reynaldo

"Made so well this generation it will remain the next generations favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb
City Hall Square, Philadelphia
Makers Reynaldo and San Souci—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

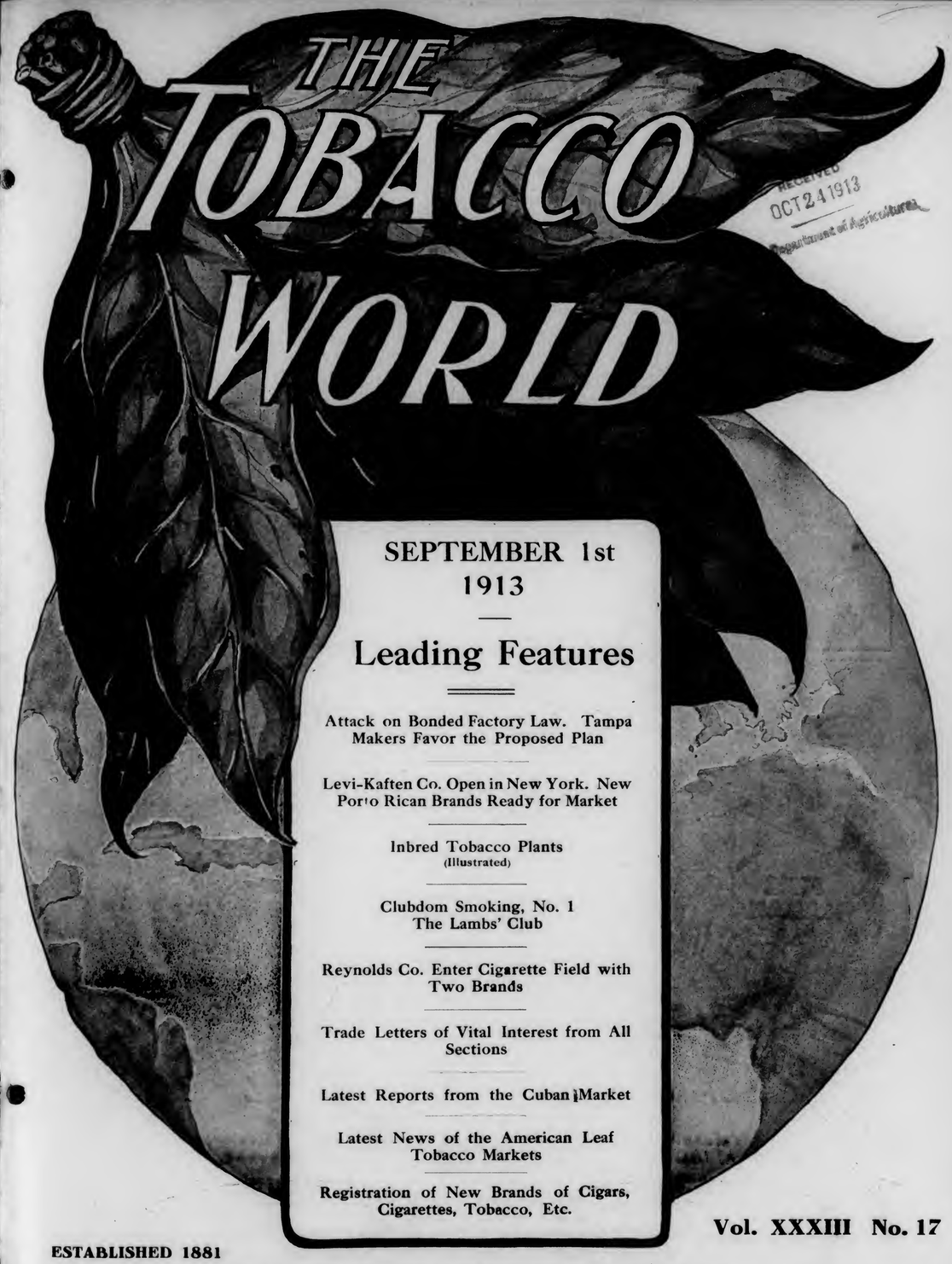
Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174
HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK



THE TOBACCO WORLD

RECEIVED OCT 24 1913 Department of Agriculture

SEPTEMBER 1st
1913

Leading Features

Attack on Bonded Factory Law. Tampa Makers Favor the Proposed Plan

Levi-Kaften Co. Open in New York. New Porto Rican Brands Ready for Market

Inbred Tobacco Plants
(Illustrated)

Clubdom Smoking, No. 1
The Lambs' Club

Reynolds Co. Enter Cigarette Field with Two Brands

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIII No. 17

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

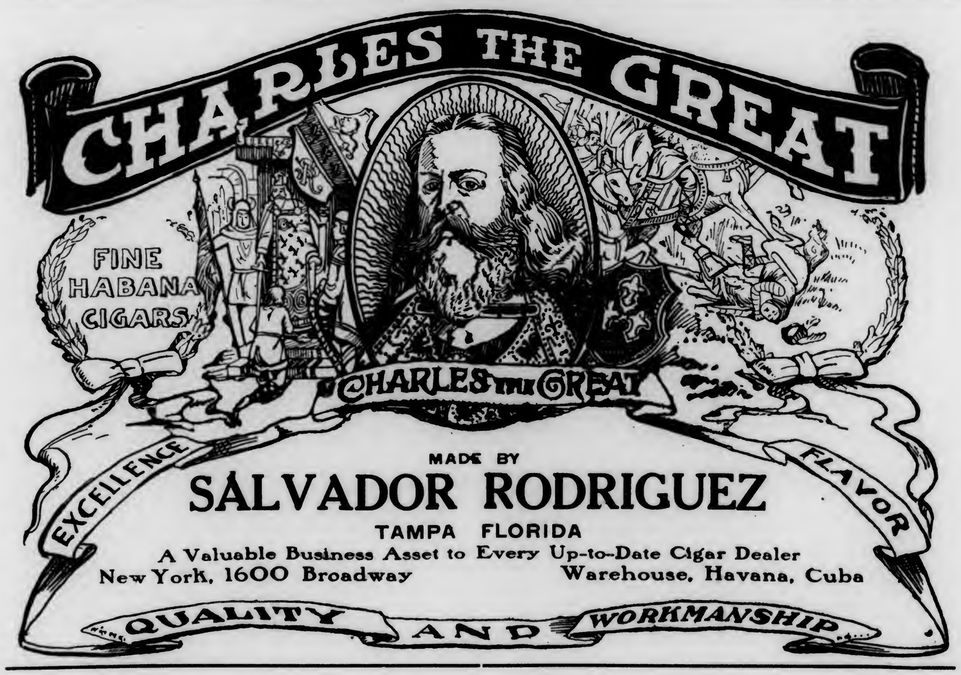
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

Makers of High-Grade "Union-made" Cigars Only

I. TEITELBAUM & CO., CLEVELAND, OHIO

WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

TRADE MARK

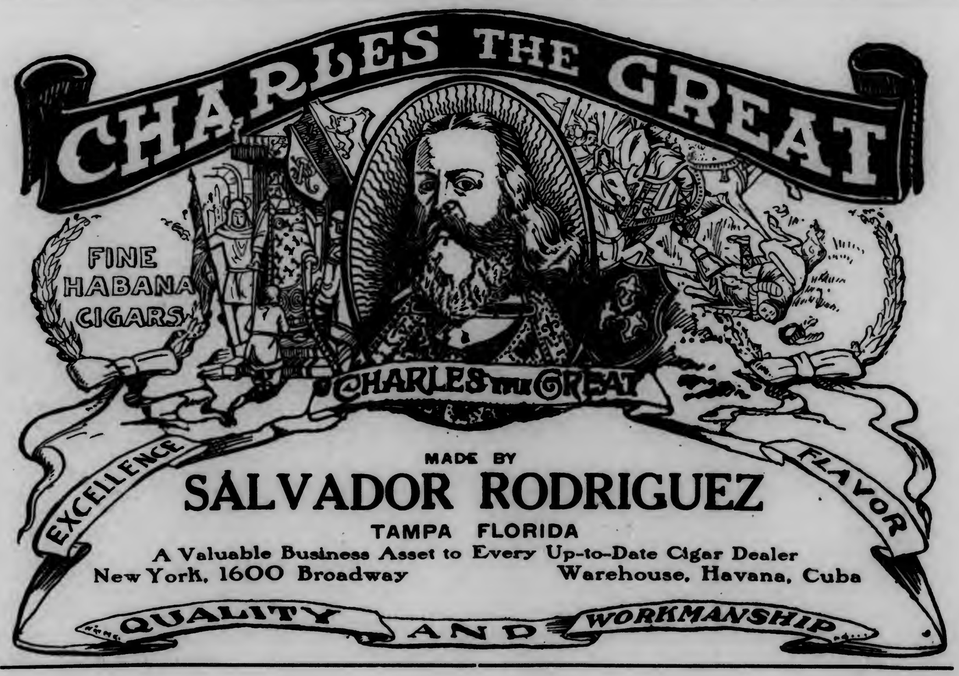
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Quantity or Quality--Which?

WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

For full particulars and samples communicate with

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana-Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.
LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane New York

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR
PHILADELPHIA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK
KEY WEST CIGARS

That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

STAG TOBACCO

The 80¢ Tobacco In The 5¢ TIN

The most Phenomenal Success of recent Years.

EVER-LASTING-LY GOOD
ALSO PACKED IN POUND GLASS HUMIDORS.

Just Right

Flor de Jeitles CIGARS

MADE BY
JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Pre-eminent
by Comparison

Real Havana
Tobacco
Skillfully Blended

THE SHIELDS-WERTHEIM COMPANY, Cleveland

"Por Larrañaga"—Havana's Kingly Product

The Choicest tobacco of Vuelta Abajo, Cuba's world-famous district, is the **only leaf** which goes into the manufacture of our product.

"Por Larrañagas" have been for over three quarters of a century, the chosen smoke of emperors, kings, royalty and connoisseurs in the United States, Canada and the world at large.

We have recently re-organized our business for a more world-wide consumption than ever heretofore.

Quality—as ever—is the one standard which will be upheld as long as we brand a cigar "Por Larrañaga".

If your trade appreciates fine goods—we ask you to stock ours.

"The Havana-made Cigar with the All Gold Bands"

225 CARLOS III AVENUE, HAVANA, CUBA

Agent for United States and Canada, J. V. FLANIGAN
156 FIFTH AVENUE, NEW YORK

Hand-Made Havana Blend **5c.** Sumatra Wrapper Long Filler

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY
115-117 N. 3d Street Philadelphia

LIPSCHUTZ'S
44
CIGARS

"44" Cigar Co. Philadelphia

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

LOS REYES DE ESPAÑA

Clear Havana Cigars
Made From Choice Tobaccos
by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida
Office: 257-265 Fourth Avenue, New York

GOOD PROFITS
FROM THE REGULAR SALE OF

THE PARAGON
A MODEL OF PERFECTION
(REG. TRADE MARK)

POCKET LIGHTER
Sells on Sight—Various Prices
No wheels, wicks, or springs; no adjustments. Strikes like a match on a box. Works every time—all the time. Sparking metal on bottom of box and the steel point will last a life-time. Therefore quick sales and no come-backs.

AN EXCELLENT ADVERTISEMENT
may be placed upon each box. Write for our ideas and complete catalog "W."

The Art Metal Works, 7-15 Mulberry St., Newark, N. J.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE KEY WEST CIGAR FACTORY
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

Have You Investigated

STANDARD PURE TOBACCO BINDERS

PURE TOBACCO
Classified by the U. S. Internal Revenue Dep't as **"tobacco in process of manufacture."**

MADE FROM
Stems, Scraps and Cuttings.
Send for samples and try them out.

Saves You 100% Over Ordinary Grown Binders

ELIMINATE **waste** and you create **profit**. Grown cigar binders represent **waste**—the waste in casing, stripping and cutting- and waste has no place in the making of low-priced cigars.

STANDARD PURE TOBACCO BINDERS have all the virtues of grown binders, with none of their faults. Perfect uniformity of texture and the flavor of high-grade leaf are coupled with a saving of 100% over the cheapest grown binder.

The body of STANDARD PURE TOBACCO BINDERS is made from the **stems** of tobacco leaf **cuttings** and **clippings.**

By an intricate, patented process, the oils and juices of the high-grade leaf are all preserved.

The uniform texture obtained only in STANDARD BINDERS insures an **even burn,** reducing a cigar to a clear, white ash, even if the wrapper is not a free burner. The binder's soft, pliable, absorbent qualities mingle the flavor of filler and wrapper, effecting a unit blend.

STANDARD PURE TOBACCO BINDERS contain no adulteration or artificial flavoring.

STANDARD PURE TOBACCO BINDERS mean **better cigars for less money.** It takes but two pounds of these binders, where it took six or seven pounds of grown binders to cover 1,000 cigars. STANDARD binders are 40 cents a thousand, as against $1.00 a thousand for the cheapest grown binders. Here is at least a saving of over 100%, with an additional gain of at least 40% in sparing you the time, space and waste involved in **casing, stripping** and **cutting** the grown binder.

The STANDARD PURE TOBACCO BINDER comes in 6 standard sizes, to accommodate 30 sizes of cigars. Also 2 stogie sizes. It is **ready to use** after lying for about 24 hours in damp cuttings.

The STANDARD is the handiest way, the cheapest way, the best way. There is no argument against it but its youth, and every improvement has to be new a little while. After all, a **better binder at 100%** lower cost is a pretty lusty infant. Let us know your possible needs, **and samples will be sent gladly**

TOBACCO PRODUCTION CO., DEPT. H.
New Milford, Conn..

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited

Factory and Offices: WRIGHTSVILLE, PA.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

Why does the man who smokes three-for-a-quarter brands go on to your competitor's instead of buying from you? Think!

Does your store look attractive? Are your cigars kept well and are they displayed well? Those are the things which count with the smoker.

You need a *Silent Salesman* display humidor for your cigars to make that fellow stop at your store. Send for catalog C.

We have a little booklet "The Value of Display", it's written for haberdashers, but has some thoughts for you. Do you want a copy? Yes, we give it away.

DETROIT SHOW CASE CO.

489 West Fort Street — **Detroit, Mich.**

Henry the Fourth

Highest Grade Clear Havana Cigar

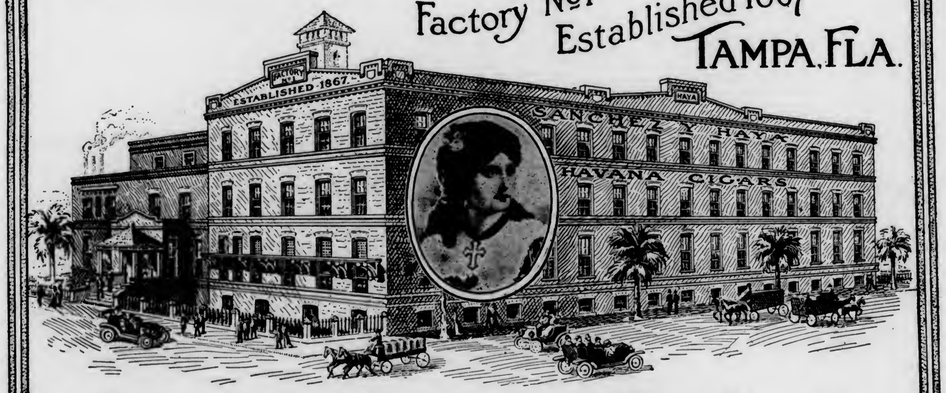
Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office 257-265 Fourth Ave., New York

The New Home of Sanchez y Haya

Factory No1 Established 1867 Tampa, Fla.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

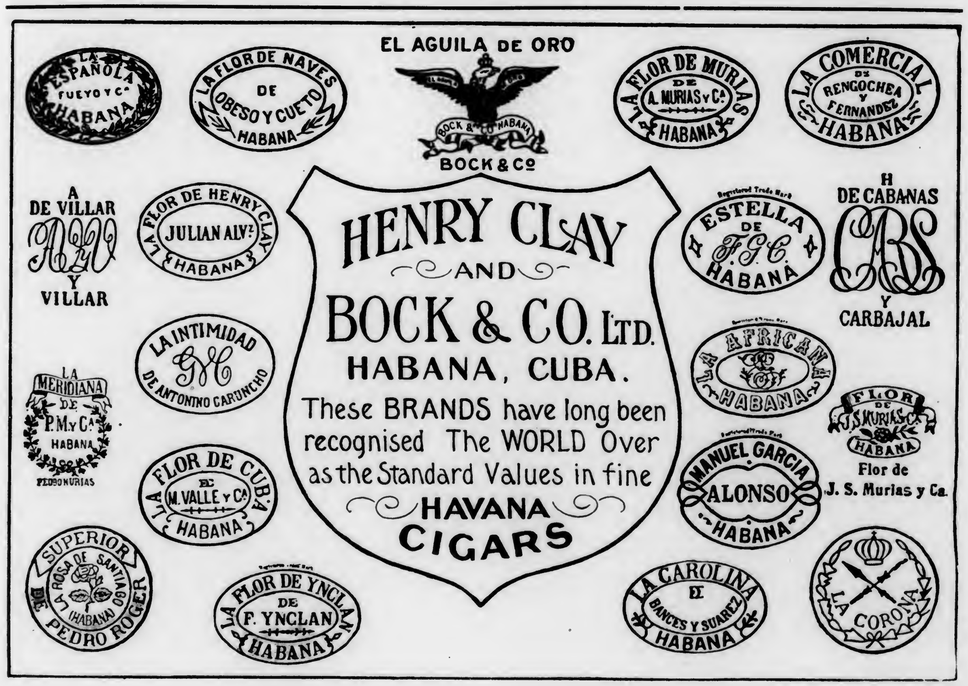
or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR



Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

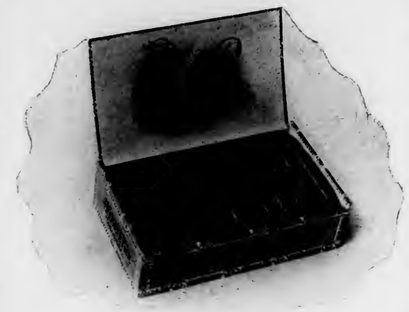
Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢



BY buying Bold cigars you

Only get the very best.

Let none tell you otherwise

Decide yourself, by putting

BOLD

TO THE TEST

BOBROW BROS.

Philadelphia, Pa.

125 S. 2d St. 114 S. 2d St. (Main Office) 133 Arch St.

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

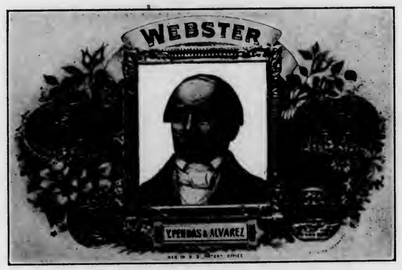
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, SEPTEMBER 1, 1913. No. 17.

ATTACK ON THE BONDED FACTORY LAW

Circular Sent Broadcast Stating Objections—Clear Havana Makers Seem to Approve Bill—The Bond a Benefit Not a Handicap

THE trade at large have been thoroughly circularized during the past week by an organization styling themselves the United States Bonded Tobacco Storage Warehousemen, with their address given as P. O. Box 759, New York City, and no street address, attacking the provision of the Underwood tariff law now before Congress in reference to the manufacture of cigars in bond for domestic consumption.

The circular has been carefully prepared, but it would seem to us to lend more weight were it backed by names of individuals, rather than by a signature which few of the trade seem to know. A representative of "The Tobacco World" endeavored to reach Mr. Edward C. Berriman, of Berriman Bros., the Tampa manufacturers, who has been deeply interested in the passage of the Bonded Factory law, and who earnestly believes that it would prove a panacea for many of the ills to which the cigar industry is now liable, but both Mr. Berriman and his brother, Matthew W., are away from New York.

Other manufacturers who were interviewed on the subject stated that they did not know anything about the United States Bonded Tobacco Storage Warehousemen, but the concensus of opinion among the clear Havana manufacturers seemed to be that the proposed law is a good one, and that its defects are largely over-balanced by the merits of the bill.

The special contention in the circular of the warehousemen, that the factories who were not in position to furnish the requisite bonds provided for by the proposed law, would be at a great disadvantage in the manufacture of goods, owing to their inability to obtain the government stamp, is not pronounced a sound objection by careful students of the proposed measure. If the obtaining of a bond is a helpful proceeding, any factory embarking in clear Havana manufacture should consider the obtaining of the bond a part of the initial capital investment in its plant.

For the benefit of those who have not received the circular, we append it herewith in its entirety.

NEW YORK, August 22, 1913.

THE purpose to provide for the manufacture of cigars in bond in the proposed new tariff bill, is in our opinion a matter that should be given the serious thought and immediate attention of all persons who are in anywise interested in cigar leaf tobacco and its products.

The grower of domestic tobacco.
The buyer of domestic tobacco.
The seller of domestic tobacco.
The jobber of domestic tobacco.
The importer of foreign tobacco.
The Custom House broker.
The cartmen.
The weigher.
The insurance broker.
The warehouse men.
The manufacturer of seed and Havana cigars, and more especially the high-class clear Havana manufacturers.

Think of the source, the reason of origin, also the wording of the measure—the advantages to those favored and the disadvantages to those not favored.

(Continued on Page 19.)

DENVER MAY REFUND $4000

Repeal of Special Levy of $25 Planned—Many Dealers Have Already Paid Tax—Cigarettes to Come Under $10 License

WHEN the Denver City Councils passed an ordinance requiring dealers selling cigarettes to take out a license of $25 annually, the result was that many small dealers gave up the line. It is estimated that from 1200 to 1500 stores in Denver handle cigarettes, but of this number not more than 250 "came through" with the license tax. Many decided to give up that branch of the tobacco trade, while others, apparently, were willing to take a chance.

In spite of the fact that the city needs money, it is now probable that $400 collected for this special tax will be refunded and that councils will amend the cigar and cigarette ordinance.

The probability that the City Councils will at its next meeting amend the pending cigar and tobacco ordinance to include cigarettes under the flat rate of $10 per annum for each dealer, and further amend the proposed law to repeal the $25 license required for the sale of cigarettes, is what renders the disposal of the $4000 already collected, problematical.

The question involved is that of raising the most money with the least expense, and it is believed that the enforcing of the cigarette law will entail considerable expense.

"We believe, and it is probably a fact," said Commissioner Thum, "that if we try to make the dealers pay $25, very few will take out licenses. The rest will 'boot-leg.' Then we will have a lot of work and expense to hunt them down, employing special detectives, bringing them into court and enforcing the ordinance. We will lose by this method more than we gain.

"But if we say 'cigars, tobacco and cigarettes,' the druggists, grocers and everybody who has been dealing in these can have cigarettes as a feeder and they will come to the City Hall and pay the license. In the long run we will get a greater revenue. That's the theory of including the three in one, which may be done at our next meeting.

Pool Decisions in October.

The fate of tobacco pooling associations, as well as other farmers' organizations organized to get better prices, will come before the Supreme Court in October, when an attack will be made upon the constitutionality of the Kentucky statute legalizing tobacco pooling organizations. It is also claimed to be in conflict with the Sherman anti-trust law.

The joint tobacco commission of Congress, investigating the effect of foreign governmental purchases of American tobacco, is considering a proposal to recommend to Virginia and Carolina tobacco growers the formation of pool selling organizations similar to those in Kentucky as the only method of getting a living price out of their tobacco crops. Should the Supreme Court annul the Kentucky statute, the pooling idea might not be available to the Virginia and Carolina growers.

The exact status of tobacco pooling organizations has never been before the Supreme Court. It is said that the decision in the case will apply equally to all farmers' alliances formed to get better prices.

Henry Pearce, Sr., Takes Own Life.

HENRY PEARCE, Sr., of 900 West Ninth Street, Wilmington, one of the best-known tobacco salesmen in this section of the country, took his life by inhaling illuminating gas at his home on the afternoon of August 14.

Mr. Pearce is said to have been acting strangely for some days past. His body was found shortly after 4 P. M. by his mother-in-law, Mrs. Windsor, who detected the odor of gas. Although pronounced dead by Dr. Florence Seward, the Wilmington Gas Company sent its pulmotor to the house in an effort to revive him. W. J. McCorkindale, general manager of the company, went with the machine and for more than an hour efforts were expended to restore life.

At the time of his death Mr. Pearce was in the employ of A. B. Cunningham & Co., of 139 North Second Street, Philadelphia, Pa. He had been with this concern for more than eight years. Previous to his employment by them, Mr. Pearce had worked for S. H. Durstein, the well-known cigar manufacturer, of Wilmington, Del.

Not only was Mr. Pearce well liked by the trade in Wilmington, but he was popular throughout the state. He was forty-three years old and one of the leading spirits of the Commercial Travelers' Association.

The deceased is survived by his widow and one son, Henry Pearce, Jr.

James P. Spencer

Succumbing to the ravages of a cancer, James Pendleton Spencer, one of the leading tobacco growers of Suffield, Conn., died in the room in which he was born, on August 13th. Mr. Spencer was sixty-four years old, and was born September 6, 1848.

The deceased was a successful grower of tobacco on a large scale practically all his life. At the time of his death he was president of the Alfred Spencer Company.

Mr. Spencer is survived by his wife, one sister and three brothers. Interment was made on the 15th inst. in Woodlawn Cemetery.

John J. McGee

John J. McGee, the well-known cigar dealer of 160 Franklin Street, Greenpoint, Brooklyn, died on Wednesday, August 27th, at Saratoga Springs, where he had gone for his health.

Mr. McGee was a widely known Williamsburg politician and a life-long Democrat. The funeral took place yesterday, from his late residence, 984 Manhattan Avenue.

Adolph Schwarz.

Adolph Schwarz, sixty-eight years old, for fifty years in the wholesale tobacco business, died of heart disease on Tuesday at his home, 511 West 112th Street. He was a member of several German societies.

Moses Falk.

Moses Falk, the founder and president of the Falk Tobacco Company, whose factory is in Richmond, Va., and New York offices at 115 Broadway, died at his home, 148 West 120th Street, on Tuesday, August 19th, at an advanced age.

Mr. Falk was originally with the old firm of Cameron & Cameron in the tobacco business in Richmond, and after that house was absorbed by the American Tobacco Company, he organized his own business under the name of the Falk Tobacco Company, ably assisted by his two sons, Messrs. Albert and Arthur Falk.

The deceased's illness had extended over a period of several years past, during which time he had been unable to give much attention to his business, and the management of affairs practically devolved upon Albert Falk, who now succeeds his father as president of the company, while his brother continues as the treasurer.

The funeral services took place on the 22nd ult. from the late residence and was under Masonic auspices.

By the will of Moses Falk, which was admitted to probate in New York on August 28th, the deceased's interests in the Falk Tobacco Company of Richmond and New York is bequeathed in equal parts to his two sons, Albert and Arthur Falk. These shares are valued at $100,000.

Cash legacies of $20,000 each were devised to his two daughters, Mrs. Linda Ellis and Miss Olga Falk, and a trust fund of $25,000 was provided for the latter. The residuary estate was divided into four parts, of which each child inherited his share.

Henry Wasserman.

With the death of Herman Wasserman, a former president of the International Tobacco Company, there passed away one of New York's oldest tobacco men. Mr. Wasserman's death occurred on Tuesday at his home at 161 East Sixty-fifth Street, New York. He is survived by a widow and three sons.

Mr. Wasserman came to America in 1849 from Germany, and won rapid advancement in the tobacco industry. Six years after his arrival he had become a director in the International Tobacco Company and retained this position until his death.

For the purpose of doing a wholesale and retail cigar business in Chicago, Ill., the Arthur Burdahl Cigar Company was recently incorporated with capital of $1,500. Harry Sievers, John Stackley and Arthur Burdahl are named as incorporators.

The tobacco store in the Masonic Block, at Huntington, Mass., conducted by William Knightly, has been sold to William Herrick and Harry Dewey, who have taken possession.

Interim Dividend on British-American

Cable advices on the 28th ult. announce the declaration of a 6 per cent. interim dividend by the British-American Tobacco Company on the common stock, payable on September 30th, to stockholders of record on September 17th.

Quito Cigar Company New in Boston

ARTICLES of incorporation have just been taken out by the Quito Cigar Company, Inc., of Boston, Mass. The concern starts with an authorized capital of $25,000, and will feature the "Quito" brand. V. Garro is named as president and P. R. Zolla is the treasurer.

Cleveland

Manufacturers Complain of Scarcity of Labor—Dealers Report Record Sales for August—"Natusco" New Cleveland Cigar

CLEVELAND, O., August 26th.

THE past weeks have seen some very big conventions in Cleveland, which have brought thousands and thousands of strangers into the city. Our retailers all report the biggest August business in the history of the retail game.

The Randal Fair is one of the big events that are drawing strangers into Cleveland's bounds this past week. It is one of the largest fairs ever held in the United States, and every excursion train is bringing its quota of strangers from all over the country.

Business among the manufacturers is very good. All are complaining bitterly of the scarcity of labor. This labor question has been a thorn in the side of the manufacturers since the first of the year, as most of them have been oversold since that time and have not been able to secure the necessary labor to enable them to catch up.

The "White House" cigar store at 5337 Euclid Avenue, is now in the exclusive charge of Mr. Morris, he having bought out the interest of N. Feldman. He is arousing a lot of talk in that section by having a miniature cigar factory in the window. His entire effect is white, to carry out the name "White House Cigar Store."

Robert C. Heaney has resigned as manager of the Joseph T. Snyder Cigar Company. He will be connected with Tinkham Brothers, of Jamestown, N. Y., and will cover the western part of New York State for them. Mr. Heaney is well acquainted in this section of the country, having travelled there previous to taking up his position with the Snyder interests.

Mr. Heaney expects to make his home in Rochester, and will leave here about the first of the month. All his friends wish him the utmost success in his new venture and will say good-bye with much regret, as he was generally liked both by the people who came in to purchase and by the boys behind the counter.

Mr. Heaney opened up the Snyder stores here and has been connected with this institution for five years.

Mr. Snyder was here the past week, but as yet has not named Mr. Heaney's successor.

A new billiard hall has just been opened at the corner of Huron Road and Prospect, under the management of Mr. S. Lavine. This will be one of the most complete institutions of its kind in the country, and will carry a very high-grade line of smokers' articles.

D. Blum's stand in the Moreland Hotel is exceeding his fondest expectations. Business is on the steady increase there, and if the present outlook is any indication, this stand should be one of the best in the city within a very short time.

Morris Glucksman has given up the Superior Avenue store in the Leader-News Building, and will devote his entire time to the Bond Street store, in the same building.

Everett Lawston, manager of the Euclid Arcade cigar store, reports his summer business is exceedingly brisk. They have a special brand of cigars called the "Natusco," manufactured under their supervision, which is rapidly gaining a foothold and has proven itself to be one of the best 5-cent cigars on the market.

There is a crew in town sampling "Egyptian Straight" cigarettes, and also passing out booklets which offer quite a bit of humor to the passerby.

J. J. Mittleberger, who is representing Neuman & Mayer, was in town the past week and put in some good licks on "Bella Mundos," manufactured by this concern. Mr. Mittleberger left for the East Sunday night, where he will be for several weeks.

JERRY.

The remodelling of the interior of the Harmon Cigar Shop, Sterling, Ill., having been completed, the exterior is now to come in for its share of attention.

Among the recent incorporations at Detroit, Mich., was that of the Acme Cigar Company, with an authorized capital stock of $5,000, all of which has been subscribed, $1,000 having been paid in cash.

Will F. Rhoades, having acquired the cigar factory located in Leon, Ia., has moved the same to Cainsville, Ia., where he is now engaged in the manufacture of cigars, having ample facilities, inasmuch as the new acquisition comprises the best portions of three cigar factories. Mr. Rhoades, who has located the factory in the First National Bank Building, is thoroughly conversant with the business, having served time both at the bench and on the road. Mr. Rhoades has three men working for him, which staff will be increased in accordance with the demand for his goods, which are to include several popular brands.

NEW PORTO RICAN FIRM OPENS

The Levi-Kaften Co. Organize.—Will Feature "Averia" in 10c Goods—Factory in Caguas

AFTER some weeks of preparation, the Levi-Kaften Co. have opened offices at 141 Maiden Lane, New York, and are now ready to place on the market several brands of high-grade Porto Rico cigars made in their thoroughly modern factory at Caguas, Porto Rico.

The new company is composed of Morris J. Levi and Henry Kaften. Mr. Levi was for a number of years president of the American West Indies Sales Company of New York (at one time a very important factor in the Porto Rican cigar trade), and he is rated one of the cleverest men in the industry. Henry Kaften, of the firm, was for fifteen years also connected with the American West Indies Company, and is known from Coast to Coast as one of the real able distributors of Porto Rico cigars.

The firm have selected as the title for their leading 10-cent brand "Averia," and these goods are not only beautifully packed, but they are offered in a variety of shapes and sizes which will surely cover all needs. In 5-cent goods, the "Rio Porto" will be the featured brand, and for quality in a popular price smoke the company thinks they have the most exclusive and desirable article which has been shown in a long time.

Henry Kaften will leave on September 5th for his first trip with the new offering, headed for the South.

It is the intention of the Levi-Kaften Co., in addition to the manufacture and sale of their own cigars, to go largely into the handling of Porto Rican tobacco in bulk, paying special attention to strip fillers.

Their factory and warehouse in Caguas is particularly adapted for both the manufacture of cigars and the handling of leaf tobacco as well.

Steber Opens in Reading.

WARREN, PA., August 23.

A. STEBER, of Warren, Pa., has removed his cigar factory to Reading, Pa. The removal is due to the fact that Mr. Steber has been unable to secure a sufficient number of cigarmakers to fill the large number of orders that have been piling into his factory of late.

It required six cars to remove the equipment from Warren, the greater part of the stock being in warehouses in the eastern part of the State, as the removal has been contemplated for sometime.

Mr. Steber expects about half this force to accompany him, but the cigarmakers say that not more than half a dozen will remove to Reading.

More than a score of cigarmakers have already left Warren, moving to all points of the compass; some to Hartford, Conn.; Erie, Pa.; Fort Wayne, Ind., and to Syracuse, N. Y.

Talk is that some of the unions in Warren will take official notice of the removal by passing resolutions in sympathy with the cigarmakers.

Edward S. Deitch, who has been employed by the Steber factory for twenty-six years, has leased quarters on the East Side and expects to conduct a cigar factory here for himself.

Mr. Deitch is considered one of the best judges of tobacco and well-made cigars in this section of the State.

Twelve of the employes of the Steber factory have gone to work for Buerkle & Blair.

WHILE lunching in a New York cafe a few weeks ago a waiter, other than my own, did me a service, and having no change, I handed him a fine Porto Rican cigar.

Imagine my surprise half an hour later as I was standing at the cashier's desk, to see a bell boy come up to the counter with *my* cigar and inquire what it was worth, saying "T——, the waiter, wants to know what you will give him for it." The clerk replied that it was an excellent cigar, but they did not handle that brand, so he could give nothing for it.

Right there I swore off giving cigars to waiters.

But it reminded me of an old fellow back in the country town where I went to school, and I had to smile as I thought of him.

We used to call him "Begging Bill," for he never missed an opportunity to ask for something.

His favorite trick was to work the "idle rich," who did a Marathon with the sun around the hotel porch every day, for a chew of plug tobacco.

Bill would come along and casually inquire if anyone had some "chewin." If a plug was produced, Bill would take it, calmly pull his knife from his pocket and cut off a most liberal chew. Then he would hand the emaciated remnant back to the owner, with the remark, "Thank'ee, I'll chew that when I git in bed tonight," and amble slowly down the street.

* * *

WITH the continual commotion anent women smoking, a cigar salesman who has recently returned from the Coast tells this story to prove that there are some, at least, who will have their little smoke.

The story unwinds on the crack 36-hour train between Seattle and 'Frisco; the place is the Club car, for a generation the rendezvous of "gentlemen who wish to smoke." The time is evening; twilight has spread her glowing mantle about the towering heights of Mt. Shasta. At the tables in the forward end of the car some gentlemen who have already finished their dinner are enjoying a quiet game of pinochle with their cigars. Across the aisle a four-handed of American "draw" may be discerned through the clouds of smoke arising from four big, black Manilas.

Further down the car some men have their chairs drawn together and one of the number in modulated tones is relating a story. One or two other individuals are sitting alone. As the hour grows later, one by one the men come in from dinner and the car gradually fills up. Above the roar of the train, the hum of conversation pervades the car. Suddenly it stops!

A well-dressed young woman, in the early twenties, appears in the passageway at the rear end of the car. She advances slowly and takes a comfortable seat, apparently oblivious to the other occupants of the car. A rather excited-looking young man hastily arises and goes over to her, saying "Pardon me, Miss, but this is the smoking car."

"I am quite well aware of it," she replies with a smile, and as the somewhat disconcerted young man takes his seat, she draws a handsome gold cigarette case from her bag, extracts a cigarette and proceeds to light it with the grace and nonchalance of an habitue.

A few moments later the Pullman conductor enters. He appears somewhat surprised, but before he can speak a man rises and approaches him, protesting against the woman's presence in the car.

"But our rules do not cover this point," says the conductor, "and I cannot formulate laws of my own; I might lose my job."

"Well, she's got no business here," the man answers, "and if this keeps up we men won't have any privacy at all. This puts the 'can' on story-telling parties in the smoker! And, conductor, I protest against this woman being allowed to remain here."

Before the conductor can reply the young woman arises and speaks. "Why can't I come in here? I can't smoke in the chair car or the sleeper, and I like to smoke, especially after dinner. I think it aids digestion. So I just came up to the Club car and lighted my cigarette. Why not let the gentlemen vote on it, conductor? If they decide against me I will retire."

The conductor takes a vote and twenty-three out of the twenty-four men signal to let the young woman stay and smoke.

Smiling sweetly upon the interested occupants of the car the Y. W. says: "Thank you so much. Now just think of it, I have opened the door for all the girls who wish to smoke while traveling."

"Maybe you have," replies the grouch, "and I reckon the next thing you'll be doing will be to climb on the rear seats of the summer cars and bum matches off of the men for your 'pills.' Personally, I would rather see you wear trousers and vote."

The young woman smiles, takes out another cigarette and lights it. Then she replies softly with a smile, "We may do all these things, who can tell?"

And the grouch in an undertone to his neighbor says: "Well, I'll be damned; the nerve and conceit of some people. The only place we'll have left pretty soon will be the barber shop."

* * *

I am sorry to see the old cigar store at the corner of Ninth and Walnut Streets, in the old Walnut Street Theatre Building, giving way to the improvements which the new lessees of this historic old structure are now making. I recall this store when a lad, and many of the most prominent actors of days gone by have leaned against its well-worn counters and procured their favorite smokes.

A smoke shop seems peculiarly appropriate in a theatre, and there is always something particularly intimate in a little place which was sheltered like the one which is now passing out of existence.

THE ONLOOKER.

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Any one who has smoked French tobacco and cigarettes knows that of all things abominable these take first rank. The price affixed to them by the French Government is equivalent to robbery, but we cry "extortion" when the proprietors and clerks in the big hotels and restaurants in Paris carefully erase the government price and affix one of their own, usually from 50 per cent. to 100 per cent. higher. But we pay without protest.

The Hold-Up Game Abroad and in America

The other day the French Government stepped into the game and nabbed the head waiter of a big hotel on the left bank of the Seine and fined him $100 for this little trick. Let us pray that official France will continue to sit in the game until they have put an end to stacking of the cards.

And speaking by and large of this practice of overcharge, it abounds in America to an outrageous degree; and Americans, with mutton-like meekness, stand for it.

Cheap and expensive hotels, alike, in New York slap the price of Philadelphia 1c. newspapers to 5c. and 10c. In Philadelphia you pay 2c., 3c. and 5c. at hotel newsstands for papers that you can buy just outside the door for 1c.

But these are only petty examples of a system of extortion that is growing daily in our big restaurants and hotels all over the country.

Cigars that retail for 10 cents, jump to 15 cents when they go into the humidors of big hotels and restaurants. Cigarettes of a certain brand sell for 5 cents more than the established price because they have a label on them which reads "Put up especially for the **** Hotel." Another more expensive brand jumps to 50 cents a pack when it ought to sell for 35 cents.

There should be some way of putting a stop to this polite method of larceny. It may be a poor rule that does not work both ways, and since a recent decision has been handed down permitting the retailer to establish a lower price for a patented article if he cares to, it looks as if he should be allowed to charge more if he can get it.

Americans all over the world seem to pride themselves on being "good spenders," but you can paste it in your hat that foreigners, while they admit the fact of Americans being "good spenders," make no bones in saying that we do it with rotten judgment. And they base this opinion on the ease with which we are filched of our shekels without a murmur.

It is a fact, as a Frenchman once remarked, "Ze American like to be robbed if it be did politely and with ze grace."

Philadelphia as High-grade Cigar Center

Philadelphia, known for so many years as the home of popular brands of 5-cent cigars, has developed the highest reputation as a producer of 10 cent and 15 cent hand-made goods. Many of the factories here are so overcrowded with business on these high grades that they will have to call a halt until the orders now on their books are made and shipped.

Careful investigation shows a steady growth for the Philadelphia hand-made cigar, and the difficulties experienced in the filling of these orders has caused many jobbers and distributors to increase the size of their orders to keep the line of stock unbroken. Many houses are now busy with Christmas orders, some of which call for delivery before October 1. Others as late as November 1.

Careful investigation shows a steady growth for the Philadelphia hand-made cigar, and the difficulties experienced in the filling of these orders has caused many jobbers and distributors to increase the size of their orders to keep the line of stock unbroken. Many houses are now busy with Christmas orders, some of which call for delivery before October 1. Others as late as November 1.

The cause for the delay is attributed to the shortage of skilled cigarmakers. Factories up-state notify the head offices that they are unable to get hands enough to keep the orders anywhere near up-to-date. The constantly growing demand for Philadelphia hand-made cigars and the continual shortage of skilled workmen is setting many of the houses back a long way.

One manufacturer stated that if orders continued in the next six months as they had in the past, he would have to open at least one new factory and perhaps more.

The shortage of skilled cigarmakers is attributed to the fact that many factories have ceased to turn out strictly hand-made cigars, and as a result there are not so many apprentices and therefore less skilled workmen.

It is a source of much satisfaction to learn that the Philadelphia cigar houses are coming into their own, and the fact that the demand for Philadelphia smokes is steadily increasing proves that consistent advertising backed up by quality will win every time.

As another of the local manufacturers succinctly stated, "It is not any longer a question of selling these high-grade goods—it is a question of making them."

Riker-Hegeman Knife Deeper.

DURING the past two weeks the Riker-Hegeman Drug Company have plunged more deeply than ever into a cut price warfare on leading cigarette brands, and the smokers of New York and Philadelphia especially have been able to buy their favorite brands at really ridiculous figures.

The company have been selling "Murads" and "Moguls" at 8 cents per package, two packages to a customer; while the American Tobacco Company's "Lord Salisbury," which are made to sell at 10 cents, with three cash rebate coupons packed in them worth a half cent each, have been sold at 6 cents per package.

Melachrino's "Naturals," "Rameses," "Condax," "Pall Malls" and other 20-cent brands, have gone over the counter at 14 cents per package.

Cuba-Connecticut Stockholders to Meet.

A special meeting of the stockholders of the Cuba-Connecticut Tobacco Company will be held on September 8th at their New York offices, 125 Maiden Lane, to make some adjustments in the classification of the capital stock of the concern.

Last fall the company increased its capital to $500,000, and it is now proposed that of this amount $200,000 shall be made seven per cent. cumulative preferred stock and $300,000 common stock.

Another United Store Robbed.

The United Cigar Stores, New York City, are again the victims of hold-ups similar to those which occurred last spring. At their store, 322 Columbus Avenue, recently, when the clerk in charge, John P. Reynolds, turned from his showcase at about 8.30 in the evening to obtain a package of cigarettes at the request of a customer, he was very much annoyed on returning to find that he was facing a revolver, which was followed by the command to "put up your hands," which he did. Just at that moment a real customer entered, but the man with the revolver was clever enough to conceal the weapon and ordered Reynolds to serve the customer or it wouldn't be good for him. When the real customer had been duly attended to, and left the store, the leader with his two assistants jumped the counter and obtained about $75 in cash, in the meantime ordering the clerk to keep quiet under penalty of death. They then made their escape.

150,000 for Smoking Cars in New York.

ACCORDING to an estimate made by an official of the United Cigar Stores, smokers to the number of more than 150,000 have signed the petitions for special smoking cars to be operated on the surface and elevated lines in New York City.

Some of the downtown stores are still turning in from ten to twenty sheets a day, each sheet containing fifteen signatures.

This crusade for smoking cars is to offset the action of Dr. Pease's publicity campaign to abolish smoking on surface cars and at park band concerts.

President Alonso in New York.

AS stated in our last issue, Eustaquio Alonso, who recently purchased the controlling interest in the "Por Larranaga" factory in Havana, arrived in New York City for his first visit since making the new connection. Mr. Alonso is quartered at the Waldorf-Astoria and has been in daily consultation since his arrival with the most prominent distributors in New York, as well as their American representative, J. V. Flanigan.

He stated that it was his one ambition in life to make the "Por Larranaga" factory the leading producing factory of the City of Havana, and that the one aim of the factory would be to do this by the quality and merit of their goods alone.

Mr. Alonso is booked to sail for Europe in a few days, where "Por Larranagas" for years have probably as fine a reputation as any factory could desire.

B. F. Alexander's Fine Holiday Exhibit

THE capable American representative for Fernandez Y. Garcia, and the Sucesores de Juan Lopez, B. F. Alexander, is particularly elated over the superb showing of holiday samples, which he has withdrawn in the past few days from the Customs House in New York. Mr. Alexander says that in his opinion he can now exhibit a line of imported cigars for the holidays, which is one of the largest, most complete and interesting ever shown in this country.

Buyers who will have an opportunity of inspecting these goods for a day or two, previous to Mr. Alexander's departure for Chicago, St. Louis and Kansas City, where these samples will also be shown.

Richard Davis, who is associated with Mr. Alexander in marketing these fine brands, left last Saturday with a duplicate line for the Pacific Coast. He will make all the principle points west of Chicago in this country, and cover Canada from Vancouver to Montreal.

George J. Whelan Returns

THE "Imperator" brought home George J. Whelan, president of the United Cigar Stores Company, when she arrived last Thursday night.

Mr. Whelan has been in Europe all summer, and was in a most cheerful mood when interviewed. He stated that the business of their company had shown increased sales of more than $250,000 for the month of July, 1913, as compared with same month of a year ago, and that the net gains for the first seven months of this fiscal year, up to July 31st, amounted to $2,100,000.

The stock of the United Cigar Stores Company has been quite active during the past two weeks, and is selling higher today than for some time past.

Judge Mayer has confirmed a composition with creditors of Carl Hirsch, manufacturer of smokers' pipes, at No. 50 East Seventieth Street, New York City, at 40 cents on the dollar cash. Liabilities were $118,403.

Park & Tilford Take on New Brand.

Announcement is made that Park & Tilford have assumed its old distributing agency for the long established "Flor de Tomas Gutierrez" smoking tobacco, which is manufactured in Havana.

This brand of tobacco has been for years one of the most popular grades used in South America and is also well-known in England and on the continent, but its merits have been practically unknown to the American consumer. The package is a very ornate one and the goods are made in four sizes, from two to sixteen ounces.

It is an assured fact that under the skillful merchandizing of Park & Tilford, the new brand will become a popular one ere long.

Fernando Rodriguez, general sales agent of the "Charles the Great" factory, is expected to reach New York about the middle of next week, after an extended stay of seven weeks in Tampa. His father, Salvador Rodriguez, founder of the "Charles the Great" factory, left yesterday for his home in Tampa, after a six weeks' visit North.

Gregorio Lopez's Change.

Gregorio Lopez Falco, who formerly conducted the Gregorio Lopez factory in Porto Rico, manufacturing a brand under that name, which was sold by the Antilles Tobacco Company of New York, has just assumed the management of the factory of the American West Indies Sales Company in Porto Rico.

Mr. Falco is rated one of the best posted growers and manufacturers of tobacco on the island, and in his new connection will have a broad scope for his ability, it being freely conceded that no prettier cigars ever came out of the islands than those formerly shipped up here under the Gregorio Lopez brand.

The vacancy in the sales force of the American West Indies Sales Company caused by the recent withdrawal of Henry Kaften has been filled by J. B. Annis, who has already started over the Southern territory with his company's new samples.

D. A. Shaw on a Vacation.

D. A. Shaw, who is the district superintendent of the great shade-grown plantations of the American Sumatra Tobacco Company at Amsterdam, Ga., arrived in New York last week for a vacation after the harvesting of their superb crop had been fully accomplished. Mr. Shaw is a large stockholder in his company and has the distinction of being the first man in America to set out a crop of tobacco to be raised under shade.

Although he has made his home in Amsterdam for some years, he keeps thoroughly posted on all the conditions of the trade and is a careful reader of the live trade journals.

The Norfolk Cigarmakers' Union No. 240 has elected the following officers: L. V. Curtis, president; M. T. LeDoyne, vice-president; C. T. Camoles, recording secretary; G. W. Keefe, financial secretary, and George Bear, treasurer.

P. J. Hanlon Resigns.

P. J. Hanlon, vice-president of the American Tobacco Company, upon his return to Louisville from New York, has announced his resignation from that position. Mr. Hanlon has had charge of the company's interests in Louisville for several years and his resignation has come as a great surprise to his many friends. It is said that Mr. Hanlon will take up his residence in Louisville.

Condax Have Not Sold Out.

For months past rumors have been circulated throughout the trade that the cigarette factory of E. A. Condax & Co., 305 Pearl Street, New York, had been sold to various interests, and these rumors have become so persistent that the firm have just issued a circular letter to the trade denying the statement in toto, and that on the contrary every detail of the management and selling of the well-known Condax brands is exclusively in the hands of the Condax Bros., and will so remain.

The firm state that their business is constantly enlarging in its scope and that their original straw tip cigarettes, as well as their very mild brands, have shown a very enormous increase in sales.

(Continued from Page 13.)

Is it necessary?
Is it fair and just?
Is it class legislation?
Why was it suggested?

"Cigars so manufactured may be withdrawn for home consumption upon payment of the duties under such regulations as the Secretary of the Treasury may prescribe."

What will the Secretary of the Treasury prescribe?

Moist dock weights for the seed and Havana manufacturer and moisture evaporated weights, also minus waste for the manufacturer in bond?

Did the originators enjoy benefits of which they are now deprived, and if so, is it possible to persuade the Secretary of the Treasury to prescribe substitute advantages.

If the bill passes as it is, will it with slight change lead to the manufacture of other products in bond?

How about Turkish cigarettes?

The provision that cigars manufactured in bond shall be composed of tobacco, all the product of one country means Havana cigars. It is proposed that the Government shall supply stamps to be affixed to each box, specifying the cigars are made entirely of Havana tobacco. It is claimed that this stamp is for the protection of the public who wish only clear Havana cigars.

In our opinion this is simply a subterfuge to secure the United States Government as a special advertising agent for the benefit of the manufacturer of cigars in bond, because the consumer can be amply protected by proper branding of all cigars under enforced laws.

Why should the Government specifically and preferencially advertise one class of its citizens' product and not another, especially when each is manufacturing articles of the same shapes, sizes and name "Cigars"?

Will not 99 per cent. of the cigar smokers select a cigar from a box bearing such special stamp simply to boast that he is smoking a clear Havana cigar?

Will that lessen the sale of all other cigars to the detriment of all others interested?

Will not such methods and such a stamp lead to the manufacturing in bond of low-grade, inferior Havana tobacco in further competition with the cheap domestic seed cigars?

Will the stamp help to sell any quality of Havana tobacco made into cigars?

Cannot the American clear Havana cigar manufacturers, who have, after long years of hard work and at great expense, established brands and built up a reputation for producing a high class, good quality cigar, understand they are allowing a law to pass which will place any quality of Havana cigar in competition with their product and make it harder for them to persuade the public there is a great difference between the quality of Havana cigars.

This is demonstrated by the fact that at one time that *certain* manufacturers of clear Havana cigars in a *certain section*, suggested that an association of clear Havana cigar manufacturers be formed, that one dollar per thousand be paid into the treasury to be used for advertising purposes. One gentleman, who knew existing coditions, said it may be a good thing to do, but first produce a clear Havana cigar of proper quality, which will be acceptable after you advertise it. Is this significant?

Think of the present high cost of *desirable* material, also expenses and small margin of profit. Then think of the additional cost of a government officer constantly in your factory, of providing facilities to store tobacco, of extra clerical force., etc.

Will all the clear Havana manufacturers be forced to manufacture in bond to secure an equal advantage of the special stamp and meet the competition of the *few* largest manufacturers who can afford the additional expense?

The bill is before the Senate.
Are these things worthy of your consideration?
Should this act be eliminated from the proposed tariff bill?
Are you ready to fight it?
Shall a public meeting of all interested be called at once?
When? Where? How? Who by?

An immediate reply and expression is earnestly requested, addressed to United States Bonded Tobacco Storage Warehousemen, P. O. Box 759, New York City.

Golf Cracks Are Inveterate Smokers

Walter Travis, Alec. Smith, Gill Nicholls, Harold Hilton, and Many Others Use Up Much Tobacco While On Links

TOM SHERMAN, son of Vice-President Sherman, one of the crack golfers of New York, recently stated that while he was an inveterate smoker and smoked continually on the links, he believed that smoking while playing was in a way prejudicial to good golf.

Here is what he has to say about it: "I regard smoking during play as decidedly harmful to a man's form and a bad practice. It is much the same as it is in pool or billiards—you know a good pool or billiard player will never smoke during play. Putting is a pretty exact operation, fully as hard as pool shot, and a little smoke in a man's eye will cost him a stroke and the hole in a very short time.

"Why do I smoke myself? Simply because I am in the habit of doing so, and would feel at a loss without a cigar while I am playing. You notice I never smoke a cigarette on the course—that would allow the smoke to get into my eyes. I always smoke a cigar and keep it in the corner of my mouth—never have any trouble with it and would not know what to do without it.

"A pipe? Too big and unwieldly—you couldn't see the ball. Besides, a pipe is too hard to keep lighted while playing. For myself, I guess I am too addicted to my cigar to stop. If you are asking for advice, I will repeat that I consider smoking decidedly harmful during play, and believe that no one should try to do gold and tobacco at the same time."

It may seem a rather curious thing, but if you were to run down the list of the great professional golfers you would find that the great majority of them were addicted to the weed. And of those who smoke, ninety per cent. of them, smoke cigarettes by preference. Possibly two of the greatest devotees of the cigarette are Alec Smith, several times open professional of this country, and Gill Nicholls, who, while he has never won a national title, is ranked among the three or four best professional players in this country.

If you were to follow an 18-hole round in which these two were engaged you would be surprised to find the number of cigarettes each man would consume. Alec will start out with more packs of cigarettes than golf balls.

And when he sinks the last putt in the eighteenth hole you will find that he hasn't a cigarette left and has not lost a single ball. He once remarked in a rather jocular sort of way while he was walking up a hill: "Cigarettes are certainly hard on us golf players." With Smith and other professionals who prefer the cigarette to the cigar, there is no smoking done when the shot is being made. It is either dropped on the grass or thrown away.

Scores of well-known amateurs might be named who smoke while they are on the course. The most prominent are Harold Hilton, the English crack, and Albert Seckel, the former Western amateur champion, representing the cigarette smokers, and Walter J. Travis, the cigar smoking golfer. Here are three men, two of whom have an international reputation and who have been both the American and British amateur champions, and all three of them are incessant smokers.

Of the three, Travis is the only one who plays every shot while he is smoking. From the time he leaves the first tee until the friendly nineteenth is reached the cigar or its companion is always between his lips. Smoking certainly has not interfered with his playing, particularly with his putting, for there is not a better exponent on the putting green than Travis.

While there are thousands of golfers who smoke better than they play, the number of really first-class players in both the amateur and professional ranks is so large as largely to refute Sherman's statement. The majority probably smoke more on the links than in the office because it is so much easier to smoke in the open and because smoking acts as a sedative and a nerve-soother.

The strain of a hard-fought match does not seem so great to the smoking golfer if he has a cigar between his teeth. Excessive smoking, like other things of a like nature, is bad, but, after all, smoking is a matter for the individual. Jones may smoke cigar after cigar, Smith may get rid of two score of cigarettes, while Brown may not smoke at all, and all may play the finest kind of golf, and all may defend his particular theory about the good or hurt done by the weed.

W. H. Barnhardt is the owner of the cigar store recently opened in the space occupied by the Shultz department store, Sebring, O.

A cigar combined with a jewelry store is one of the novel features of Gladbrook, Ia., and is in charge of Henry Wagner.

Having recently purchased the store and half dwelling located 15 Fairview Street, Glen Falls, N. Y., John H. Daley, a local cigar manufacturer, will manufacture cigars in the building in the rear of the property on Third Street.

The H. H. Sheip Manufacturing Co. advise us that their big plant at Sixth Street and Columbia Avenue, Philadelphia, has been running full tilt for some time, getting out an unprecedented volume of orders on cigar boxes and specialties for which the house is famous.

The company have recently finished material alterations to the interior of their factory, which will give them increased facilities.

The Duys Record.

SOME idea of the immensity of the business of H. Duys & Co., Sumatra tobacco importers, can be gleaned from a study of their page advertisement in this issue, wherein they show purchases at the spring inscription of over 7,100 bales of Java and Sumatra tobacco of the finest quality.

These lots were purchased under the careful eyes of Messrs. John H. and Henry M. Duys, during their visits to the inscriptions, and we are informed by the firm that a large majority of the lots have already gone into American cigar factories.

The house of Duys are absolute leaders in the Sumatra importation industry and their handling of orders and the quality of the goods which they furnish their customers is the one reason why their importations are growing to such an extent each year. Philadelphia and its contiguous territory is one of the most desirable sections, which embraces many customers for this firm.

The trade will watch with much interest the movements of this energetic house when the fall inscription is opened.

CLUBDOM SMOKING No. 1

THE LAMBS' CLUB
130-132-134 West 44th Street
New York City

(This article inaugurates a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

TUCKED away on West Forty-fourth Street, between Sixth Avenue and Broadway, is the home of what is probably the most widely known club in the United States, if not in the world—The Fold of the Lambs.

This organization, the membership of which comprises the leading authors, dramatists, artists, sculptors and journalists of America, is the direct outgrowth of Sunday night gatherings which were held many years ago at the house of the English essayists, Charles and Mary Lamb, at their home in London. From these meetings an organization was formed in London, and eventually perpetuated in America, beginning in 1874.

The first home of the club in New York was in Old Delmonico's; in 1880 the Lambs, located at 34 West Twenty-sixth Street; from there the club removed in 1892 after twelve years stay, and in 1897 they moved to their own house, No. 70 West Thirty-sixth Street, and eight years ago today they occupied the present beautiful house on West Forty-fourth Street, which was designed by the late Stanford White, one of America's most talented and famous architects and himself a Lamb.

The club house is eight stories high, and one of its most unique features is a perfectly equipped little theatre on the third and fourth floors capable of seating an audience of 600 people. In this theatre are given at intervals during the winter the Gambols, or private dramatic performances, for which the club is famous. The leading actors of the country appear at the Gambols for the amusement of their fellow-members in any part assigned them, wholly ignoring the fact of whether their names appear along Broadway in electric lights or otherwise.

The present presiding officer of the Lambs, known as the Shepherd, is Joseph R. Grismer, known for years as a leading theatrical manager, actor and producer, and famed for generations as the owner of the perennial play "Way Down East." Other famous shepherds of the club include Augustus Thomas, the playwright and brilliant wit; Clay M. Greene, author and playwright; DeWolf Hopper, the elongated and beloved comic opera star; Wilton Lackaye, actor, philosopher and rapier tongued reformer; E. M. Holland and others.

The club roster contains the names of Booth Tarkington, George Ade, Henry Blossom, George Randolph Chester in the field of literature; George V. Hobart, Harry B. Smith, George Broadhurst, Edwin Milton Royle, Augustus Thomas, Charles Klein, Bayard Veiller, playwrights; Victor Herbert, Goritz, Reiss, Henry Muyer, R. F. Outcalt, E. W. Kemble and scores of other celebrities.

As might be expected, the tastes of these various members as far as cigars are concerned, is very catholic, and the club maintains a finely equipped cigar department. The selection and the purchase of the brands is directly in the hands of John E. Chatfield, a veteran hotel and club manager, and the department itself is presided over by Louis Edelman.

Very few cheap smokes are sold in the club, the preference running to the more costly brands of clear Havana make, and the finer grades of domestic manufacture. In the imported goods, "Romeo y Julieta" (H. Upmann & Co.), "Partagas" and "Hoyos" have the call. In clear Havana goods of Tampa make, "Lozanos" are sold in a number of sizes up to the most expensive, and these goods are particular favorites.

"Flor del Mundo" (Bustillo Bros. & Diaz), "Charles the Great" (Salvador Rodriguez), are also well liked, and the other brands which have a call include "El Sidelo," "Optimos," "First Consuls," "Rosa del Rancho," in 15-cent goods, and "Marshalka," a popular 10-cent brand.

Many Lambs have for years been smokers of Cayey Caguas Co.'s "Savaronas," and the sale of these in the club is strongly maintained.

The showing in cigarettes is wonderfully varied, and sales on all grades are very heavy. The club has its own brands manufactured by Poulides Bros., and these move rapidly, Philip Morris & Co., "Pall Mall," "Tabard," "Fifty Six" and "Rameses" are especially favored in the 20-cent and upwards class, while Melachrino "No. 9" and "Murads" have the call in 15-cent grades.

Very few of the members use the cheaper blended cigarettes of Virginia and Turkish tobacco.

Singular to state, the smoking tobacco end of the club's business amounts to nil. Possibly a jar or two of some pet brand of a member is all that is on display.

The members of the club are particularly loyal to their chosen brands, and the theatrical members especially have in many instances done yeomen service in advertising brands throughout the United States, of which work the manufacturers were wholly ignorant. The shepherd of the club, Mr. Grismer, is particularly partial to "Flor del Mundos" (Bustillo Bros. & Diaz), and always has a kind word for the brand; Digby Bell believes that the equal of the "Van Dyck" cigar, as far as his taste is concerned, is not made in Cuba or America. Louis Massen is a "Savarona" smoker through and through, and can give you direct and authentic information about the goods from the plantation to finished product.

PHILADELPHIA.

Charles J. Castillo in Town

AMONG the prominent visitors in the city during the past week, was Charles J. Castillo, the vice-president and sales manager of the San Martin & Leon Company, of Tampa.

Mr. Castillo says that he has had a remarkably encouraging trip thus far, finding a largely increased demand for their "El Briche," "Flor de San Martin & Leon" and "Hoyo de Cuba" brands, at Richmond, Washington and Baltimore, where he has just been.

The recently occupied factory of the company in West Tampa is running to its fullest capacity today. Mr. Castillo's business has grown to such an extent east of the Rocky Mountains, that the company has recently engaged W. W. Cowan, as Pacific Coast representative, and he will in future cover the territory from Denver to the Pacific Coast.

The "El Rocco" brand, made by H. F. Fiddler & Co., of Womelsdorf, is being exploited in Philadelphia markets with quite some success. Mr. Fiddler is calling on the trade personally.

B. Labe & Sons Will Continue

It is the belief of Sidney Labe, of the firm of Benjamin Labe & Sons, a Philadelphia leaf house which has suspended payment, that with time the house will be able to pay its obligations dollar for dollar. Mr. Labe said to a representative of the WORLD that statements of their liabilities had been in many cases overestimated. Julius C. Levi, counsel for the firm, placed their indebtedness at upwards of $200,000. It is possible that they may approximate $400,000.

The outlook, however, for the firm is apparently good. It is said that their assets are substantial, and that the firm's past reputation is an aid to the negotiations with creditors.

The obligations are said to be confined to banks, and that their indebtedness to mercantile houses is comparatively small. It is stated that there are none among the trade.

George E. Shaw, ex-president of the Western National Bank, and president of the Assets Realization Company, has been appointed temporary trustee.

Henry Weinmann, representing Weinmann Brothers, bankers and brokers handling some of the firm's paper, stated to a representative of the WORLD that he believed that if the house was given a little time it would pull through without loss. It is understood that several of the city banks have agreed to give them an opportunity.

At the firm's office, at 228 North Third Street, it was stated that the business will be continued.

"El Basco" Has New Home

The El Basco Cigar Company, formerly located at 137 Market Street, are now occupying new and more commodious quarters at 122 Market Street, where a retail stand has been opened on the first floor, the workmen occupying the second floor.

Special attention will be given the "El Basco" clear Havana cigars, which will sell to the consumer for 10 cents, though the opera size, which sells for 5 cents straight, will not be neglected.

A good force of cigarmakers are already employed, and will be increased as conditions warrant. Every effort has been made for the comfort and convenience of this branch of the business, and as heretofore will be under the direct supervision of Harry K. Straus, the proprietor.

Selling "44" Cigars

With the aid of the Baltimore distributor, W. M. Charles, under the direction of the Southern representative of the "Forty-four" Cigar Company, is having exceptional success during his invasion of Maryland territory.

Tillman Funk, who is swinging around the Tennessee circuit again, has opened a number of accounts for the "44" cigar with distributors.

M. Zander, Southwestern representative, has been paying his respects at the factory, after an extensive trip over his "camping grounds." He will return in a few days, and with his son, G. W. Zander, will continue his missionary work.

F. B. Stanton, assistant advertising manager, is continuing his work with the advertising car in Northern New Jersey.

Mr. Campbell, representing the Dahl Milligan Grocery Company, of Washington Courthouse, O., has been among the recent visitors at the factory at Eleventh and Wharton Streets.

George Becker left Philadelphia recently on a Western trip, in the interest of Arguelles, Lopez & Co.

Henry Kraus, of Kraus & Co., Baltimore, Md., was in Philadelphia recently. His order book showed that the trip had been a successful one.

Phil Verplanck, of P. Verplanck & Co., of Tampa and New York, called on the local trade and closed some attractive business on the firm's "El Genio" brand.

"Reynaldo" Distributors, Attention!

APPRECIATIVE smokers will be delighted with the "Library Edition" of "Reynaldo" cigars put out by Luckett, Luchs & Lipscomb. They are issued in handsome hand-painted humidors containing fifty cigars, and cannot fail to appeal to the taste of those who seek the best in every particular.

These humidors are made in four colors: green, blue, brown and red, and will tastefully fit in with the interior decorations of the home library or office.

The Cover for the "Library Edition"

The humidor is claimed to be the most thoroughly practical cigar jar that scientific principles can evolve. The gasket around the neck of the jar will insure proper conditions being maintained within the jar, as long as the top is in place. The sponge within the top is for usage only in case the top be left off and the cigars become dry. Every smoker knows that quality grades of hand-made cigars will retain their sponginess for a long period if they are carefully confined in a container. The sponge should not be moistened as long as the cigars are in good condition, and when used moistened only slightly.

The "Library Edition" of "Reynaldos" is sure to be a big winner, and should prove a wonderful seller for the holiday trade. It goes on the market September 1.

Andreas Diaz & Co., Tampa and New York, was represented in the local market last week by Jose M. Cuyar.

John W. King, of Cuesta, Rey & Co., was a Philadelphia visitor recently, following his usual custom of securing business for the clear Havana cigars manufactured by this firm.

Philadelphia Notes

W. E. Gumpert, the Southern representative of the Juan F. Portuondo Cigar Manufacturing Co., has started for a trip over his entire territory. His business will keep him away until early in December.

C. C. Patrick, representative of Jacob Langsdorf's Sons, of 551 North Fifth Street, for Virginia and North Carolina, visited the factory the other day.

The new plant of Bobrow Brothers at 125 South Second Street will be in operation September 2nd. With the opening of this factory Bobrow Brothers will gradually increase their corps of employees with 500 additional hands.

W. L. Klauser, Eastern representative for Luckett, Luchs & Lipscomb, paid a visit to the home office the other day.

George M. Pruitt, South Jersey representative of Bayuk Bros. Co., and E. C. McAllister, who covers the North Jersey trade, are both establishing enviable records with their sales of "Havana Ribbons."

E. A. Geipel, who looks after the Wilmington and Chester trade for Bayuk Bros. Co., is the dark horse of the local force. "E" he has a habit of turning in a pile of orders at the end of the month that usually lands him at the head of the list.

Frank J. Guiffra, a jobber of Millville, N. J., visited Bobrow Brothers headquarters, and reported that the "Bold" was going big through South Jersey territory.

I. J. Mittelberger, of Cleveland, O., representative of Neuman & Mayer Co. in Ohio and Indiana, is in town visiting the factory for a few days.

Nathan Baum, of the Baum-Jaffe Co., has recently returned from a vacation spent in the New England States. A portion of the trip was made by automobile.

L. M. Walters and Henry Reisenberg, of Bobrow Brothers, will start on September 1st on a trip through their respective territories. Mr. Walters covers the Eastern States, while Mr. Reisenberg makes the territory west of Ohio to the Coast.

O. M. Bosworth, of Cleveland, O., with the H. Fendrick Company, of Evansville, Ind., has been spending a few days in this city visiting friends in the trade.

Chas. W. Saunders, of the Cortez Company, received a welcome and good business on his recent visit to the Quaker City.

Ostrow's city cigar store, at 702 Chestnut Street, has been making a big drive during the past week on Regensburg's "American" cigars. The window contains an attractive display of "Americans" in all sizes, and two alluring "Get the Expression" posters add to the general effectiveness of this example of tempting window arrangements.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, August 25, 1913.

DURING the past sixteen days the trade in leaf tobacco has certainly broadened out, not alone in quantity, but also in the variety of styles. If we should classify tobacco into three principal groups, or so-called factory vegas as the first one; we should then have as the second one heavy quality goods for mixing purposes of the seed and Havana industry, and finally the low grades and tail ends, which are used by the cigarette manufacturers. As a rule at this season of the year only the first and the last group deserve to be talked about, as the principal demand for the second group takes place in the late fall or winter months, when the buyers from the United States are in the habit of flocking down here. The obvious reason for this consists in two facts, the first being that the escogidas commence later in the country and do not complete their labors until the end or October or November, and the second being that this class of leaf requires more time in the bales to cure thoroughly, as well as dry off. As long as the United States exact duty on the import weight, and not when re-weighed, at the time of leaving the bonded warehouse, it is of great monetary interest not to ship leaf with too much moisture in it.

Besides the great activity displayed by the clear Havana cigar manufacturers in stocking up to their full capacity, owing to the exceptionally fine Vuelta Abajo leaf, we have also seen an urgent demand of the cigarette factories of Cuba; and now, to crown the climax, some of our American houses established here commenced to buy the heavy styles of Remedios and Vuelta Abajo leaf in our local market, as their own escogidas would not yield the required quantity for their customers. Some of the large Northern dealers have also not hesitated, after they had seen the types of goods at our warehouses, and having convinced themselves that our crop is far shorter than it was estimated to be at the beginning, to step into our market and purchase what was ready and contracting for future delivery the balance of their commitments.

From all the above it can be seen that ourt market has been very active, and naturally, prices not alone stiffened perceptibly, but they have also advanced sharply for some grades, and the general tendency is upwards for all classes. No buyer that has come here has returned empty hnded; on the contrary, some that came in July have come back here already to increase their holdings. Prices are high to be sure, but the vegueros this year got the benefit of them, and to which they ought to be entitled after so many bad years.

Remedios tobacco is now considered to be fully 100,000 bales below last year's crop. On August 15, 1912, we had received already from the country 128,242 bales, while this year, on August 14th, we had only received 56,491 bales, or considerably less than half the quantity. Such figures ought to convince even the unbeliever.

Recent Leaf Sales.

Sales during the past fortnight summed up to 24,994 bales, or separately consisting of: Vuelta Abajo, 14,009; Partido, 5,004, and Remedios, 5,981 bales.

Buyers were: Americans, 13,725; exporters to Europe, 3,179; shippers to South America, 516, and our local manufacturers of cigars and cigarettes, 7,574 bales.

Exports of leaf tobacco from the port of Havana for the two weeks ending August 16th, were: To all ports of the United States, 6,216; to all ports of Europe, 1,629; to Oran, 50; to South America, 556 bales; thus making the total exports 8,451 bales.

Receipts of Tobacco From the Country.

For the two weeks ending August 14, 1913.		Since January 1, 1913.	
Vuelta Abajo	32,389 bales.	164,685 bales.	
Semi Vuelta	2,771 "	17,553 "	
Partido	1,755 "	8,503 "	
Remedios	20,795 "	56,491 "	
Oriente	65 "	1,272 "	
Total	57,775 "	Total	248,594 "

Leaf Buyers That Come and Go.

Arrivals—From New York: Sol. Cane, of Cane Brothers; G. W. Nichols, of G. W. Nichols & Co.; Francisco E. Fonseca, of F. E. Fonseca & Co.; Emilio P. Cordero, of E. P. Cordero & Co.; Ted. Smith, of Hinsdale, Smith & Co.; Nicolas de Cardenas, of Cardenas & Co.; Antonio Gutierrez, of the Gene-Vall Cigar Company, Inc., and Manuel Rodriguez, of Rodriguez & Tejeiro.

From Tampa: Frank R. Diaz, of V. Guerra, Diaz & Co.; Benigno Balbin, of Balbin Brothers; Manuel Garcia, of Perfecto Garcia & Brother; Francisco Bolaño, of F. Bolaño & Co.

From Chicago: Amador Gandia, of Gandia & Uesborne; C. O. Johnson, of C. O. Johnson & Co. cigar factory.

From Los Angeles, Cal.: B. S. Jarrett, proprietor of the "St. Elmo" cigar factory.

From Key West: A. Artolozago, foreman and manager of G. W. Nichols & Co.; Jaime Pendas, foreman and manager of "La Diligencia" factory, and A. H. Arnold, foreman and manager of the the "Mi Favorita" factory.

Departures—To New York: Sol Hamburger, Lennie Greenhall, Aleck Goldschmidt, August Baer, José Fernandez, Allie Sylvester, Eduardo Guedalia, S. Ruppin, Eustaquio Alonso, Baldomero Fernandez, H. H. Strater and Sol Cane.

To Tampa: Francisco Gonzalez, Manuel Corral, Celestino Corral, Mortimer Regensburg, Fred Davis, Laureano Sanchez and Frank R. Diaz.

To Key West: G. W. Nichols, A. Artolozoga.

To Chicago: August Kuttnauer, Sebastian Solares, H. G. Chisholm and Matt Wengler.

With the Cigar actories.

Business in all of our cigar factories can be termed as good, and even the smaller factories appear to be getting their share and are filling up their cigarmakers' galleries to their capacity. While there are holiday orders from the United States, the calls for immediate shipment might be better however, and which we must ascribe to the awfully long-winded debate in the United States Senate about the tariff changes, as well as to the possibility of eventual trouble with Mexico, which for the time being must influence business in general. England, Germany, Australia, the South American Republics and Canada are on the other hand increasing their orders right straight along, and barring any unforeseen events we ought to have an extra good fall and winter trade for our cigar industry.

"Romeo y Julieta" is already making use of the new building, as far as seating more cigarmakers is concerned, even if the structure is not entirely completed in all its interior details. The above fact, however, proves conclusively the wisdom of Don Pepin Rodriguez and Don Ramon Argüelles in having bought the contiguous building.

"Partagas" is doing well, executing orders as quickly as possible, which are arriving in good shape from all the principal countries of the world.

H. Upmann & Co. are working under full steam now in their celebrated H. Upmann factory, as they have no lack of orders on hand, and new ones are coming in by cable, or letter, almost daily.

The Henry Clay and Bock & Co., Ltd., is likewise crowded with orders for their principal factories, and ahead of last year.

Castañeda has no reason to complain, as its business is expanding in all directions, and in comparison with last year the owners have done 20 per cent. more business.

Don Eustaquio Alonso, the president of the Por Larrañaga factory, left here on the sixteenth inst. for New York, as he had intended to do, and he had a goood sendoff on the pier, by the number of friends that he left behind. In the short space of time since the change in the management took place this factory has increased its output fully 50 per cent., which surely is not friendship alone, but rather due to merit of the new cigars.

Sol is working with full forces at present on a large order list for prompt shipment, as well as for holiday goods for later delivery. Its brand, "La Devesa de Murias," has doubled its output, since Behrens & Co. have taken hold of it.

"Flor del Fumar," of Felipe Rodriguez & Co., maintains its supremacy, as regards the volume of orders for high-priced regalia sizes, in proportion to the size of the factory.

B. F. Alexander, the missionary agent of Fernadez & Garcia, makers of "La Flor de A. Fernandez Garcia," seems to be giving a good account of himself, according to Don Ramon Fernandez (Chocolate).

Other factories that are working well are Hoyo de Monterey, La Flor de José Otero, Punch, Belinda, C. E. Beck & Co. and Allones, Ltd.

Buying, Selling and Other Notes of Interest.

Maximilian Stern was the biggest buyer in our market during the past fortnight, with 4,050 bales of leaf.

Sobrinos de A. Gonzalez were the biggest sellers during the same period, with 3,300 bales of all kinds of leaf.

Mortimer Regensburg invested in 3,500 bales of leaf for his two factories in New York and Tampa, principally Vuelta Abajo, from the finest districts.

Selgas & Co. disposed of 1,115 bales of tobacco during the last two weeks.

Sol Hamburger, according to a good authority, purchased 3,500 bales of Vuelta Abajo and Remedios, part of which are however to come in from the country still.

Cardenas & Co. sold 1,000 bales of Vuelta Abajo, and from their fine Artemisa packing, to their customers during the past fortnight.

H. Upmann & Co. added 2,000 bales of leaf to their previous purchases, part for their factory and part for export.

José Menendez turned over 916 bales of leaf from his holdings.

Fred Davis added 1,400 bales to his previous purchases, before leaving our town.

F. Rocha & Co. were sellers of 710 bales of all kinds of leaf to their customers.

J. Bernheim & Son are reported to have purchased 1,500 bales of Remedios.

M. A. Suarez & Co. sold 664 bales of Vuelta Abajo, from their fine escogidas and vegas.

Cifuentes Fernandez & Co. secured 800 bales of leaf for their cigarette factory.

José C. Puente & Co. delivered 582 bales of Vuelta Abajo, Partido and Remedios from their choice holdings to their customers.

J. F. Berndes & Co. bought 786 bales of leaf during the past fortnight.

Herrera, Calmet & Co. closed transactions of 500 bales of Remedios.

August Kuttnauer had purchased 500 bales of very fine vegas from the Vuelta Abajo for his firm, Rothschild Sons & Co., of Chicago.

Gutierrez & Diehl were sellers of 323 bales of Vuelta Abajo and Remedios during the last two weeks.

The new firm of Schwab Bros. & Baer secured through their representatives, August Baer and José Fernandez, and with the assistance of Don Leslie Pantin, 500 bales of Vuelta Abajo, from selected vegas of the lowlands. They are thus enabled to start out well, and in presenting the cigars from such fine raw material, they ought to be successful.

H. H. Strater disposed of 300 bales of his fine Manicaragua escogida.

Adolfo Moeller purchased 393 bales of leaf for export to Germany.

I. Kaffenburgh & Sons sold 175 bales of Vuelta Abajo to his previous purchases, before leaving for his home.

Nuñez & Co. were sellers of 112 bales of Vuelta Abajo and Remedios to local buyers.

H. G. Chisholm, of the Capitalistic Company, of Chicago, was a buyer of 225 bales of Vuelta Abajo, all fine vegas from the best districts, and secured through the assistance of Walter Sutter & Co.

Shippers above 200 bales of leaf tobacco from the port of Havana, during the last two weeks were: J. F. Berndes & Co., 786; Leslie Pantin, 602; H. Upmann & Co., 527; Maximilian Stern, 483; Diego Montero, 405; Ernst Ellinger & Co., 383; Adolfo Moeller, 362; Bridat & Co., 341; Garcia & Co., 284; M. Abella & Co., 273; Mark A. Pollack, 240, and Manuel Suarez, 201 bales.

Don Pablo L. Perez has joined the ranks of our commission merchants since the fifteenth of August, having opened his office and warehouse at 102 Dragones Street. He is soliciting a share of the patronage of American leaf buyers, and is known by a good many of them, but for the benefit of those that might contemplate coming here, and do not know him, we beg to state the following facts:

Starting in 1883, as a boy, with his late uncle, Don Gregorio Palacios, he later worked for Don Luis Marx, and in order to become conversant with cigar factories he went to the El Rey del Mundo here, and La Matilda in Tampa. He was also employed by the Havana Commercial Company upon their farms in the Vuelta Abajo, for two years. In 1905 he was the senior partner of the firm of Perez & Obeso, and from which he retired this year. He is an educated gentleman, speaking English fluently, a thorough judge of our leaf, well posted in our market as well as in the country, and can furnish any first-class reference required.

Don José Lovera has made some excellent purchases of prime vegas from the Vuelta Abajo, but is still here looking for more similar goods.

ORETANIV.

Among those who are enjoying the cool breezes of the Adirondack Mountains, is Benjamin Lipschutz, of the "Forty-four" Cigar Company. Mr. Lipschutz's vacation will continue into September.

Thomas W. Smith, Jr., foreign representative of the American Tobacco Company, with Mrs. Smith, has sailed from Sweden for a visit of several weeks to his parents in Concord, N. C., and Mrs. Smith's relatives in Kentucky.

REYNOLDS CO. NAME CIGARETTES

"Reyno" and "Osman," the New Ones in the Field, 5 and 15-Cent Packages

IN March of this year "The Tobacco World" exclusively announced that the R. J. Reynolds Tobacco Company, of Winston-Salem, would embark in the manufacture of cigarettes.

At that time the firm was busily fitting up the old Lipfert Scales Factory on Church Street with modern machinery and preparing for a campaign which would be perfect in every detail when they commenced operations.

The first snag which the company encountered was due to the delay in receiving their shipments of Turkish tobacco owing to the Balkan troubles. Then came delay in obtaining the big lots of imported rice paper. Now, however, every detail is complete and they have announced that within a few days they will offer to the trade their two brands, "Reyno" and "Osman." The "Osmans" will be splendidly blended Turkish and domestic cigarettes, sold in packages of twenty for 15 cents, and from the outset these goods will undoubtedly prove a formidable competitor for this class of trade. The Virginia cigarettes, ten for 5 cents, have been appropriately named "Reyno," taking their appellation from the five letters of the company's name. It is needless to say that the blending of Virginia and North Carolina tobacco in these goods has been done with infinite skill, and that they will stand up under the severest test.

New Factory for San Antonio, Fla.

Work is shortly to be started in San Antonio, Fla., on a modern cigar factory, which is being erected for Thomas Forster. Mr. Forster comes from Glencoe, Minn., and bought a plot on North Curley Street last year, with a view to manufacturing cigars in this place.

Letters to the Editor

Seeks Factory Number

PHILADELPHIA, August 26, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Please let me have name of manufacturer listed under Factory No. 325, First District of Pennsylvania, and oblige,

J. E. FRUEH.

Answer—Frank Ganter, Reading, Pa., Factory No. 325, First District of Pennsylvania.

Manufacturer of Tobacco Machinery

BECHTELSVILLE, PA., August 25, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly let me know, if possible, the name of firms making machines used in the manufacture of tobacco.

Yours truly,

EFFENGER M. ERB.

Answer—For tobacco presses address Cutaway Harrow Co., Higganum, Conn.

Hammerstein's Tobacco Machine

LOUISVILLE, KY., August 21, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—An article appeared in your paper, THE TOBACCO WORLD, stating that a machine had been invented by Mr. Oscar Hammerstein, for the purpose of flattening tobacco stems, thus permitting of their use the same as the leaf. Will you kindly inform us where this machine is manufactured and the name of the manufacturer, and oblige,

W. J. DEALTRY,

Room 205, U. S. Courthouse and P. O.

Answer—Address Oscar Hammerstein, Forty-second and Broadway, New York City.

Results of Tobacco Breeding in Conneticut

a. Sumatra, New Haven, 1912.

b. Havana type plant

c. F2 Cross between Sumatra and Havana New Haven, 1912

THE above photographs represent results showing the effects of tobacco inbreeding, as obtained by the Connecticut Agricultural Experiment Station at New Haven, Conn. Cut *a* shows Sumatra which averaged 26.2 leaves per plant; cut *b* is the Havana type, which is averaging about 20 leaves per plant; cut *c* shows the results obtained from inbreeding, and in this case the type is a cross between Sumatra and Havana. It cannot be distinguished from the pure Sumatra. This averaged 24.4 leaves per plant. Other types of this family, F_2, had Sumatra leaf characters and Havana leaf numbers; others resembled Havana in all features; still others had the leaf size and growth habit of Havana, combined with the leaf numbers of the Sumatra. The cuts are the courtesy of the gentlemen of the Agricultural Experiment Station at New Haven.

Montana Cigar Industry Grows

ACCORDING to the recent report of the Commissioner of Labor and Industry, of Montana, the annual output of the cigar factories of the State totalled 6,593,150 smokes, or sixteen and a fraction cigars for every man, woman and child within the boundaries.

There are sixty-seven factories in the State, the largest of which employs twelve men, exclusive of the proprietors. This factory is located at Livingston, and is owned by Charles Garnier & Son. Their daily output is 2,000 cigars. The Commissioner estimates that there are as many employers working on the bench as there are employes.

The average wages paid per 1,000 cigars is $17.76.

Nunn-Buse Company Incorporate

ON the fifteenth of last month the Secretary of the State of Missouri issued a charter to the "Nunn-Buse Leaf Tobacco Company" at St. Louis, who embarked in the tobacco jobbing business in that city on February 1st, last. The new corporation has an authorized capital of $100,000, and in a press interview F. H. Buse, of the firm, stated that the incorporation had been effected, so that A. C. Lauter, W. A. Krefft and J. L. Dulauf, should become direct partners and stockholders in the enterprise. They now occupy a big warehouse at 114-20 Chestnut Street, and plan to largely expand their business in every direction forthwith.

Antonio Martinez Expanding

ANTONIO MARTINEZ, whose main factory is on Bay Street, Jacksonville, Fla., has just leased the store floor in the Board of Trade Building, at Main and Adams Streets, in that city, and will give the public an opportunity of seeing high-grade cigars made in the open. He starts off with nine cigarmakers, whose tables are located in full view of the passing throng, and who will turn out "Flor de Antonio Martinez."

In connection with this venture, Mr. Martinez has planned to operate a locker system, whereby customers can purchase their box of cigars and leave them at the store to be drawn upon as desired. Mr. Martinez will erect a fine humidor in the new location.

Hong Kong Tobacco Importers

Through the courtesy of the American Consul-General, George E. Anderson, of Hong Kong, China, we are able to furnish our readers with a list of tobacco importers of Hong Kong.

They are: Ruttonjee & Co., The Nam Yang Tobacco Co., Mowfung & Co., Sincere & Co., and the Holland-China Trading Co.

Those who have read the article, "China as a Market for American Tobacco," which appeared in the August 15th issue of "The Tobacco World," will no doubt be interested in this list of Hong Kong houses. The packers of the American trade will no doubt find this list a very useful one.

JOBBERS & DISTRIBUTORS DEPARTMENT

Hemenway & Moser in Six States

STARTING in the tobacco and cigar business twelve years ago in Salt Lake City, Oscar Hemenway and U. G. Moser, now incorporated as Hemenway & Moser, have stores in six States in the Union and rank among the five largest jobbing houses in the United States. They cover Utah, Montana, Idaho, Washington, Oregon and Nevada.

Attracted by the development of the Northwest, they have continually expanded, and now besides their wholesale business have opened a number of chain retail stores in many of the large cities of the territory in which they are now operating.

The location of their wholesale house in Butte, will be that formerly occupied by the J. E. Oppenheimer Company at the corner of Galena and Dakota Streets.

New Boston Jobber Handles "Coiner"

H. L. Rogers has just opened in Boston at No. 12 West Street, where he will conduct a general cigar jobbing business. Mr. Rogers was formerly New England representative for "Havana Ribbons." In his new capacity he will specialize on the Baum-Jaffe Company's "Coiner" brand in Boston, and has already placed some substantial orders on these goods.

"Class" Going Big in Western Territory

The Stone-Ordean-Wells Company, of Duluth, advise that they are having a wonderful run on the "Class" brand, made by Seidenberg & Co., of New York. The above house is distributing from the Upper Peninsula of Michigan to Idaho, and now have a standing order for 180,000 "Class" cigars a week.

They have been handling the goods only four months and consider their success with it little short of phenomenal. They say that it is an exceptional piece of nickel goods. It is made in three sizes, the perfecto, londres and panetella.

The Stone-Ordean-Wells Company have eight branch houses, and are confident that by the end of the year their sales on "Class" will average between 1,500,000 and 2,000,000 cigars a month.

Chain Stores in Atlanta

The Tumlin Bros. Co., recently incorporated, of Atlanta, Ga., now has stores at the corner of Broad and Walton Streets, and in Elkin's Drug Store at the corner of Marietta and Peachtree Streets. It has secured leases for stores in the new Hurt Building and in the Healey Building. With this chain of stores they will have one of the largest businesses of its kind in the South.

Tobacco Demonstration at Picnic

RED LION, PA.

At the Farmers' Day celebration here on August 30th, a feature will be the tobacco demonstration at the federal government station. The demonstration will be in charge of Dr. W. W. Garner of the United States Department of Agriculture, of Washington, D. C., and Dr. Frear.

Notes of the Trade

The Old Dominion Tobacco Co., of Norfolk, has taken hold of the line of cigars of Jacob Langsdorf's Sons, of 551 North Fifth Street, this city, and are placing heavy orders for the well-known "Sir Henry Irving" brand.

F. H. Davis & Sons, and Lilly, Dungan & Co., Baltimore distributors for Luckett, Luchs & Lipscomb, report big demands for the popular "Reynaldos."

Bayuk Bros. Co.'s recent connection with Franklin MacVeagh & Co., on "Havana Ribbons" for Chicago, has proven a most excellent one, as is evidenced by the large semi-weekly shipments of the brand to the Windy City.

Frank D. Patton, Illinois representative, spent a short time at the factory last week and stated that while the brand was only introduced in Chicago late in July, the number of repeat orders received by Franklin MacVeagh & Co. were a source of pleasant surprise.

W. B. & W. G. Jordan, of Minneapolis, Minn., distributors for Bayuk Brothers, of Philadelphia, report a tremendous run on "Havana Ribbons." The factory has been oversold for a considerable period and shipments, for this reason, have been delayed. The Minneapolis house will no doubt jump its sales considerably as soon as it can get prompt deliveries.

Cuesta, Rey & Co., of Tampa, are getting a tremendous distribution throughout some of the Western States. The Charles Donovan Cigar Company, of Chicago, who are distributors for this house, report a strong sentiment in the city for the "Ponce de Leon" brand.

Down in Richmond the Straus Cigar Company is having a good run on the "El Wadora" brand, made by Sig Mayer & Co., of Philadelphia. "Webster" is another cigar that the distributors have been very busy with of late.

J. D. Acker, manager of the cigar department of the Twelfth and Chestnut Streets store of the Finley Acker Company, reports good business on the "56" cigarettes, manufactured by the Cado Company, Inc., 26 Park Place, New York City.

The north store room in the Princess Theatre Building, at Joliet, Ill., is to be occupied by one of the chain stores of the Oppenheimer Cigar Company.

Ben Straus, of Rey-Straus & Co., Tampa, has been in Philadelphia during the last few days and gathered in some good orders on their "Mi Rey" brand.

IRREGULAR PAGINATION

TAMPA TIPS

Factories All Busy—Demand for Better Freight Rates—Tampa Man Heads Pharmacy Association— Tampa Manufacturers Decorated by King Alfonso

TAMPA, August 23rd.

NOT a word of complaint is heard from any of the manufacturers here in town concerning the outlook for fall, and the only worriment that they seem to fear is a possible scarcity of cigarmakers. Such factories as the Regensburg, Esburg-Gunst, Cuesta-Rey, "Julia Marlowe," V. Guerra, Diaz & Co., have practically their seating capacity for cigarmakers filled at this time, and are looking forward to the need of additional hands shortly.

Manufacturers of the city are very much interested in the efforts being made by the Board of Trade to get some needed reforms in the freight rates from Tampa to other points. Mr. Bowyer, president of the Board of Trade, has been in touch with all the railroad and steamship lines out of Tampa, and he threatens that unless adjustments are made quickly, the board will take it up with the Interstate Commerce Commission. Cigar manufacturers, especially, would like to know why Mobile (to cite a specific instance) should enjoy a rate twenty cents lower per hundred pounds on goods shipped from New York to Mobile, via Tampa.

Ernest H. Berger, of the Tampa-Cuba Cigar Factory, was elected president of the National Association of Boards of Pharmacy, at the convention held in Nashville, Tenn., on the 21st ult.

Mr. Berger and Amelio Pons, of the same company, are now in Cincinnati in the interests of the Tampa-Cuba Company's goods.

The interest in the city's cigar baseball league continues unabated, and from all indication the Cuesta-Rey nine will easily win the pennant when the season closes on the twelfth of this month. Up to date they have won nine games and lost only one. Their nearest competitor is several games behind them.

The question of the enforcement of the anti-coupon law will be threshed out in the courts in a day or two, Judge R. M. Call, of Jacksonville, having issued a temporary injunction restraining the collectors from gathering this tax, pending a final decision. Eli Witt, of this city, and J. S. Pinkusohn Company, of Jacksonville, were two of the firms which joined in the petition for a temporary injunction. R. L. Tatum, of the Liggett & Myers Tobacco Company, was also active in this work.

Factory manager Philips, of Corral Wodiska y Ca., reports that they have received within the last few days several hundred bales of splendid tobacco from Havana, and that the factory is jammed to capacity with orders.

The city of Tampa will entertain the Moving Picture Exhibitors Convention for the next two days. This party comprises nearly a hundred owners of moving picture houses throughout the state, and is a powerful organization in its line.

Frank R. Diaz, of V. Guerra, Diaz & Co., has returned from Cuba, where he bought some heavy lots of tobacco for "La Mega" use. Harry Cullbreath leaves today for his fall trip over his territory.

Harry Roberts, of J. W. Roberts & Son, is making a business trip to Chicago.

E. J. Stachelberg, vice-president of the Sanchez & Haya Factory, and one of the trade's most notable optimists, reports a splendidly increased business in all their sizes with a particularly interesting call on the "Reina Victorias."

Tampa will shortly have a body of Spanish Grandees, of which any city in America might be justly proud, if our manufacturers continue to receive decorations from the Spanish Government. In this connection word has just reached here that Angelo L. Cuesta, the brilliant head of the Cuesta-Rey Company, has been further signally honored by the Spanish Government on his present trip to Spain, in receiving the decoration of "Comendador." This is the second time that the Spanish King has honored Mr. Cuesta with an order of royalty for his notable work on behalf of his more humble fellow-countrymen in the United States, and especially in Tampa, and his friends were delighted at the action. In the same royal decree naming Mr. Cuesta, his partner, Peregrino Rey, Celestino Vega, of Celestino Vega & Co., and Mr. Joaquin Lopez, of Arguelles, Lopez & Bro., received the "Cross of Isabella Catholica," these being granted to them for the marked interest displayed in the Spanish residents of Tampa.

PERFECTO.

An early morning fire damaged the cigar store of George Graham at 316 South Fifteenth Street, Omaha, Neb., to the extent of $300 on August 14th.

Los Angeles

LOS ANGELES, CAL., August 25th.

RETAIL trade in this city is commencing to shed the lethargy of summer, and the past few days have shown an interest and activity on the part of our dealers, which speaks well for fall business.

Many of our best stores are making special window displays on favorite brands, and this has led to some cracking big orders from the factories for immediate delivery.

The Hockstratton Company, Inc., who operate five of the best retail stores in this city, have decided to practically change their name by naming their stores "The House of Quality."

In December of 1912, W. A. Richards, who is the manager of these stores, consummated a deal which took over the entire interest of Ed G. Hookstrattton, and since that time the latter name has had no connection whatever with the firm. "The House of Quality" shops have been doing a splendid business on strictly standard lines.

The friends of Ed Sachs, who looks after Balbin Brothers' interests on the Western Coast, have received recently postcards from him from Paris and elsewhere. Mr. Sachs is expected to visit Los Angeles before October 1st.

Oscar Banghart, of T. J. Dunn Company, has just reached this city and landed some excellent orders on their "New Bachelor," which is one of the most popular 5-cent brands in this section.

There has been a good rush on the "Tamparette" cigar recently, owing to the special campaigning done by the Max Roth Cigar Company, who are the local and Southern California distributors for these goods.

Meyer Abraham, who represents the Ehrlich Manufacturing Company, of New York, in this territory, was in town a few days ago, and coralled some fine orders on their clear Havana goods.

The Klingenstein Company are at present making some handsome window displays of "Y-B" cigars in the immense windows of the various Owl Drug Company stores in Los Angeles. They are also featuring their entire line, which includes the "Webster," the "American-Admiration-Preferencia," and "Cinco" cigars. Surbrug's "Milo-Arcadia" and "Floss Cut" are being worked splendidly by the sales force of the company, and results are wonderful. This firm is the sole agent for Surbrug's line. They are also having a 10 per cent. deal on "Zig-Zag" cigarette paper, which will greatly increase their sales in time. They report a great demand for this brand of cigarette paper. Their "Cinco" cigar is proving their one best seller. This cigar, which by the way is a 5-cent beauty, has shown the way for all other 5-cent cigars in this section, and bids fair to establish a record within the next few weeks. All the success which the Klingenstein Company have enjoyed has been due in most part to the never-failing efforts of their sales force of capable, energetic salesmen, who know cigars and cigarettes, etc., and further, have unfailing confidence in the goods which they are asked to distribute. This company has spared no expense in placing its cigars before the public and they are on the high road to success.

J. H. Huston, the tobacconist of this city, has retired from business, owing to ill-health and sold his store to popular Jack Brown.

The local call for Eisenlohr's "Cincos" seems to increase rather than otherwise, and the distributors, Klingenstein & Co., tell me that it is a question of how much they can get from the factory, rather than question of distribution.

O. J. Lansing, who handles the "Sanchez Haya," is expected to reach here this week.

Ed G. Hookstratton, formerly connected with the Hookstratton Cigar Company, Inc., went into bankruptcy at Ocean Park, Cal., with liabilities of $55,000 and no assets.

Casey & Holbert are new retailers in San Diego, having recently purchased the shop of J. M. Warner.

Cincinnati Strike Settled

Cincinnati, Ohio.

A final settlement of the cigarmakers' strike here has finally been effected with the manufacturers, and the strikers have gained eighty-five per cent. of their demands.

The ultimatum of the cigarmakers to the manufacturers asked for an increase of $1 per thousand on all kinds of cigars.

The manufacturers submitted to the strikers a proposition to allow 50 cents a thousand more on domestic goods, $1 a thousand more on seed and Havana work and $1 more on clear Havana goods.

In addition to the above, the old rules are to stand and be abided by as heretofore, except where shops are putting on more men there shall be no limit.

The cigarmakers have been on a strike for about six weeks and the settlement of it sends about 700 men back to work.

PENNSYLVANIA TRADE NEWS

Interesting Items Collected In The State

Addresses Feature Tobacco Growers' Picnic

INTERESTING addresses were the feature of the session of the Lancaster Tobacco Growers' Association, which was held at Williamson's Park on August 13th.

President J. Aldus Herr presided over the meeting, and in his remarks stated that the work of the association had not been as successful as was expected, principally due to the lack of co-operation on the part of the growers.

Doctor William Frear, State chemist, complimented the farmers of Lancaster County, but said that they had not exhausted the possibilities of selecting a strain. He said that in addition to potash, tobacco needs phosphoric acid, which is not supplied in sufficient quantities to produce rapid-growing crops. He called attention to the fact that in some cases too much muriate is in use, which prevents the leaf from burning, and that proper precautions have not been taken to eliminate chlorine.

Charles Dunn, of Lock Haven, president of the Clinton County Tobacco Growers' Association, in speaking said that in Clinton County 400 to 500 acres of tobacco are grown and that the growers depend upon the county for its sale. He said that as a result of the growers' organization three cents to four cents a pound more has been realized.

Edward K. Hibshman, State leader of the farm management work, urged the farmers to make an exhibit at the Tobacco Show, so that they could compare crops. He also urged an exhibit at the Lancaster County Fair on September 30th, October 1st, 2d and 3d. Cured or half-cured tobacco may be shown.

Minor Arrested for Smoking

YORK, PA., August 23.

The first victim in this city of the law recently passed by the State Legislature limiting the sale of cigarettes and prohibiting minors from smoking them, was John Strickler, of the East End.

Constable Harmon, on an evening stroll, chanced upon the young man, smoking a cigarette, he alleges, in front of the Jackson Theatre.

When questioned as to his age and the source of the cigarette, Strickler is said to have advised the constable that it was none of his business.

The constable, being quite on the job, promptly "pinched" the young man and took him before Alderman Weigle, who committed him to jail for a hearing.

Strickler is said to have maintained that he was of age, but finally admitted to the alderman that he was only eighteen. The boy claimed that the cigarette was given him by his brother.

The offense is punishable in the case of a minor over sixteen years convicted of smoking by a fine of five dollars, or in default of the payment, a jail sentence of five days or both, and costs. The person furnishing cigarettes to minors may be punished by a fine of not less than $100 or more than $300.

Good Leaf at Lock Haven

LOCK HAVEN, PA.

Those who planted early tobacco here are now engaged in cutting and hanging it in the sheds. The early tobacco is said to be all that could be desiresd, and the late crop, with a few more showers, should mature nicely.

Factory for Bair's Station

YORK, PA., August 23.

AT Bair's Station, H. F. Kohler, County Register of Wills and a prominent cigar manufacturer, is busily engaged in erecting a new factory. The building will be of brick, three stories, and measures 60 x 32 feet.

The factory is expected to be completed by November 1st. Mr. Kohler will employ sixty cigarmakers in this building. He is undecided whether he will discontinue his present factory on North Penn Street.

The John C. Herman Company, of Harrisburg, will open a cigar factory on the first floor of Fraternity Hall, in Manchester, Pa. Harry Parthemore, of New Cumberland, will be foreman. He says the new factory will manufacture hand-made as well as mold cigars. Fullmore Bear, manager of the company, said that the equipment and stock would be shipped at once, so that the factory could be opened at Manchester by the last week in August.

A new cigar factory with a force of twelve hands, has started in Red Lion. The factory is operated by Moses S. Heindel and occupies the W. A. Lahr Building.

William Sechrist, of York, Pa., has opened a cigar factory in the building formerly occupied by the James Snyder Cigar Company.

Judge Decides Mooted Question

The question, "When is a cigarette not a cigarette," was answered by Judge W. N. Seibert, of the Perry County courts, when he directed the constables to arrest all boys caught smoking. This order is to apply even if the roll is surrounded by a tobacco wrapper.

The judge issued this order after it had been reported to him that merchants contended that little cigars were not cigarettes.

"Little cigars are nothing more than cigarettes," said the judge. "It matters not what the wrapper may be, even if it is cornhusk, it comes under the ban of the law."

William H. Sloate

After a lingering illness, William H. Sloate, a cigar manufacturer of Terre Hill, Pa., succumbed to tuberculosis on August 15. The deceased was twenty-eight years old. He is survived by his father.

New "United" Factory Up State

SEVEN VALLEYS, PA.

Work of constructing the new factory for the United Cigar Company of New York is being pushed. The foundation is completed and the first floor is laid. It is said that the new factory, when completed, will employ upwards of 300 hands.

Many dwellings are in the course of erection and more are contemplated, as houses will be in great demand here upon the completion of the factory.

Detroit

Many Conventions to Come—Business Conditions Show Improvement—Cigarette Campaigns On.

DETROIT, MICH., August 25.

With many large conventions to come yet and the return of thousands of people from their vacations, retailers are looking for business to improve considerably during the ensuing four weeks. The weather continues to be ideal, and as a consequence everybody wants to be on the street.

Harley Davidson, at the Cadillac, says his department is showing a big increase over a year ago at this time. The Blue Ribbon and running races of last week helped to make a splendid showing. The "Cuesta-Rey" brand of cigars has recently been added to the line.

Detroit was surprised at the change made in its local representative of the Surbrug products. Gordon Bailey, who has been in this territory for some time and was exceedingly well liked by the trade, has been changed to eastern territory, comprising New York State and Northern Pennsylvania, and in his place, F. A. Swan has been appointed. Mr. Swan comes to Detroit from the state of Connecticut. Gordon left Detroit for Rochester on August 21st, and on the 23rd met his crew of six men who will be under him. A campaign was immediately started on "Milo" cigarettes.

Jesse Hurley has succeeded M. Gazella in the cigar business in Lowell, Mich.

Charles Morris, of La Integridad, was a visitor last week, and took some nice holiday orders.

There is nothing definite to the announcement that E. M. Harris will soon open a branch store in the downtown district. While it was reported that he was negotiating for another store, Mr. Harris says there is no truth to the rumor.

Guy Caverly is doing splendid work in Detroit for the G. J. Johnson Cigar Company, manufacturers of the "Dutch Master" and "El Portana" cigars. Bert Johnson, of the G. & R. McMillan store, recently had a very attractive showing of the former brand.

Mr. Wolf, of the Wolf Pipe Company, has returned from a trip to Cleveland, Buffalo and New York, where he landed a number of large orders for his new sanitary pipe package, which will be sold only to the drug trade.

L. H. Payette, representative of the "Champion" cigar, made by the John P. Hemmeter Company, is on a two weeks' trip to Mackinac Island. On his return, he will make a business trip through the state.

The "White Knight" cigar and the "Belle Mundo" are now represented in Detroit territory by Tom Powell, formerly associated as salesman for Payette-Walsh & Company. Tom is very popular among the local trade, and it won't be long before these two brands will be well popularized by the dealers.

Frank Roemer, city salesman for the cigar department of Lee & Cady, recently entertained L. H. Payette and Al Thornburg by taking them for a sail in his boat and then for dinner at one of the boat clubs on Belle Isle. His guests were given a good scare when Frank ran his boat into a sand barge. It looked as if they would be marooned for several hours, but Frank soon had the boat sailing again.

Walker Monroe, Detroit salesman for Berdan & Company, of Toledo, has returned from his two weeks' vacation which was spent at his former home in Pennsylvania. Mr. Monroe is pushing the "La Azora" cigar, now being jobbed by his firm, and made in Detroit by the Lillies Cigar Company.

The crew in charge of Mr. Ruffen which is working Detroit on "Royal Nestor" cigarettes so far has produced very good results, as this cigarette is now handled by all live dealers, who report that the sale is increasing every day. Of course, the new rug is helping a great deal, but the cigarette itself is well liked by those who try it. A prominent sales manager who had just purchased another brand of cigarettes at the Pontchartrain was approached by one of the Nestor crew and asked to have a package of "Royal Nestors" with his compliments. The sales manager returned the next day and bought several packages, saying, "You know that was quite a clever stunt of that chap giving me a package of 'Nestors' free the other day. I never had that happen to me before. Let me have several packages; the cigarette is all right." This shows that the proper distribution of samples does produce results

The first salesman to appear in this territory on the new "Tabard" cigarette was D. C. Schuler. After spending several days in Detroit, Mr. Schuler left very much impressed with the results of his brief campaign, and promised to come back here regularly, as he felt there was a good field here.

Charles Holton says his new location, at the corner of Adams and Wilcox Streets, is improving every day and that he can notice it by his increase in sales. Many new stores and buildings have recently been erected there. When the new half-million dollar athletic club is erected, just in the rear of his establishment, he believes it is going to help him considerable, as it will have a membership of close to 1500 and will bring the best people in the city to that portion of town. Mr. Holton has just started an active campaign of street-car advertising.

L. J. Montgomery has fully recovered from a sick spell which lasted nearly two weeks.

Jay Hobart, of the Tosego Hotel cigar stand at Jackson, and Charles P. Downey, of the Downey House at Lansing, were in Detroit last week to attend the Blue Ribbon races.

Mr. Heath, general manager of the Woodhouse Company, has returned from a two weeks' vacation.

John Zeigler, of the Otto Zeigler Company, wholesale and retail tobacconists in Lansing, has returned from Denver, where he attended the big Knights Templar Conclave. John says he had "some" time and never saw such royal entertainment accorded such a large gathering. On his return trip, he spent a few days at Yellowstone Park.

Richard Bloomerage, a pioneer in the cigar business, having for the last forty years been connected with the H. Schneider Company, of Grand Rapids, was a recent visitor to Detroit for a few days.

Claud Howell, wholesale tobacconist, on Grand River Avenue, has returned from two weeks spent at his cottage at Silver Lake, where his family will remain the balance of the summer.

Ed Dunlap, of Lopez Hermanos Company, was a recent visitor, this being his first in eight years.

M. D. Elgin, for many years manager of the Musselman Grocery Company, Grand Rapids, has resigned and is succeeded by Edward Kruisenga, who has been with the company for sixteen years as manager of the "Cadillac" branch.

Joe Wertheim, of E. M. Schwartz & Co. was one of the prominent visitors last week. His visits here are always very welcome among the dealers. After having under advisement for two months the motion of the attorneys for the fifty cigarette dealers of Grand Rapids, arrested on a charge of illegal sales of tobacco to a minor, the judge has set a date in September to try them. In the event of the dealers losing, the case will be taken to the Supreme Court. It is not the penalty involved that the Grand Rapids dealers are afraid of, but they believe that this is a good opportunity to test the constitutionality of the law, it being their contention that a dealer has no way of knowing whether a boy, who looks to be at least 23 or 24 years of age, is under 18 The dealers are very confident of victory and have engaged several of the leading attorneys in the Furniture City.

All of the cigar dealers in Battle Creek have decorated their stores and have given their windows over to the display of local products in connection with Home-Coming Week, from August 18th to 23rd. Charles A. Broceus, manager of the Oppenheimer cigar store, says he did an enormous business during the six days in question, and that he never saw so many strangers in the city at any previous celebration. More than 20,000 visitors came to Battle Creek each day from surrounding villages. Hundreds of former residents came from all parts of the world, and cigars were passed around as free as "the air we breathe."

Kalamazoo will be decorated in flags and bunting for the Knights of Pythias Convention, which will hold a convention in that city the first week in September. All of the retail stores on the main streets will be decorated in one way or another and bear the "Welcome" sign. The cigar dealers are anticipating a big business during this week, as more than 2000 knights are expected to attend. Prizes of $5000 will be given to the winners of the competitive drills.

Louis Freer is closing out his cigar stock in Adrian, and will retire from the business.

Reynolds Smith, Detroit representative for the Reynolds Tobacco Company, makers of the "Prince Albert" tobacco, is back from a brief visit to Buffalo. His wife accompanied him.

In connection with the grocers and butchers' picnic, given in Lansing on August 14th, cigars were distributed free through the courtesy of the Lesher Cigar Company.

Robbed for the sixth time in ten years, the billard parlors of Joseph Reiner, 312 State Street, Ann Arbor, was entered on August 14th and a large stock of cigars and cigarettes stolen. On one former occasion Mr. Reiner was robbed of 1000 cigars. A number of students are under suspicion in connection with the last robbery.

The "Mi Lola" cigar made in Milwaukee will hereafter be jobbed in Detroit through the Solomon News Company. This concern, which started a few years ago, has only handled newspapers, magazines, souvenirs, etc., but when Mr. Baer, of the "Mi Lola" factory was through here recently, he made connections with them. He was acquainted with Harry Solomon, as he was formerly located in Milwaukee as circulation manager of the *Milwaukee Sentinel*. The Solomon News Company have made splendid progress for the short while they have been established, and as they have an organization which keeps them in touch with practically every news stand in Detroit, they should have no difficulty in placing the "Mi Lola" cigar all over the city.

The State Cigar Company, on State Street, suffered a slight damage recently from fire in an adjoining store.

The Northwest Cigar Company was damaged to the extent of $500 on August 17th, from fire on the floor below. Most of the damage resulted from water.

John McLarty, of Kalamazoo, has returned from a trip to Jackson, where he went to look after the interests of the J. B. Cummins Cigar Manufacturing Company, of Rochester, N. Y., which he represents.

Luke C. Leonard, city salesman for the Dierdorf Cigar Company, of Grand Rapids, has returned from a two weeks' vacation spent at the Lakeside Inn, on Black Lake.

Jesse Darling has taken a position as clerk in the Period cigar store, in Battle Creek. He fills the place made vacant by the resignation of Al Tatum, who is now with the new Cleenewerck cigar store, on North Jefferson Avenue.

Meyer Berris, of Adrian, who has been in St. Louis for the past two months working for the United Cigar Company is back home for a visit.

"Business in the copper country is at a standstill since the miners' strike," said a recent cigar salesman, who returned from there. "Many of the stores are not even opened during the day. Many people are on the streets, but they do not frequent the stores. The demand has increased for smoking tobacco and decreased for cigars. The people are not spending a cent more than is necessary to live, while many people are leaving the mining cities in search of work in other towns."

In the big industrial parade, given in connection with Home-Coming Week in Battle Creek, the San Sara Cigar Company had a very attractive float. It was driven by a small donkey clown; the display consisted of a hugh "San Sara" cigar and a pile of cigar boxes.

Detroit detectives have located 8,500 of the 10,000 cigars recently stolen from the freight yards of the Wabash railroad. These cigars were shipped by the San Telmo Cigar Manufacturing Company, to a concern in Milwaukee.

Leon Gierman, clerk for John B. Stander, at the Morton House cigar stand in Grand Rapids, has returned from a two weeks' vacation spent at Long Lake, Ionia County, with his family.

W. W. Tucker, associated with the Harry W. Watson Company for a number of years, is now manager of the Cafe Grand cigar stand at 150 Woodward Avenue, and since he has taken hold the department has shown an increase of fully 80 per cent. Mr. Tucker says that July and August have been splendid months, and he looks for September to be the best of all. He says that "Tungsten" cigars are moving fine, and that "Reynaldos" are getting to be one of his best sellers; in fact, he is selling now more "Reynaldos" than any other 10-cent cigar. "Havana Ribbons" are also holding up well.

Mr. Tucker recently worked out a very successful scheme for increasing the sales. He announced that for one week only with every purchase of a box of cigars, the customer had a chance to get a dollar free. He put a dollar bill in ten boxes of cigars which he sold at one dollar, there being a hundred boxes altogether. The lucky fellow not only got his dollar back, but the cigars free as well.

Roy Hardy, of the Roycroft segar shop at Lansing, is back from an extensive trip, which he spent at the Thousand Islands.

The Detroit Candy Company have entered into the cigar jobbing business and are now handling the "El Wadora" cigar, made by the Sig C. Mayer Cigar Company, of Philadelphia.

Tommy Burns, of the Burns & Johnson Cigar Company, 20 Monroe Avenue, has returned from a ten days' trip, which he spent in the East. Tom spent most of the time on Broadway, and came back with a sore neck after looking up at the tall buildings there.

"Rameses" cigarettes are being pushed actively in Detroit by Mr. Campbell, who will be here for a week or so.

The "Robert Burns" cigar continues to be a big seller at the Best & Russell store.

Willis Andruss, of the Cado Company, is in town in the interests of "56" cigarettes.

AL. U. THORNBURG.

To Test New Florida Act

In an effort to evade the new Florida law, requiring a license tax of $100 on all dealers who sell cigarettes containing coupons, local dealers are removing the coupons from the boxes before delivering them to their customers. In some parts of the State dealers are preparing to test the act.

Many dealers contend that the customers are willing for them to break open the boxes and remove the coupons; this is not a violation of the internal revenue laws, it is said, so long as the dealers keep a record of the number of boxes broken open in this way and report at regular intervals to the collector of internal revenue.

Richmond Man for Reynolds Company.

John E. Stone, for many years connected with the cigarette department of the Richmond branch of the American Tobacco Company, has recently become employed by the R. J. Reynolds Tobacco Company, and will take charge of the cigarette machines of their newly-added department.

Mr. Stone has had wide experience in the different factories of the American Tobacco Company, and goes to Winston-Salem with a high endorsement of his ability in this line of work.

The Alton Cigar Company, composed of Frank, John and Dick Corrigan, have opened a wholesale and retail cigar factory on Second Street, near Langdon, at Alton, Ill. The brothers are experienced cigarmakers, and are starting business with a number of orders on file.

Changes in the Trade

Robert C. Latherow, formerly connected with the F. O. Moll store, of Eureka, Cal., has purchased the stock of the store at 329 F Street, and has opened a cigar and newsstand there. The interior has been remodeled and a good line of new stock is now on sale.

The cigar store of William Keiser, 325 North Seventh Street, Allentown, Pa., has been purchased by Leibensperger & Mabus. Both are practical cigarmakers and worked together for sixteen years in the employ of Charles L. Moyer.

Alonzo McGlasson, who has been employed as a cigarmaker in Havana for a number of years, has decided to enter business for himself in Peoria, Ill. His factory will be located on East Main Street, at his home, for the present.

The B. Cleenewerck & Son Cigar Co., of Kalamazoo, Mich., has opened a thoroughly up-to-date store at 7 North Jefferson Avenue, Battle Creek, Mich. This store will be conducted by Al Tatum and George W. Longwell. They will keep a report of all games by innings and plan to make the stand the most popular in the city.

T. P. Koehler, of Warsaw, Ill., has opened a cigar factory at the old Floto stand. Mr. Koehler is accounted a valuable addition to the ranks of Warsaw's hustling business men.

Fred Thomas is planning to open a cigar store in Church Street, Attleboro, Mass.

A permit has been granted Joseph Schieffer, of Danbury, Conn., for the erection of a three-story brick building at the corner of Banks and Main Streets. Mr. Schieffer is the manufacturer of the well known "After Dinner" brand of cigars.

Sparks and Johnson, of Columbus, Kan., have opened a cigar stand and billiard room that is sure to meet the approval of all who want a clean amusement place and lounging room.

Beyond the handsome mahogany showcase that stands in front is a smoking room, splendidly furnished with comfortable chairs and settees; near at hand are tables covered with the latest papers and magazines.

A low railing separates the lounging room from the pool and billiard section, where dustless cork linoleum deadens the tread about the green tables.

Joseph H. Tuttle of 213 South Water Street, Wichita, Kan., who for twenty years has been a familiar figure about the City Hall where he kept a cigar stand, has closed his business and will go to the State Soldiers' Home at Fort Dodge, Kan.

Mr. Tuttle is eighty-seven years old. He came to Wichita from Huntingdon, Ind., twenty-one years ago. Soon after coming here he started a cigar stand in the lobby of the City Hall. He has conducted it since with the exception of two years, during which he was at the Soldiers' Home, where he is now preparing to go.

Kleinschnittger & Utt, who opened a wholesale cigar factory, on Second Street, near Henry, in Alton, Ill., report that they are meeting with success and have prospects for a fine fall and winter business.

Pittsburgh

Stogie Strike Goes Into Seventh Week—Cigar Business Improves—Many Salesmen in Town.

PITTSBURGH, PA., August 25.

BUSINESS in Pittsburgh for the last few weeks has been very good for this time of the year.

In regard to the Pittsburgh stogie strike, the strike of the tobacco workers of the I. W. W. in the Hill district, has entered its seventh week with a greater determination for victory than existed a few weeks since on the part of the strikers and greater dissension among the members of the bosses association.

Strike meetings are held each afternoon, and they are largely attended by strikers at the union headquarters. These meetings are addressed by the members of the union, who speak in English and Yiddish. A large and well attended open-air meeting was held last Saturday evening at the corner of Roberts Street and Center Avenue. The meeting was addressed by Tom Kart, David Gilchrist, David Sigal and B. Rupkin.

M. Pott, a striker, was arrested on a warrant taken out by "Boss" Ostrophy for assault and battery, and issued from the office of Alderman Jas. V. McMasters. He was held under $300 bail for a hearing on Saturday, August 23rd.

The strikers are out on the picket line from early morn till late in the afternoon, picketing around their respective shops. Thus far "bosses" have not been able to get "scabs" into their shops to break the strike.

J. Miller and Levine Brothers, members of the "bosses" association, broke away and settled with the union, granting all demands. It is reported that the rest of the "bosses" of the association will follow shortly in granting the employes their demands.

N. F. Sharples, of the Stallings Company, McKeesport, Pa., is featuring "La Saramita" and "Saramita" fives in Pittsburgh. The brand is being featured in such first-class places as The Antler, Matt Weiss, James Kearns, Lake Erie Depot, Colonial Hotel and Seventh Avenue Hotel.

The Stallings Company are comparatively new in the cigar game, having just added a cigar department to their confectionery line on March 1st, under Mr. Sharples' management. They carry the following brands: "Chas. Denley," "La Saramita," "El Wadora," "El Trendo," "Little Minister," "Ology" and "Baron de Kalb," and a full line of stogies.

Starting the first of September, they will introduce a window-trimming campaign on the famous "Denley" brand, throughout their entire territory, including Western Pennsylvania and West Virginia, under the direction of O. M. Bosworth, representing H. Fendrich & Co. This brand was formerly handled by Haworth & Dewhurst.

J. H. Bott has purchased the stand of G. Nelson, one of the finest in McKeesport, Pa., and is featuring "La Saramitas" in all sizes.

Sherer Brothers have just purchased the stand at the West Penn Terminal Station in McKeesport, and are featuring "Ology" in 5-cent goods.

Louis Engelman, the big retailer in McKeesport, has an elegant display of "Chas. Denley" in both sizes.

Wells' cigar store, who have taken over Wells & Wengerter, at Wheeling, W. Va., just placed an order with Mr. Sharples, of the Stallings Co., McKeesport, for "Saramitas" and "Baron de Kalbs," and will feature the brands for him in Wheeling.

P. Verplanck, of P. Verplanck & Co., Tampa, Fla., is in town this week in the interests of their factory.

H. R. Locke, of Haworth & Dewhurst, is out with M. J. Powers in the interests of "Plantista" cigars. Mr. Powers represents the Compere cigar factory.

Allen G. Lutt, of Y. Pendas & Alvarez, was in Pittsburgh the last two weeks selling lots of "Websters," "Farragut" and "La Mia."

E. J. Webb, representing Stephano Brothers, manufacturers of the famous "Rameses" cigarettes, is having quite a run in Pittsburgh at the present time.

Mr. McClements of Reymer Brothers, who has charge of the downtown store and also the wholesale department, reports business very good at their Fifth Avenue and Wood Street store. They have several fine window displays. One of them in particular was a fine display of "Charles the Great," made by Salvator Rodrigues, of Tampa, Fla.

Howard Pale, of Reymer Brothers, is some window trimmer. Mr. Walter Lenhart, of Reymer Brothers, is on his vacation.

Shipley-Massingham Company, who are the distributors for "Cuesta-Rey" clear Havana cigars, had quite a run on that brand. They are also distributors for "Corner" and the "A. J. Cassatt," of the Baum-Jaffe Company, of Philadelphia.

The Seventh Avenue Hotel stand are still busy. At the present time they have three very nice displays in their Liberty Avenue stand, displaying the following brands: "Webster," "Tuval" and "Admiration."

Robert Thompson, of W. J. Gilmore Drug Company, says business is very good. Gilmore Drug Company are distributors for the following well-known brands: "El Verso," made by Deisel-Wemmer, of Lima, O.; "Gato," by E. H. Gato, of Key West, Fla.; "Girard" and "Roigs," the "Stieber" and "El Palencia" clear Havana cigars.

C. J. Moye Company, of Sixth Street, are doing a very nice business. They are also distributors and retailers of the following well-known brands: F. Garcia & Bros., Tampa, Fla.; the "Bold" cigar, of Bobrow Brothers, of Philadelphia, and a full line of stogies and cigarettes.

B. W. Berman, of Liggett-Myers Tobacco Company, arrived in Pittsburgh last week, working on "Piedmonts," showing a large increase on that brand. They had several of the best windows in the downtown section. Mr. Berman is assisted by Mr. Michalson and crew. The following were in town in the interest of different lines: E. G. Dunlap, of Lopez Hermanos, Tampa, Fla.; Sig C. Mayer, of Sig C. Mayer & Co., Philadelphia, Pa.; Warren F. McKinley, of P. San Martin & Co., Tampa, Fla.; Parven Alvarez, of Jose D. Riera & Co., New York City; C. H. Guerin, Bubeck & Guerin, humidors, New York City; Jos. Carlisle, of A. Santella & Co., "Optimo" cigars, Florida.

A. J. F.

Buys Tobacco Coupon for $18.

As may be judged from the heading this was some sale, and the buyer was an exceptional one. Others pursuing the same method of getting high prices for coupons, however, had better make previous arrangements to keep out of the clutches of the law.

Joseph Lebaer, an unsophisticated Hungarian who recently landed in the "Big Town," wanted to get to Perth Amboy, N. J. He had an idea that somewhere in the neighborhood of the Pennsylvania station he could get information as to the ticket and price.

Discovering a negro lounging in the vicinity, he confided to him the secret of his destination. The negro promptly agreed to fix the matter of the ticket up for $18. (Lebaer could have purchased a ticket at the window for about 60 cents, but if he had known that it would have spoiled the story.)

The negro went away, and upon returning and collecting the $18, handed Lebaer a green slip of paper. At the gate, when Lebaer presented his "ticket," the gateman softly broke the news to him that the Pennsylvania Railroad was not yet accepting "United" coupons for carfare.

The police are still looking for the negro. A kind-hearted police sergeant gave up six bits to send Lebaer to Perth Amboy.

Want Smokers to Build Highways.

To construct a system of national highways out of a tax imposed upon the consumers of tobacco is the suggestion of Representative Warburton, of Washington. He has embodied this in the form of a bill recently introduced in the house.

The plan contemplates a system of national highways connecting the capitals of different states with the national capital.

Representative Warburton proposes a tax so light that it will not be felt by tobacco users, but that at the same time it should raise about $80,000,000 annually.

Some scheme!

Good Crop in Washington State.

Tobacco is being successfully cultivated about six miles from Olympia, Wash., by Nathan Evans, of South Bay, who for thirty-eight seasons in this state, has raised successfully such a crop. Formerly Mr. Evans resided near Dayton, but has been in Thurston County for the past two years. He now has 363 thriving tobacco plants on his farm. He says they are doing so well that he expects to get a second crop and as a result expects about a pound and a half of pure tobacco from each plant.

Mr. Evans says that his experience has convinced him that he can raise at least 800 pounds of tobacco to the acre, with no more work than is required in raising a corn crop. In the past he has always been able to dispose of his crop from 25 cents to 40 cents a pound.

Carl Johnson, who has been in Chicago, Ill., for some years, has returned to Rockford, Ill., and opened a cigar store at 403 Seventh Street. His fast-selling brand is the "Johnson Leader."

San Francisco

Business Picking Up—Campaign on "Loveras"—Gunst & Co. Make Changes in Sales Department.

SAN FRANCISCO, August 20, 1913.

The cigar business on the Pacific Coast has taken a decided turn for the better since the first of the month, and taking the territory as a whole there is more optimistic sentiment, backed by substantial gains in business, than for a long time past. Of course, here and there some unfavorable conditions are encountered, as for example in San Francisco, where an anti-gambling crusade has cut off the patronage of a good many down-town stands which depended on the sporting element; but for all that there are apparently more cigars being smoked, and dealers show a greater disposition to buy than for several months. This revival came quite suddenly, and was rather unexpected, as July was a rather quiet season all around, and the usual fall buying movement usually does not appear before September at the earliest. As it is, the money situation seems to be easing up a little, crop returns are far above expectations, building activities are increasing, and dealers are getting ready for an unusually active fall season.

One of the best indications of better conditions is the renewed effort to boost the sale of well established lines, which have simply been holding their own for the last year. Major F. S. Burrows, Coast representative of the Jose Lovera Company, is now undertaking the first specialty campaign in some time. He says that, for the last year, he has felt that conditions were not favorable for such effort, but that now the time is ripe, and he is going right ahead, being convinced that business will improve rapidly for the next few years. Already, he says, there has been a visible improvement in trade all over the city, and a perceptible livening up throughout his territory. He has engaged the services of Lewis Cohen, formerly connected with the Sanchez forces in the local field, who is now energetically boosting the "Lovera." The first work has been to put up a lot of canopy lamps in many prominent locations, which have already become the talk of the town, with the result that sales show a marked increase, and there has been a steady run of large repeat orders. The line has now been placed with all the large cafes. The distribution of the "Lovera" goods here is of course handled, as for many years past, by Wellman, Peck & Company.

H. H. Manley, Coast representative of the American Cigar Company, recently returned from a trip south, where he has a number of important accounts and is getting a large business. He says business is getting into better shape all over his territory. He found improvement very apparent on his recent trip north, where large crops and a revival in the lumber industry had given new life to all lines of business, while the local trade, for the last few weeks, has been rapidly getting into better shape. Altogether, he believes that business is headed in the right direction, and that unless some unforseen disaster should occur, the fall will be a period of great activity. Mr. Manley will leave at the end of the week for a short trip north.

Mason, Ehrman & Company, of Portland, Ore., who have for some time had the distribution of the "El Belmont" cigar for Oregon, had their territory extended about the first of the month to include Washington and Idaho.

Henry Meinecke, manager of the cigar department of Wellman, Peck & Company, is absent this week on vacation.

A number of notable changes have recently been made in the sales organization of M. A. Gunst & Company. Julius Unger, lately manager for Hawaii, has been appointed Seattle manager, succeeding C. B. Poar, resigned; and Harry Jonas, formerly of the San Francisco wholesale department, will be manager at Honolulu. Mr. Jonas has just left for his new station, accompanied by Mr. Unger, who will remain until everything is running smoothly before proceeding to Seattle. Mr. Jonas' work in San Francisco is being carried on by J. H. Carlson and D. H. Byrnes, who have been, respectively, connected with the local office and sales force for some time. The Portland, Ore., office will be under the supervision of Ed. Duffy, one of the old hands in the local wholesale department. A. I. Esberg has just returned from a fishing trip up Feather River canyon, and expects to leave for New York about the end of the month. Morgan Gunst is taking a vacation at Santa Barbara.

Edw. Wolf, of the Edward Wolf Company, has just returned from a vacation at Bartlett Springs.

Wm. Bercovich, the cigar jobber of Sacramento, is visiting San Francisco this week.

G. W. Whitaker, head of the John Bollman Company, has gone for a trip to Honolulu.

Arthur Bachman, of S. Bachman & Company, is back from a visit to Los Angeles.

D. Frankel, of Frankel, Gerdts & Company, the local cigar manufacturers, is now on his way to Havana.

Considerable interest is taken in the inquiry for cigars for the Quartermaster's Department for the coming month, all the cigars specified being of Manila make, the sizes being "Londres," "Panatelas," "Perfectos," "Media Regalias," and "Excellentes." Bids were taken August 20, and with many local jobbers carrying Manilas in stock bidding was quite lively.

Mr. Deutsch, formerly of the cigar department of Haas Bros., this city, left last week for New York, where he will engage in the cloak and suit business with his uncle.

Emil Judell, of H. L. Judell & Company, has just returned from the Sacramento Valley, where he found business in good shape. H. L. Judell is back from a short motor trip in Lake county. He believes business will be much better from now on.

M. C. Eisenschimel, of the cigar department of Henry W. Peabody & Company, is busy showing a new brand of Manila goods, "Mi Consuelo," which is very attractively packed and is getting considerable business. A lot of orders are coming in for special packs for the holidays, and the trade is especially interested in the handsome cabinets of 25 and 50 in assorted sizes of the better grades, put out by the Intal factory. This company recently received large shipments for the Middle West ex S. S. Nippon Maru and Korea, also for the Pacific Northwest ex S. S. Seattle Maru.

E. C. Hull, associated with Chas. H. Knubel, as representative of Theobald & Oppenheimer, Salvador Rodriguez, etc., has returned from an extended visit to southern California, and is now on his way to the northwest, where he will be on the road for several months.

ALLEN.

Recent Incorporations

The Metal Tobacco Hogshead Co., of Durham, N. C. Capital, $20,000; paid in, $400 by B. E. Byrd, J. B. Mason, W. T. Umstead and W. M. Fallon.

Nunn-Buse Leaf Tobacco Co., of St. Louis, Mo. To handle, buy and sell leaf tobacco. Capital, $100,000, fully paid. The incorporators are: A. R. Nunn, F. H. Buse, A. C. Lauter, W. A. Kreft and J. L. Zulauf.

Faust Cigar Co., of St. Louis, Mo. Capital, $6000. The incorporators are: Henry F. Bente, Maria A. Bente and Edna Bente.

Mandarin Cafe, of Chicago, Ill. Capital, $12,000. To deal in food products, cigars, tobacco and liquors. The incorporators are: Chin F. Foin, Howard Chin and Chan Pak Sun.

An amendment to the charter of the Halifax Co-operative Tobacco Co., Inc., of Houston, Va., changing its name to Halifax Union Co-operative Tobacco Co., Inc.

Tumlin Bros. Co., of Atlanta, Ga. To deal in cigars and tobacco. Capital, $50,000. Petition filed by W. N. Tumlin and George W. Tumlin.

Botte and Gambardella, Inc., of Elizabeth, N. J. To deal in tobacco and cigars, etc. Capital, $25,000. The incorporators are: L. Botte, P. Gambardella and G. Mazzo.

T. M. Meade's Co., Inc., of Greenville, N. C. Capital, $10,000. For the purpose of buying, selling and manufacturing tobacco. The incorporators are: T. M. Meade, W. H. Winstead and J. M. Edmunds.

Sanitary Cigar Puncture Co., of Chicago, Ill. Capital, $1000. The incorporators are: S. H. Gilbert, Hubert E. Page and Walter S. Vose.

Stokes Tobacco Warehouse Co., of Walnut Cove, N. C. Capital, $10,000, with $2900 subscribed by R. P. Joyce and others.

G. R. Garrett Co., Inc., of Rocky Mount, N. C. To deal in, sell and manufacture leaf tobacco. Capital, $50,000, with $30,000 paid in by G. R. Garrett, A. B. Carrington, H. L. Boatwright, W. A. Willingham, Dihbrell Bros., Inc., and W. A. Williams & Co., Inc.

LEAF TOBACCO MARKET

Frost May Nip Late Pennsylvania Leaf—Root Rot Bothers Wisconsin Growers—Steady Prices Prevail in Leaf Markets of The Carolinas

PENNSYLVANIA.

LANCASTER, PA.

During the past fortnight, despite the recent rains, the crops have shown but slow growth, and it is predicted that the frost will come before the plants mature. The frequent storms have been accompanied on many occasions by hail, and these, in some cases, have so punctured the leaves of the crops that they are almost valueless.

There has been a remarkable movement in the local leaf market for 1911 goods. Prices ranged from 13½ to 15 cents a pound, and even at the latter figure the margin of profit was small. However, the local growers have been so loaded up with old goods that they are glad to sell at any figure.

Owing to a backward spring, crops were planted late, and the dry spell coming just when the plants needed water, makes it seem certain that there will be a poor season. However, if fine growing weather should remain for a while the crops might pull through before frost. The current opinion, however, is that the crops will be a failure. It is very probable that much backward tobacco will be harvested before it ripens, and this will result in a harvest of poor quality.

Packers have begun sampling their 1912 packing, and are finding more black rot than was expected. Otherwise the tobacco is considered to be all that could be desired, and it is believed that it will be much in demand for filler goods.

YORK, PA.

Discouraged with the poor results of the past few years, tobacco growers in York County are turning their attention to the cultivation of more profitable crops. The farmers claim that there is not the money in tobacco raising that there was years ago.

In many sections hereabouts the crops have been continued on a decreased scale, and in the vicinity of Hallam the harvest will be the smallest in ten years.

Here and there are found good fields, but the majority of crops are backward and will be nipped by the frost, unless they come along more rapidly. In many instances the plants have become so blighted that they will not mature.

WISCONSIN.

EDGERTON, WIS.

Due to root rot, the crop this year, at the best, is bound to be uneven. The rot is more in evidence this year than for many past.

The condition of the crops in general is improving slowly. The medium set fields are showing a likely quality of leaf. However there is plenty of late growth that will need the best of weather and immunity from the frost for another month at least, if it is to reach the sheds. Some of the early fields are now reaching the harvest, but the size of leaf is not up to the average.

While buyers are looking over the growing districts, no contracts have been made as yet. Sampling of last season's packing is under way. More, however, to determine the condition of the sweated leaf than to offer to the trade.

KENTUCKY.

LOUISVILLE, KY.

Because of the lack of rain and the probable inferior quality of the crops, prices for Burley are mounting high. The Burley prospects are for the shortest crop in years. Central Kentucky counties are on the average far below standard, and there is every expectation that prices on the weed will go soaring.

In central Kentucky and the white Burley district, growers have already begun to cut and house their crops in an effort to save as much tobacco as possible. It is the first time in years that there has been so much cutting at this time in the season, and unless there is a general rain within the next week, half the Burley district will have its crops cut and housed.

In some of the more favored sections, especially the Buckeye district, the tobacco looks fairly well, and some of it is near the topping stage. However, along the south boundary some of the plants are beginning to turn yellow, and in these places the outlook is most discouraging.

Tobacco growers in general are holding off, despite flattering offers. They say that every day of the drouth is cutting the crop shorter and making the early tobacco more valuable.

THE CAROLINAS.

WINSTON-SALEM, N. C.

In all parts of the county the tobacco growers are now busy with their crops. Many new barns have been built, and the crop is heavier, larger and of better quality than for a long time.

Throughout the State the markets are opening and all indications point to a heavy season.

The tobacco market at Durham opened on August 20th, with the best prospects in many years. Many of the farmers have already cured some of the tobacco, and there is a unanimous opinion that the growers have never averaged better crops.

The warehouses at Apex, Holly Springs, Fuquay Springs and Zebulon will open for business on September 1st. The great success of the crops this year will have the healthy influence of inducing larger acreage among the tobacco growers.

The Stoneville market opened on August 20th. The following companies will have buyers at that place until the close of the season: The American Tobacco Co., the Liggett & Myers Tobacco Co., the Export Tobacco Co., the R. J. Reynolds Tobacco Co., Hancock Bros. & Co., and the Brown & Williams Tobacco Co.

E. J. Ragsdale, president of the Tobacco Board of Trade of Fuquay Springs, says that he has never seen the leaf with a finer color, and that curing is going on at a rapid rate. Fuquay Springs expects at least 3,000,000 pounds on its warehouse floors during the season. Arrangements are being made for the erection of a forty room brick hotel.

FLORENCE, S. C.

Despite the prediction of lower prices they have remained steady, and the sales have been phenomenal. A sale has been reported at Canon's, where a pile of 436 pounds was sold at 42 cents. Sales are heavy, and anywhere from $8,000 to $20,000 a day is being paid out.

Over at Darlington a whole barn of tobacco was sold at an average price of 42½ cents. It is doubtful if such a price was ever paid for a whole barn of tobacco of this class. Darlington reports prices higher than they have ever been known to be before.

T. K. Pitts, one of the best farmers in the Pee Dee section, established a record on the Timmonsville market when he sold 10,172 pounds at an average of $25.50 per hundred, receiving a check of $2,593.60. These were all second curings and the average is the highest made in the State so far. The check is the biggest ever written to one farmer on this market.

At the Mullins market, the crop is being sold rapidly, and it is estimated that fully one-third of the crop has been disposed of already. Never before in the history of the market has tobacco commanded such fancy prices.

J. P. Oesthinger, a representative of the Transvaal Government, has been in this city several days, studying the cultivation of cotton and tobacco. He has expressed himself as believing that the Transvaal will do well with both products.

LAKE CITY, S. C.

Holding firm place as the leading market for leaf tobacco in the State, Lake City continues to outdistance her rivals. The four large warehouses are filled most of the time to their capacity, and some of the trade comes from a distance of fifteen and twenty miles. During the month of July there was sold 1,755,166 pounds of leaf, for which the planters received $216,949.67.

If prices continue, before the end of the season this section should be better off financially than for several years. Many piles of fine wrappers have sold at 30 to 40 cents, and a sale has been recorded at 49 cents a pound.

At Kingstree the sales have been very heavy, and they are showing an increase. Prices were never higher than those which have prevailed of late. This is due in part to the output per acre and to the splendid quality of the crops.

CONNECTICUT.

SUFFIELD, CONN.

The harvesting of the tobacco crop has begun here in earnest, and so far about 500 acres have been housed. There is more help looking for work than can be used, and this for the past five years has been an annual occurrence.

In spite of the dry weather, the crops look remarkably well. Offers of 18 cents a pound in the field have been made, while others of 20 cents in the bundle have been reported.

Fred Wilcox, a well-known tobacco grower, while working on the roof of one of his tobacco sheds, fell about 20 feet to the ground. He suffered severe sprains and contusions, ut the soft earth prevented any bones from being broken.

W. S. Pinney has started his last picking and his stalks look bare. Herman Ude, E. Weave, Edmund Halladay, and Edward Perkins are at work picking their crops, being aided by from 15 to 50 boys.

L. P. Bissell, who owns the Syndicate farm, is employing about 300 boys and girls to pick part of his crop. In the other part of the field the tobacco is being cut on the stalk, and about six acres a day are being placed under cover. Mr. Bissell raises about 150 acres, and is the largest grower in these parts.

On the 18th, tobacco cutting began in nearly all the fields, giving employment to about 1,000 men.

Owing to the long continued dry spell, the crop is not up to standard either in size or quality.

Several of the smaller crops have been sold, and it is figured that up to the 25th, one-half of the entire crop, which consists of 3500 acres, will be sold.

WINDSOR LOCKS, CONN.

The school board has decided to postpone the opening of public schools from September 2nd, to the 8th, to assist the tobacco growers in getting their crops under cover. At the present time almost every child in town is working in the fields, stringing leaves on laths. It is certain that the 1913 crop will not be housed by the first week in September.

Tobacco buyers have been visiting the growers in this vicinity during the past week and a number of sales were made, amongst them being practically all of the fields at the west end of Elm Street. Harvesting is now in full swing and the growers report a fair crop on the average, the heavier pieces of land under cultivation with the weed having a fine growth and making up for a scantiness on some of the places where the soil is lighter and which did not stand the drought so well.

VIRGINIA.

DANVILLE, VA.

The tobacco season has opened here with eight warehouses doing business. Later there will probably be two new warehouses added. These are the Farmers, on Union Street, and the Banner, on Craghead Street.

While the tobacco that has already been cured is all right for marketing, much depends on weather conditions. If a long spell of rainy weather sets in, the tobacco would be liable to second growth, producing leaves of coarser texture, and bringing a lower price.

The quality of tobacco to be marketed this year is said to be the finest crop that has been sold in upwards of ten years. In texture, it is fine, silky and smooth.

Judging from the prices obtained on the Southern markets, the prices here should be fully as high as last year, and it is possible that they may be much higher. There is every indication of banner prices for the growers this year.

Heard Among Leaf Men

Reports from Lancaster indicate that the tobacco yield this year will not be more than half the amount of last year. This will mean a money loss to some, as the crop usually yields upwards of $3,000,000 annually to the farmers.

Reports from Nacogdoches, Tex., indicate that there is a considerable increase in tobacco acreage in that section this year. Last year the production was taken from 200 acres, but it is much heavier in 1913. It is pointed out that the annual tobacco bill of Texas is $2,500,000 and that $2,000,000 of this amount is spent outside the state.

Sixty members of the Wisconsin Tobacco Growers and Dealers' Association, at their annual dinner at Lake Koshkonong, discussed the recent law passed by the last Legislature relative to the purchase of tobacco. The law was most seriously condemned as unjust to both grower and buyer.

Turkish tobacco, raised in California, is expected to net from 300,000 to 400,000 pounds this season. Last year about 100,000 pounds were shipped from the San Joaquin Valley, and its success has encouraged much heavier planting.

The Growers' Sales Agency, representing the National Cigar Leaf Growers' Association, has resumed its offices in the Beckel Hotel building with Philip R. Spence in charge and Messrs. Pierce and Morris in the field.

Tobacco Insurance Rates

The Kentucky State Insurance Board has promulgated a general basis schedule and tables of rates for fire insurance on tobacco warehouses, sales houses, rehandling houses and stemmeries, located in the various classified towns and cities. The insurance companies are permitted to file objections within thirty days under the law, and in default of this the new rates are to become effective September 15th. The schedule defines a standard building, with a basis rate of 50 cents on a storage warehouse, 75 cents on a sales warehouse and loose-leaf warehouse, $1.50 each on prizing and rehandling houses, stemmeries and separate sweat rooms, and $1.75 for drying rooms. Twenty-five deficiency charges are provided, with the usual credits for protection and structural features. These credits will give material reductions for superior risks.

The new schedule on tobacco rates will reduce the rate on loose leaf tobacco warehouses 30 per cent. and 10 per cent. on all other classes of tobacco and tobacco warehouses.

James N. Banks Resigns

On account of the state of his health, James N. Banks, editor of the Stemming District Tobacco Association news columns of the Henderson (Kentucky) *Gleaner*, has tendered his resignation to take effect September 1st. This will be unwelcome news to the thousands of members of this association, who feel that during Mr. Banks' seven years of service he has done much to build up and hold together one of the largest organizations of this kind in the State.

Little American Tobacco in Korea

According to a consular report from Chosen (Korea), the importation of tobacco in 1912 was valued at $478,028. Of this amount the United States sent $38,525 in tobacco leaf, and $8,288 in cigarettes. From these figures it would appear that there is plenty of room to increase the importation of American tobacco.

Tobacco importation from the United States into Tunis increased considerably in 1912, according to a trade report from Consul-General A. Gaulin, at Marseilles, France. In 1911 tobacco importations from the United States were valued at $98,208; in 1912 they were listed at $157,306.

Miamisburg Growers Organize.

Tobacco growers in the vicinity of Miamisburg, favoring the sale of their products direct to the manufacturer, have organized a new association and elected a board of directors. Twenty thousand dollars in stock has already been subscribed.

The directors are: Franklin Youngerman, of Centerville; Edward C. Lies, of Miamisburg; Homer Brown, of Arcanum; William E. Lies, of Miamisburg. These four are president, vice-president, treasurer and secretary, respectively. Aaron Hunt, of Baltimore, and Dora Howell, of Lewisburg, are also directors.

Frederick Zuckerman has been named as general manager for the company.

C. Glenn Nichols, of Elmen & Co., of Houston, Tex., returned from Stowell, Chambers County, with two stalks of tobacco taken from an experimental patch at that place. One stalk is six feet high, with large leaves and of fine quality. The experiment gives promise of Stowell becoming a fine tobacco growing section.

A RECORD

Our Purchases of Sumatra and Java Tobaccos for the American Market, 1913

1st	inscription	. . 1275	bales
2d	"	. . 375	"
3d	"	. . 900	"
4th	"	. . 560	"
Rotterdam	"	. . 800	"
5th	"	. . 390	"
6th	"	. . 700	"
7th	"	. . 900	"
8th	"	. . 300	"
10th	"	. . 300	"
Java	"	. . 600	"
		7100	bales

We are daily adding new names to our army of satisfied customers.

WHY NOT YOU?

H. Duys & Co.

170 Water Street - New York

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

THE PINK PARROTT:—28,041. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1913. Marryott & McFadden, Columbus, O.

THE GREEN PARROTT:—28,042. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1913. Marryott & McFadden, Columbus, O.

ROBERT BRIDGES:—28,043. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

SIR DAVID WILKIE:—28,044. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

LABOR LIGHTS:—28,045. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

DO-I-NO:—28,046. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1913. Canamla Cigar Company, New York.

LAPAMALO:—28,047. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1913. Canamla Cigar Company, New York.

THE FOURTH ESTATE:—28,048. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1913. S. Esteiro & Company, Chicago, Ill.

EL DOSEL:—28,049. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1913. S. Esteiro & Company, Chicago, Ill.

CARDINAL CISNEROS:—28,050. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1913. S. Esteiro & Company, Chicago, Ill.

SCORE CARD:—28,051. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1913. Moehle Lithographic Company, Brooklyn, N. Y.

BABY PALMER:—28,052. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1913. Chas. M. Broskey, Chicago, Ill.

LITTLE PALMER:—28,053. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1913. Chas. M. Broskey, Chicago, Ill.

SEMATANA:—28,054. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1913. John W. Becker, Dayton, O.

NEW HIGH:—28,055. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1913. George Adams, Los Angeles, Cal.

DEED OF TRUST:—28,056. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Central Cigar Box Company, St. Louis, Mo.

OPEN COURT:—28,057. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Central Cigar Box Company, St. Louis, Mo.

UNI-LITE:—28,058. For cigars, cigarettes, cheroots, stogies, and smoking tobacco. August 15, 1913. D. Srabian, Boston, Box Company, St. Louis, Mo.

SMOKER'S LOBBY:—28,059. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Central Cigar Box Company, St. Louis, Mo.

EL KOCICO:—28,060. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Central Cigar Box Company, St. Louis, Mo.

LONG LEASE:—28,061. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Central Cigar Box Company, St. Louis, Mo.

BRUNSWICK BOARD OF TRADE:—28,062. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Santa Clara Cigar Manufacturing Company, Brunswick, Ga.

MASIS:—28,063. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. D. Srabian, Boston, Mass.

MENOCAL:—28,064. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Havana Consumers Company, Ltd., New York, N. Y.

VICABO:—28,065. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Havana Consumers Company, Ltd., New York, N. Y.

GUARANTEED FIRST MORTGAGE:—28,066. For cigars, little cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. Theo. Schneider, New York, N. Y.

CHIEF WHITE FEATHER:—28,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1913. H. W. Schien, Valley City, N. D.

INDIAN RUNNER:—28,068. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 16, 1913. Good & Renninger, Boyertown, Pa.

ROCKWELL:—28,069. For pipes and smoker's articles. August 16, 1913. Manhattan Briar Pipe Company, Jersey City, N. J.

IMPERIAL:—28,070. For pipes and smoker's articles. August 16, 1913. Manhattan Briar Pipe Company, Jersey City, N. J.

LORD EMORY:—28,071. For cigars, cigarettes and tobacco. August 16, 1913. San Alto Cigar Company, Chicago, Ill. Transferred to Chas. S. Bachelder, Chicago, Ill.

KALAVA:—28,072. For cigars, cigarettes and tobacco. August 16, 1913. R. K. Schnader & Sons, Lancaster, Pa.

LIEBLICH:—28,073. For cigars, cigarettes and tobacco. August 16, 1913. R. K. Schnader & Sons, Lancaster, Pa.

EL SUYO:—28,074. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 16, 1913. Jose Alvarez, Philadelphia.

LA ALTACASA:—28,075. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 16, 1913. Jose Alvarez, Philadelphia.

LA ALTANOTA:—28,076. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 16, 1913. Jose Alvarez, Philadelphia.

TALENT:—28,077. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 19, 1913. Kaufman, Pasbach & Voice, New York.

TRANSPIRATION:—28,078. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 19, 1913. L. Harry Fisher, Brooklyn, N. Y.

LUNA VILLA:—28,079. For cigars, cigarettes, chewing and smoking tobacco. August 19, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

MOLLY DEAN:—28,080. For cigars. August 21, 1913. Central Cigar Box Company, St. Louis, Mo.

PALM-O-CUBA:—28,081. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1913. Kaufman, Pasbach & Voice, New York.

O-U-CIGAR:—28,082. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1913. Kaufman, Pasbach & Voice, New York.

PARKER:—28,083. For pipes and smoker's articles. August 21, 1913. Manhattan Briar Pipe Company, Jersey City, N. J.

PLANTER'S PUNCH:—28,084. For cigars, cigarettes, chewing and smoking tobacco. August 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

AUTO POLO:—28,085. For cigars, cigarettes, chewing and smoking tobacco. August 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

BLACK CHERRY:—28,086. For cigars, cigarettes and cheroots. August 21, 1913. The Calvert Lithographic Company, Detroit, Mich.

BEN JOE:—28,087. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1913. S. E. Cribbs, Benton Harbor, Mich.

MEXICAN DOLLAR:—28,088. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1913. W. W. Johnson, Jamestown, Ohio.

LEGNAPPE:—28,089. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1913. J. R. Lannon, Philadelphia, Pa.

LIBERTY BELL:—28,090. For cigars, cheroots, and stogies. August 22, 1913. Calvert Lithographic Company, Detroit, Mich.

SAND BANK:—28,091. For cigars. August 22, 1913. Central Cigar Box Company, St. Louis, Mo.

OH-YOU-BROWN-EYES—28,092. For cigars. August 22, 1913. Central Cigar Box Company, St. Louis, Mo.

BANK BOOK:—28,093. For cigars. August 22, 1913. Central Cigar Box Company, St. Louis, Mo.

NEW HAVEN LIFE:—28,094. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1913. Gustav Goebel, New Haven, Conn.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-oh.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos: natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-f

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

WANTED—A large cigar manufacturer, with well-advertised brand, has opening for salesman with knowledge of Middle West and one for the Pacific Coast territory. This is an exceptional opening for a live, awake salesman. Only those who know the territory and can show results will be considered. Address "Manufacturer," care of "Tobacco World," Philadelphia, Pa.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 253 E. 78th St., New York. 9-1_tf

FOR SALE—Patent No. 799,931 and all rights for manufacturing and sale of Long Filler Bunching Machines. Machine makes from 3000 to 4000 perfect Long Filler Bunches per day with one operator. Delivers Bunches to the roller. Operated by electric power, separately or in groups. In group each machine under absolute control of individual operator as to speed. Will also sell forty (40) machines built under above patent, and used exclusively by owners of patent. For particulars address "Owner," P. O. Box 363, Lancaster, Pa.

Situations Wanted.

SITUATION WANTED—Position as representative of Pennsylvania manufacturer's cigars, ranging in price from $9 up, to call on jobbing trade in Chicago and Indiana, on commission. Address Box G-200, care of "The Tobacco World," Philadelphia, Pa.

SITUATION WANTED—Experienced foreman on suction work. Would accept position in or out of Philadelphia. Address Y, Tobacco World.

SITUATION WANTED—Position as representative of Pennsylvania manufacturers cigars ranging in price from $9 up, to call on jobbing trade in Chicago and Indiana on commission. Address Joseph Goldberg, 2333 South Park Boulevard, Chicago.

REGISTRATIONS.

(*Continued from page 39.*)

SOMETHING SPICY:—28,095. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1913. W. W. Johnson, Jamestown, Ohio.

TRANSFERS.

SECURITY SEAL:—24,910. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred August 12, 1913, by Kaufman, Pasbach & Voice, New York, to Wiedmann-St. Louis Cigar Box Company, Kansas City, Mo.

CHICK EVANS:—25,849. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred August 15, 1913, by the Coraza Cigar Company, Milwaukee, Wis., to F. M. Lytzen & Company, Clinton, Ia.

LA ALLURIA:—26,125. Cigars, cigarettes, chewing and smoking tobacco. Transferred August 20, 1913, by F. R. Gonzalez, Tampa, Fla., to V. Celaya, West Tampa, Fla.

CANCELLATION.

MASIS:—28,063. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 15, 1913, by D. Srabian, Boston, Mass., and cancelled by him August 22, 1913.

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Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
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Tobacco Abundant in Smyrna

CONSUL-GENERAL George Horton, of Smyrna, Turkey, reports in the "Consular and Trade Bulletin," that an abundant harvest is expected in the tobacco fields. He says:

"The favorable climatic conditions under which tobacco was put out this year inspired expectations of an abundant 12,000,000 okes (30,320,000 pounds) harvest. When the alternating cold, hot, and wet weather supervened, views were modified as to the prospects of the crop in some districts. On the whole, however, the tobacco yield is expected to be satisfactory in respect of quantity. The prospects are estimated to run at 9,000,000 okes (22,740,000 pounds) against 5,000,000 okes (12,634,000 pounds) of last year, but from this 500,000 okes (1,262,000 pounds) will have to be deducted for damage done by locusts in the Odemish, Thera and Giaourkeuy districts. The peasants are expecting high prices, which they think have come to stay, on account of the scarcity of labor, etc."

Tobacco Kills Microbes

According to Messrs. Langlais & Sartory, of Paris, who have been conducting experiments with tobacco, the weed is a most excellent "sure death" for microbes. They claim that their experiments have shown that in five minutes tobacco smoke will kill all the microbes in saliva, thus, in a way, sterilizing the mouth.

Another test claimed to have been carried out, was the placing of five cigars in water containing many millions of cholera microbes. It is said that the tobacco sterilized and destroyed the germs in twenty-four hours.

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5 cent cigar
ASK YOUR JOBBERS
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INTENTIONAL SECOND EXPOSURE

Important Notice to Jobbers

Are you handling the goods that your retailer needs most?
Are the goods you are handling being sold promptly by the retailer?
Are your retailers duplicating their orders?

IF NOT

You are not carrying a line of goods which is most in demand with the consumer—

Our Fifty-Six

Turkish Cigarettes are in big demand with the consumer and all retailers are repeating their orders as a consequence.

We don't believe in bragging, but we cannot describe this rare cigarette without seeming to boast.

However, there must be a reason—and results are telling.

Fifty-Six retail both plain and cork tip at twenty-five cents a box of ten, and we do not permit any cutting in prices. *We await your orders.*

CADO CO., INC., 26 Park Place, New York City

Real Fabrica De Tobacos Independiente

Sucesores De Juan Lopez, Proprietors

FLOR DE TOMAS GUTIERREZ — D&G — HABANA

Dragones 4 Habana Cuba

Annexed Brands: Diaz & Garcia, Flor de Juan Lopez and Flor de Lopez y Garcia

Representative: **B. F. ALEXANDER, 206 Broadway, New York** Tel.: 6220 Cortland

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A clear business head

and heavy Havana cigars don't jibe. Too heavy for your nerves. They dull your senses and slow you up. You need a bright eye, strong heart and steady nerves if you expect to be somebody. Stick to the delightful, satisfying.

Robt. Burns
MILD 10c CIGAR

Reynaldo

"Made so well this generation it will remain the next generations favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb
City Hall Square, Philadelphia
Makers Reynaldo and San Souci—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

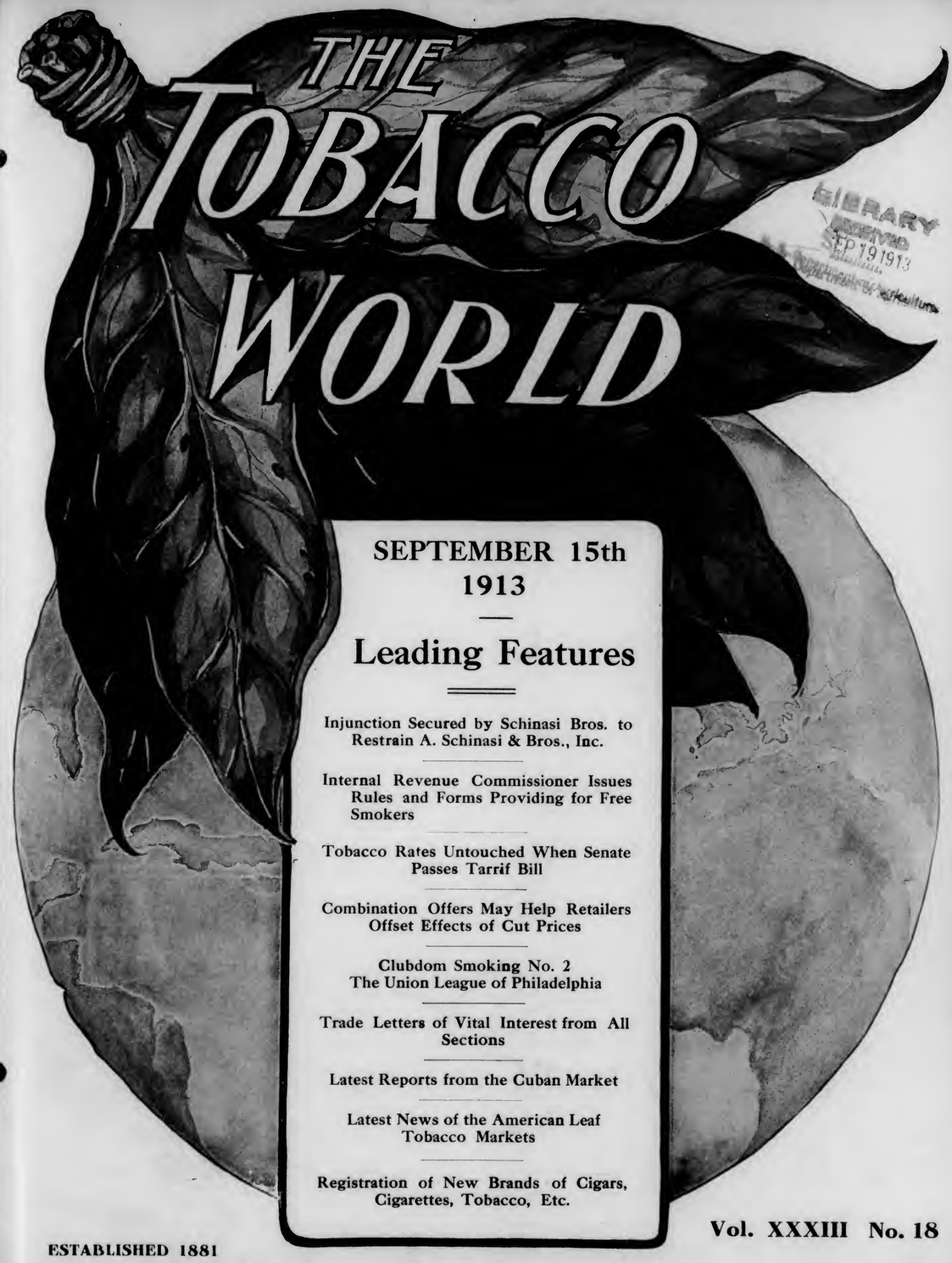
FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.
Calle De La Industria, 172-174
HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE
115 BROADWAY, NEW YORK



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Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXIII No. 18

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

F. LOZANO, SON & CO.

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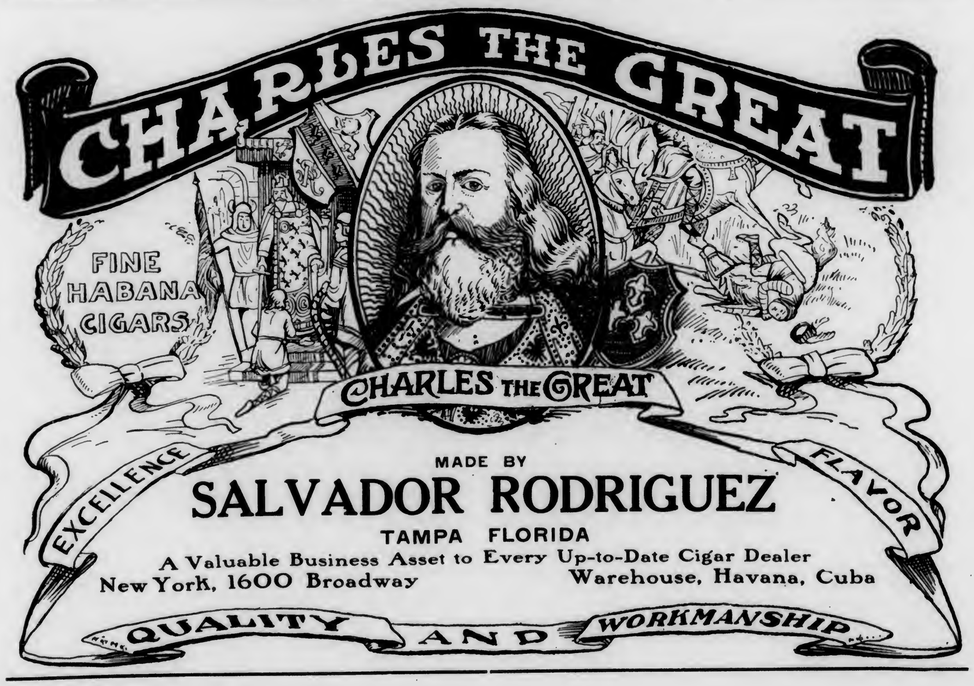
FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

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BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

SAN FELICE 5 CIGARS

San Felice

CIGARS

The Deisel-Wemmer Company

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Why does the man who smokes three-for-a-quarter brands go on to your competitor's instead of buying from you?

Think!

Does your store look attractive? Are your cigars kept well and are they displayed well? Those are the things which count with the smoker.

You need a *Silent Salesman* display humidor for your cigars to make that fellow stop at your store. Send for catalog C.

We have a little booklet "The Value of Display", it's written for haberdashers, but has some thoughts for you. Do you want a copy? Yes, we give it away.

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FACTORY: TAMPA, FLORIDA

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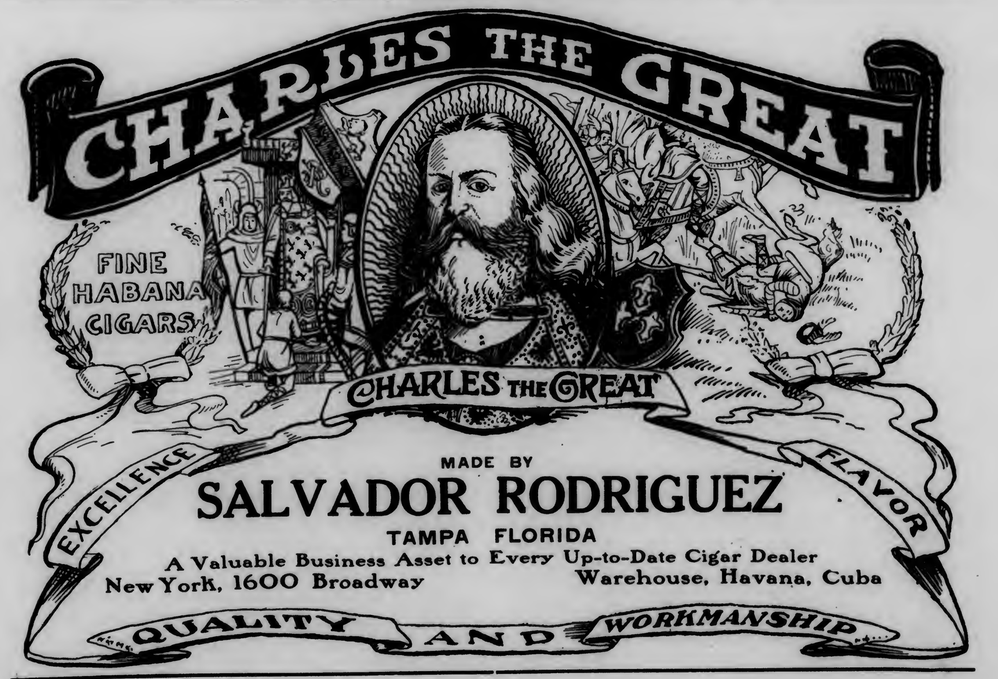

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Does your store look attractive? Are your cigars kept well and are they displayed well? Those are the things which count with the smoker.

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We have a little booklet "The Value of Display", it's written for haberdashers, but has some thoughts for you. Do you want a copy? Yes, we give it away.

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489 West Fort Street Detroit, Mich.

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Cinco
CIGARS
PHILADELPHIA

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WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

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Finest Havana Tobacco

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10c. GENUINE 15c.
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FIVE CENT CIGAR

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The 80¢ Tobacco In The 5¢ TIN

The most Phenomenal Success of recent Years.

EVER-LASTING-LY GOOD
ALSO PACKED IN POUND GLASS HUMIDORS.

WRITE TO US FOR A SAMPLE
WE RECOMMEND

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5-CENT CIGARS
THEY WILL SATISFY CRITICAL SMOKERS
JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

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HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
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Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Por Larrañagas Poems in Smoke

The Havana Made Cigars with the All Gold Bands

Finest Selected Vuelta Abajo Tobacco—thro' and thro'—
New sizes and shapes now ready for inspection.
The oldest Independent Factory in Cuba—Founded 1834.

Por Larrañagas are the prime favorites of royalty, connoisseurs
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Hand-Made
Havana Blend **5c.** Sumatra Wrapper
Long Filler

The brand that made a reputation in less than a year

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44
CIGARS

"44" Cigar Co. Philadelphia

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

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Strictly Independent Manufacturers

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Sole Agent for United States and Canada
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Are Made in Tampa, of Havana
Tobacco, by Skilled Workmen

Mild, and at the same time aromatic,
they meet the demands of the American
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ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**
The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. **Highest Quality Always.** Write for quotations to

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28th and Smallman Sts., Pittsburgh, Pa.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

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They Lead the Leaders
26 SIZES
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135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
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Manufacturers of the celebrated
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Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**
E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE **Key West Cigar Factory**
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:
Lorillard's Snuff, : Est. 1760
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ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
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Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

Better Selling Cigars Are Made With The

STANDARD PURE TOBACCO BINDERS

At a Saving of More Than 100% Over Ordinary Grown Binders

SAVING money on making a better cigar is pretty sound economy. A saving of 100% on binders is something of an argument for using a better binder.

The Standard Pure Tobacco Binder is a manufactured tobacco product retaining all the advantages of the grown binder, with its disadvantages—THE DISADVANTAGES YOU PAY FOR—LEFT OUT.

There is NO CASING AND NO STRIPPING in handling this pure tobacco binder, consequently NO waste. There is absolute UNIFORMITY OF TEXTURE, accompanied by the flavor of higher grade tobacco than you can afford to use as binder for low-priced cigars.

STANDARD PURE TOBACCO BINDERS are made from the stems of tobacco leaf, clippings and cuttings. The pure stem-fiber is drained of all juices, shredded and pressed into leaf.

In STANDARD BINDERS, you get one feature that makes this cheapest binder really the BEST binder. That feature is **Perfect Uniformity of Texture.** The irregularities in the grown leaf cause low-priced cigars to burn fitfully, and smokers of low-priced cigars are apt to judge competing brands by the way they burn.

STANDARD BINDERS cause a cigar to burn **Evenly to a Clear, White Ash,** even if the wrapper is **Not** a free burner.

"Tobacco in Process of Manufacture" is what the United States Internal Revenue Department calls STANDARD PURE TOBACCO BINDERS. They contain no adulteration whatever; no ingredients other than those sapped from the **Pure, High-Grade Leaf.**

The flavor of filler and wrapper are neutralized by the soft, succulent, absorbent tissue of **STANDARD BINDERS,** producing a **MELLOW, UNIT** blend.

As for working without waste, it takes but 2 pounds of these binders to cover **1,000 Cigars,** where 6 or 7 pounds of ordinary grown binders are consumed. **STANDARD BINDERS** cost 40 cents a thousand, as against $1.00 a thousand for cheapest grown binders. Right here is a saving of at least 60% over the **OLD WAY.** And the elimination of time, space and waste involved in casing, stripping and cutting the grown binder means a further saving of at least 40%.

THE STANDARD PURE TOBACCO BINDER comes in 6 standard sizes, accommodating 30 sizes of cigars. Also in 2 Stogie sizes. JUST JOT DOWN YOUR POSSIBLE NEEDS, AND **WE WILL SEND ALONG SOME FREE SAMPLES TO DO THE REST OF THE TALKING.**

TOBACCO · PRODUCTION CO., DEPT. H.
New Milford, Conn.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

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Established 1870 — Factory No. 79

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Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited

Factory and Offices: WRIGHTSVILLE, PA.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

Savarona Perfecto Sublime—LEADERS!

Every branch of business has "leaders" that have come to the front through merit. Of the independent Porto Rican concerns, **our company** has come to the front as **leaders.** Among our brands, **SAVARONA** has come to the front as the leader. In the **SAVARONA** brand, the **"Perfecto Sublime"** size has come to the front as the leader of the forty-six (46) sizes made under the brand. This cigar is not the same shape as the general run of Perfecto Sublimes, as it is a full but beautifully shaped Perfecto. We **band SAVARONA "Perfecto Sublimes"** to avoid substitution. We believe in our own goods and want people to know them by their right name. We put our best tobacco and best work into this cigar, and no expense has been spared to make it absolutely first-class. The way the **sales** lead the other sizes; the way **SAVARONA** leads other brands; the way **Cayey-Caguas Tobacco Company** leads other houses, prove that our plans for **quality** have been well laid.

Buy the **LEADER** and be a **LEADER.**

Cayey-Caguas Tobacco Company, Inc., Pine & Water Sts., New York

The NEW HOME of SANCHEZ Y HAYA

Factory No 1 Established 1867

TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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Resident Representative, 846 Drexel Building

CITY LIFE

5 cent cigar

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MANUFACTURED BY

MARION C. HOLCOMB

BINGHAMTON, N. Y.

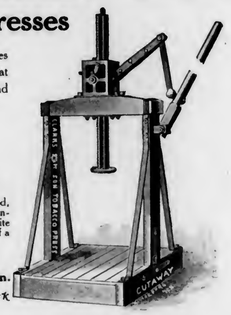
Good Tobacco Presses

Tobacco packers who have used our presses for many years, and who know exactly what they are, go out of their way to show and recommend to their friends the

Cutaway CLARK

Samson Tobacco Press

This press is made of carefully selected hardwood, stoutly braced and bound with steel. It gives tremendous pressure; it is durable; it is easily handled. Write us today for complete description. Ask for names of a few users.



THE CUTAWAY HARROW CO.
948 Main Street Higganum, Conn.
Maker of the original CLARK disk harrows and plows

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LA ESPAÑOLA FUEYO Y Cª HABANA

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BOCK & Cº

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA

HENRY CLAY AND BOCK & CO. LTD. HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine HAVANA CIGARS

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LA INTIMIDAD DE ANTONINO CARUNCHO

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LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS

FLOR DE J.S. MURIAS HABANA

Flor de J. S. Murias y Ca.

LA FLOR DE CUBA DE M. VALLE Y Cª HABANA

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SUPERIOR LA ROSA DE SANTIAGO HABANA DE PEDRO ROGER

LA FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA DE BANCES Y SUAREZ HABANA

LA CORONA

Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1913. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1913 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P.S.—Fatimas are very popular with all college men.

"Distinctively Individual"

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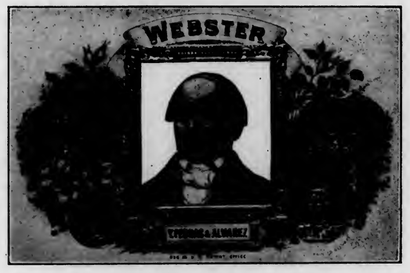

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AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, SEPTEMBER 15, 1913. No. 18.

A SCHINASI TANGLE

Action Brought to Restrain Firm Using Same Name—Naturals vs. Natural Aromatics—Temporary Injunction Secured.

(From Our Special Correspondent to "The Tobacco World.")

HORWITZ & ROSENSTEIN, attorneys at 345 Broadway, secured a writ of injunction on Monday, September 8, in the United States Circuit Court, Second District of New York, on behalf of their clients, Schinasi Bros., cigar manufacturers of 34 West 100th Street, New York, against the recently organized corporation of A. Schinasi & Bros., Inc., who have offices in the Fitzgerald Building, 1482 Broadway, and have recently opened a factory at 275 Canal Street, New York.

In their petition the complainants state that the new concern are manufacturing a brand of cigarettes known as "Schinasi's Natural Aromatic" cigarettes, and that this brand of goods is being offered to the trade and is thereby causing them confusion and loss of business.

Supporting affidavits to the complaint are furnished by an officer of the United Cigar Stores Company, also by the Metropolitan Tobacco Company and several other concerns. One affidavit states that purchases had been made in the retail store of the Darius Cigarette Co., 1488 Broadway, of "Schinasi's Natural" cigarettes, and that "Natural Aromatic" cigarettes was sold.

The defendant concern state that they are merely using the name of one of the principal stockholders of their company, and that the term "Natural Aromatic" is a descriptive one of the type of the cigarettes produced, and is in no sense an infringement on the brand of "Naturals" made by the complainant. Contention is also made that the word "Natural" could not be trade-marked under Federal laws.

In the meantime a temporary injunction has been issued and argument on the matter is taking place today in the United States Circuit Court.

Once More—"Hands Up."

Again a United Cigar Store employee turned his head to find his eyes looking down the barrels of two revolvers, while a bandit gently murmured those oft repeated words "hands up." Being unable to help himself, despite the fact that fifty men were separated from him by only a thin partition, the clerk put up his hands while one of the robbers helped himself to about $350 from the open safe.

Louis Goldman, in the United store at Lexington Avenue and Fifty-ninth Street, New York, had locked up his cash for the night on Laor Day evening, and decided that it was "time all good people were in bed and thieves and robbers on their way," when two men entered the store and asked for some cigars. Payment was offered in the shape of a $10 bill. There being no money in the cash till, Goldman had to open the safe in order to make the change. After he got the safe open he turned to hand the customer the change. Despite the extreme heat, Goldman had quite a chill when he found himself staring a couple of revolvers in the face.

The rest was easy—exit $350. Pursuit to no avail.

The gunmen of New York apparently have to rob at least one United Cigar Store a week or they don't feel right.

SENATE PASSES TARIFF BILL

Tobacco Rates Untouched—Penrose Amendment Fails—Meerschaum Under Twenty Per Cent. Duty

(From Our Special Correspondent to "The Tobacco World.")

WASHINGTON, D. C., September 13.

SHORTLY before 6 P. M. Tuesday, September 9, the Senate voted 44 to 37 for the passage on the Democratic tariff bill, Senators LaFollette and Poindexter, Republicans, voting for the bill, and the two Louisiana Democratic Senators, Ransdell and Thornton, voting against it. To the tobacco trade this means that the duties as proposed in the bill as originally introduced on the House side will be enacted into law. The Senate altered the tobacco duties as proposed by the House, none at all, and this means that they will be enacted into law unchanged.

Your correspondent predicted last March that the Democrats would make no alterations in the tobacco duties or the internal revenue tax, and true to this prediction the House bill proposed no changes in existing law other than in two minor particulars. One was the reduction in the duty on scrap tobacco to thirty-five per cent. and the other was the lifting of the limit to free importation of cigars from the Philippine cigars. For the immediate present Congressional leaders say the lifting of this free limitation will have no effect, as the importation of cigars from the Philippines has never reached the free maximum allowed under existing law.

The tariff bill was sent to conference between the two Houses and it will be several days yet before it is approved for its final passage and sent to the President for his signature. The only thing of interest remaining for the tobacco trade is the date the law will go into effect, and this will be on the day following its signing by the President. The conference committee between the two Houses can alter only those sections which were changed in the Senate, therefore the tobacco schedule cannot be changed now.

During the closing hours of the debate Senator Penrose, of Pennsylvania, made a valiant fight for the reimposition of the limit to free importation of Philippine cigars, but failed. He offered an amendment to this effect just before the final vote was taken on the bill, proposing to add the following wording to the present provision:

(Continued on Page 16.)

Free Cigars in Wilmington, Del.

In order to advertise their special brand, "Escanaba, Common-Sense Blunt," Selak & Hoffman, the well-known manufacturers of Wilmington, Del., have invited discriminating smokers to drop into their shop on certain days and "have a cigar with them."

The firm reports an increasing demand for their special blunt, which avoids the error of most blunts by having an end that is neither too bulky nor too awkward to hold in the mouth. One of the Wilmington papers has been carrying an advertisement containing a coupon, which if presented at the Selak & Hoffman store, entitles the holder to one of their special smokes.

FREE SMOKER REGULATIONS

Rules and Forms Just Issued by Treasury Department.

(From Our Special Correspondent to "The Tobacco World.")
WASHINGTON, D. C., September 12.

FREE smokers regulations under the law enacted last February have been issued by the Commissioner of Internal Revenue under the approval of Secretary of the Treasury McAdoo. As finally approved no provision was made to grant free cigarettes to employees in cigarette factories. The regulations follow strictly the law, which provides only for free cigars. The regulations and the special blank required to be kept by the manufacturers are as follows:

(T. D. 1875.)

(From Our Special Correspondent to "The Tobacco World.")
Use by Cigar-Factory Employees of Tax-free Cigars for Personal Consumption.

Regulations governing the use of employees of manufacturers of cigars of not to exceed 21 cigars per week, exempt from being packed and stamped, under act of February 10, 1913, amending section 3392 of the Revised Statutes.

Treasury Department, August 28, 1913.

The act approved February 10, 1913, amending section 3392 of the Revised Statutes, provides:

* * * That each employee of a manufacturer of cigars shall be permitted to use, for personal consumption and for experimental purposes not to exceed 21 cigars per week without the same being packed in boxes and stamped. Such use of cigars will not be restricted to the bonded factory premises. If the number of tax-free cigars to which an employee is entitled is not taken by him each week, the number of cigars not so taken will not be allowed to accumulate in the hands of the manufacturer, nor will they be allowed to be taken later, nor will credit therefor be allowed in the manufacturer's account for a subsequent period. Tax-free cigars furnished to or taken by employees for personal consumption and for experimental purposes will not, after they have been so taken or furnished, be permitted to be commingled with the manufacturer's stock of cigars on hand. An employee will not be permitted to accumulate such cigars within the bonded factory premises. The law restricts the use of tax-free cigars to the employee individually; therefore an employee will not be permitted to take tax-free cigars and give them away. Cigars found in the hands of a person other than an employee of a manufacturer of cigars not packed in boxes, properly labeled, branded and stamped are subject to forfeiture under section 3398 of the Revised Statutes.

The manufacturer of cigars at the close of each day, in addition to the other requirements of the laws and regulations, shall enter in separate columns in his book 73, first, the total number of tax-free cigars furnished to or taken by his employees, including cigarmakers, that day, for personal consumption and for experimental purposes; second, the total number of employees, including cigarmakers, who were furnished or who have taken tax-free cigars; third, the number of cigarmakers only who were furnished or who have taken such cigars, and, fourth, the total number of cigarmakers employed.

Until Form 73 of cigar manufacturers' book is revised, manufacturers will make the above report in columns not otherwise used or in columns ruled in the margin or by subdividing others, each being appropriately headed. If the column "Removed in bond for export" is not used for the purpose originally intended, it should be used with proper change in heading for reporting the number of cigars furnished to or taken by employees under authority of the act above mentioned. Every cigar made, including those used tax free for personal consumption and for experimental purposes, shall be reported as manufactured.

Cigar manufacturers' monthly return Form 72, until revised, shall be amended and the number of tax-free cigars furnished to or taken by employees, including cigarmakers, shall be entered in the cigar account on line "Removed in bond for export," with appropriate change of said title, or, if that line is regularly used, by interlineation above. The cigar account shall be properly balanced each month. The back of Form 72 shall be ruled, providing columns, each appropriately headed, in which there shall be reported, in the first, the day of the month; in the second, the total number of cigars manufactured; in the third, the total number of cigars removed tax paid; in the fourth, the total number of tax-free cigars furnished employees, including cigarmakers; in the fifth and sixth, the total number of employees, including cigarmakers, and the total number of cigarmakers only, respectively, to whom tax-free cigars were furnished; and in the seventh, the total number of cigarmakers employed each day, each of said columns excepting the first being totaled.

Strict compliance with the above law and regulations by manufacturers of cigars and their employees will be insisted upon.

The foregoing regulations are hereby prescribed under authority of the act of February 10, 1913.

W. G. McADOO, *Secretary.*

Illustration of Portion of Cigar Manufacturers' Book 73 and Monthly Return Form 72, Showing Columns Appropriately Headed, in Which Number of Tax-free Cigars Used by Employees for Personal Consumption and for Experimental Purposes, Etc., Shall be Reported.

Date.	Cigars. Manufactured.	Removed, tax paid.	Used for personal consumption and experimental purposes by employees, including cigarmakers.	Total number of employees, including cigarmakers, who were furnished or who have taken tax-free cigars	Total number of cigarmakers only who were furnished or who have taken tax-free cigars.	Total number of cigarmakers employed.
1						
2						
3						
4						
• • •	• • •	• • •	• • •	• • •	• • •	• • •
31						
Total						

V. GILMORE IDEN.

The Tubarette Cigarette

In line with the present craze for smoking cigarettes in holders, Mathues Brothers, Inc., 619 Madison Avenue, New York, have just placed on the market a decided novelty in their "Tubarette Cigarette," which combines a cigarette and a quill tube in the one article. The goods are strictly high grade and should prove a success with high-class trade.

(Continued from Page 15.)

"Except, in any fiscal year, wrapper tobacco and filler tobacco when mixed or packed with more than fifteen per cent. of wrapper tobacco in excess of 300,000 pounds, filler tobacco in excess of 1,000,000 pounds, and cigars in excess of 150,000,000 cigars, which quantities shall be ascertained by the Secretary of the Treasury under such rules and regulations as he shall prescribe."

This amendment was rejected by a vote of 36 to 43.

Practically but one paragraph in the whole tariff bill relating to tobacco was altered in the Senate, thereby making it a point of compromise between the two houses. This is paragraph 391, reading as follows:

"391. Pipes and smokers' articles: Common tobacco pipes and pipe bowls made wholly of clay, 25 percentum ad valorem; other pipes and pipe bowls of whatever material composed, and all smokers' articles whatsoever, not specially provided for in this section, including cigarette books, cigarette-book covers, pouches for smoking or chewing tobacco, and cigarette paper in all forms, except cork paper, 50 percentum ad valorem; *meerschaum, crude or unmanufactured, 20 percentum ad valorem.*"

The concluding words of the paragraph, "meerschaum, crude or manufactured, twenty percentum ad valorem," were added by the Senate.

At the present writing the party leaders are expecting the conference committee to complete its work within about ten days. They say that the tariff bill should become a law by September 20.

V. GILMORE IDEN.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

MEN who think along broad lines and plan always for big things, are usually found to be vulnerable on the mall points of detail, but when the world encounters the rare combination of a man who can plan a tremendous business campaign, involving the work of scores of men, and yet keep his finger tips successfully on the smallest details, we have a combination that is well nigh irresistible.

No person who meets Robert S. Appleton, of the Cado Company, Inc., can fail to be impressed with the many evident facets of his character. A peculiarly winning smile indicates social graces of the highest quality; the snap and precision with which he gives orders, indicates the thoroughly trained business man, and the masterly way in which he handles and disposes of multitudinous details, indicates a grasp on the essentials of his business which is almost abnormal.

ROBERT S. APPLETON
of
Cado Co. Inc. "56" Cigarettes

When the Cado Company was formed last spring, Mr. Appleton stated in an interview that he was convinced that there was a wide market for a high grade Turkish cigarette which should be sold exclusively on its merits and not made a football for price cutters. He further added that the "56" brand of cigarettes measured up to this standard and that he expected to obtain a distribution for them immediately.

Within four months we are safe in saying that no other brand of cigarettes on the market has ever obtained a wider distribution of a permanent character, and been more talked about than this same beautiful package of white, with its gold dress and the simple monogram "56" on the lid.

In the best clubs throughout the country, in the leading hotels, and in all the fine shops, "56" cigarettes are not only on display, but are being sold daily, despite the multitudinous number of other brands and the extraordinary inducements offered by other makers, and all of this work must be credited to Mr. Appleton and the staff which he has gathered about him.

He says that he just naturally grew up a cigarette man and that he has just naturally been associated with successful brands. His work in former years with the "Rameses" brand and later with the "Dabs," peculiarly fitted him for putting "56" where they are today.

Mr. Appleton is a member of four leading clubs in New York and Brooklyn, a most enthusiastic yachtsman, the owner of the trim sloop "Sigfried" and, when not on the water, spends his spare moments on horseback and playing with his dog, of which he is especially fond.

A. L. Peterson, of Moline, Ill., is now engaged in the manufacture of cigars. He has established himself in the place formerly occupied by Charles Bennel, and has five hands turning out his new 5-cent cigar, "Five Label."

C. H. Hayward, of Des Moines, has taken possession of the cigar store and news agency in the Stewart House, at Perry, Ia. The stand was recently operated by Wade H. Modlin.

J. B. Kennedy and William Hennessey have opened their new cigar store at Aberdeen, S. D. The stand is located in the old White Front saloon building, which has been remodelled and now presents an attractive front.

A lease has recently been executed for the store room at 716 Pine Street, St. Louis, Mo., where Louis J. Duffy will shortly open a cigar store and pool room. This lease leaves the Stratford Hotel Building without a single vacancy.

IRREGULAR PAGINATION

I CAN hardly think of any man on the American stage who can make me laugh more heartily than Frank Tinney, the blackface comedian who has been drawing down fat salaries of several hundred dollars a week for a long time in vaudeville and on Broadway.

Tinney is an old acquaintance of I. Steiner, Jr., of William Steiner, Sons & Co., New York, and sometime ago approached Mr. Steiner in a modest way, suggesting that his name would make a good one for a cigar brand and expressing his perfect willingness to give the firm its exclusive use, if they so desired. Mr. Steiner accepted the suggestion and had a neat portrait and label of the comedian made at once.

When this label was shown the blackface comic, he expressed a keen delight and promised that he would go far toward advertising the brand of any manufacturer who would adopt his name as a cigar title.

A few days later, in keeping with this promise, Mr. Tinney was working at the Brighton Beach Music Hall when he spied his friend, Mr. Steiner, sitting in the audience and puffing a perfecto while enjoying the show. Instantly grasping an opening, Tinney walked down to the footlights and in his style which no comedian has yet been able to copy bellowed out, "Ah! I see my friend, Mr. Steiner, in the audience smoking a 'Frank Tinney' cigar."

Tinney is a Philadelphia boy, and if the brand name has not been yet snapped up by some Pennsylvania manufacturers, it looks to me like someone is overlooking an opportunity.

* * *

Every one that visits Wilmington, Del., knows the "Johnny Jones" cigar stores. John F. Jones, the proprietor, picked out an excellent location when he established a smoke shop at Sixth and Market Streets. A decided advantage over all other desirable locations is the fact that it is opposite the police station.

Now it happens that George Black, the day clerk, is a cousin of Chief of Police George Black. One would naturally feel quite safe with a police station opposite, and the clerk related to the chief of the Order of the Night Stick and Helmet.

But these facts simply go to show that "no matter how *thin* glass is you can always break it with an axe." for on Monday night (or early Tuesday morning) while George, the clerk, was sleeping, and his cousin's henchmen in the police station were having a game of pinochle (or a nap), a bold, bad robber with intent to steal did enter, via the transom route, and did safely make way with some odd five hundred dollars in cash, many cigars, much tobacco and some pipes; capital and stock enough to open up a small smoke shop.

Across the street, directly opposite, is an all night restaurant, but so quietly was the job done that it was not discovered until the clerk opened the store in the morning.

The police say that it must have been a very small man or boy who got through the transom, as the space is not sufficiently large to admit the body of a "regular" person.

Following the advice of Omar, the robber took "the Cash and let the Credit go." The police, however, may get some of the Credit if they catch the guy that got the Cash.

* * *

Several years ago when my friend, Lieutenant Sid. Ashe, of the Philippine Constabulary, took his band of Igorrotis from their native isle in the Philippines around the world, exhibiting them in England and in many parts of the United States, the natives attracted more attention than any other similar exhibit had ever done.

These odd little people were shown at Coney Island and in Philadelphia as well as at many other points, and I recall that one of the most interesting habits they had was the use of the family cigar. These cigars were made from the native tobacco and looked more like a policeman's "Billy" than a smoke. The head of the family usually rolls his own cigar with quite some degree of skill and puffs along for an hour or two before laying it down. As soon as the opportunity offers the women and children of the family get their chance at the communal weed. The Igorrotis who came to the United States took a great fancy to American paper cigarettes and smoked them vigorously all the time.

I remember one young chap of this visiting tribe, whose teeth proving bad, was sent by Lieutenant Ashe to a dentist, who put a gold cap on it. This proved a frightful blunder, for in less than a month, to keep order in his family, Ashe had to have gold teeth put in the mouths of every man in the band, irrespective of whether they needed them or not.

* * *

La Touche Hancock, who occasionally bursts forth into more or less meritorious verse through the columns of the New York "Sun," is at it again. He recently perpetrated the following doggerel anent, a published statement "that tobacco smoke will eradicate the most virulent bacilli." Read and ponder for yourself:

You ask me not to smoke, my dear,
And say I really shouldn't;
If microbes were a joke, my dear,
You may be sure I wouldn't.
I hate the very smell, my dear,
I loathe the nasty taste,
And I know very well, my dear,
It is an awful waste,
But I must spend some wealth, my dear,
These deadly germs to bar,
So just to save your health, my dear,
Pass the tobacco jar.

THE ONLOOKER.

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It seems to us a pity that the Senate in passing the tariff bill on last Tuesday failed to consider more favorably the amendment offered by Senator Penrose, of Pennsylvania, to restrict the importation of Philippine cigars to the 150,000,000 annual limit, which was provided under the tariff act of 1909.

Penrose on Philippine Cigar Restriction

The most successful importers of Philippine cigars in the United States readily admit that the development of their business here has been gravely affected for several years past by the unlimited importation of the worst products of the island. This was so apparent during the year 1911 that the importations fell off some fifty per cent. in volume, and the result was that a Philippine cigar, no matter what its quality, could hardly find place on a dealer's shelf.

During the past two years the importers have sought the aid of the authorities in the Philippines, as well as the influential manufacturers there, and by careful supervision, have sent to the states such quality of cigars as have led to a largely augmented increase in the consumption of the product, despite the unfavorable feeling towards the goods which had been created.

Senator Penrose justly contended that a limit should be put upon the free importation of Philippine cigars, owing to the fact that several of the large American corporations have interested themselves in the Far East and with an absolutely open gate the competition to our splendid home industry might prove a serious menace. He dwelt strongly on this phase of the situation, but despite his best efforts the amendment was lost by a party vote.

There is no question that the United States can assimilate 150,000,000 good Philippine cigars, and, as a matter of fact, the importations last year amounted to about 125,000,000, but it certainly seems unwise for Congress to have laid upon the shoulders of the American cigar manufacturers the additional unlimited competition of a product of Asiatic labor, especially in view of the enormous revenue derived from the industry in the United States.

The question of Philippine cigars has not yet been settled, and it is to be hoped that the intelligent importers here will do everything possible to see that the unlimited license granted by the new law is not abused.

Some Signs of Light

The news received from Boston to the effect that the ridiculous cut-price battle which has been waging there for a number of weeks has been terminated by mutual agreement, through the friendly efforts of Mayor Fitzgerald and public opinion as well, is most welcome information.

Trade history has never revealed any instances of ultimate business prosperity resulting from selling goods below the cost of manufacture. The old adage of "honest men getting their dues when thieves fall out" does not apply to a cut-price situation. Mayor Fitzgerald has been closely allied with the tobacco trade for some years, having a brother who is a cigar manufacturer, and the situation grew so tense that on the 4th inst. he called together representatives from the Riker-Jaynes Co., the United Cigar Stores Company, McGreenery & Manning and Louis K. Liggett, and talked to them straight from the shoulder concerning the damage being done in Boston.

That this action has been beneficial all around is evidenced by the increase all along the line in New York City of the prices of cigarettes in the Riker-Hegeman stores, though they are yet below normal figures in these establishments. "Murads" and "Moguls" were quoted at 10 cents as against 8 cents per package three days ago, and "Salisbury," which sold at 6 cents, Riker-Hegeman were charging 8 cents, or two packages for 15 cents.

From personal observation of fifty-four customers who entered the Riker-Hegeman store at Forty-second Street and Broadway last week, not one man bought a single penny's worth of merchandise outside of cigarettes which were sold at from forty to fifty per cent. below their regular retail price. The counter was so crowded that a gentleman, desiring to purchase a cigar, immediately gave up the attempt in disgust.

A Contradictory Situation

There are so many who are used to crying "Wolf" when there is no wolf, that it causes us to take their cries "cum granum salus."

It is reported in some sections that retailers have complained of having had an exceptionally dull season. They say that trade has been scarcer during the summer months than ever before in their history.

On the other hand, the factories were never busier; manufacturers say that the retailers' orders are running heavier this year than ever before. Some factories are so far behind in their work that they are not making a great effort to get new business, because they cannot take care of it.

OBITVARY

Robert M. Yahn, Wreck Victim

IN the frightful railroad tragedy that wiped out more than a score of lives on the morning of September 2, when the White Mountain Express of the New York, New Haven and Hartford Railroad ploughed its way through the rear wooden sleepers of the Bar Harbor Limited, Robert M. Yahn, of the well-known retail and jobbing tobacco firm of Yahn & McDonnell, was swept into eternity.

Mr. Yahn had been spending his vacation in a camp at West Outlet, Moosehead Lake, Me., and was returning to town a few days ahead of his family when he met his death.

For years Mr. Yahn has been a prominent figure in the Philadelphia trade and the news of his tragic end came as a great shock to his many friends.

ROBERT M. YAHN

Robert M. Yahn was born in Philadelphia August 28, 1872. It was in this city that he received his education, and his entire business career had been spent in the tobacco trade.

For many years Mr. Yahn had charge of the Fifth and Chestnut Streets store of M. J. Dalton Co. His future partner at that time was employed in the Thirteenth and Arch Streets store of M. J. Dalton Co.

Mr. Yahn had just passed his forty-second birthday when the end came.

With a wide acquaintance among men of public affairs, Mr. Yahn himself became widely known in Philadelphia outside of trade circles. He was a member of the Union League and of the Fortnightly Club, the latter a musical organization. Mr. Yahn was a lover of music and was an ardent supporter of such clubs.

At the time of the death of Mr. Yahn, Mr. McDonnell had just departed on his vacation for an island in Georgian Bay, two hundred and fifty miles north of Toronto. Effort was made to reach Mr. McDonnell as soon as the news was received, but he did not reach Philadelphia until Thursday morning about eleven o'clock.

Mr. Yahn was buried on Saturday from his Roxborough home. The funeral was largely attended by the Philadelphia trade in general and by many Philadelphians well known in public life. Among those from New York who attended the funeral were Victor Lopez and Frank Rowland, of Hermanos, Lopez & Co.

The deceased is survived by a widow, one daughter and one son.

In 1904 the firm of Yahn & McDonnell was established at Fifteenth and Chestnut Streets. Later they opened a store at Fourth and Library Streets, and only a few months ago took the stand in the new Stock Exchange Building on Walnut Street, above Broad.

Mr. McDonnell has announced that the firm will continue as before. Mrs. Yahn will retain her interest and there will be no changes.

John G. Hummel.

John G. Hummel, one of the most prominent leaf dealers in the Middle West, succumbed suddenly on Labor Day to a stroke of apoplexy.

Mr. Hummel, who lived in St. Louis, Mo., was sixty years of age, and had been identified with the leaf tobacco business for more than thirty years.

The deceased is survived by a widow, three sons and two daughters.

Henry T. Knott.

Henry T. Knott, a well known tobacconist and warehouseman of Kinston, N. C., died on August 29. He was a victim of Bright's disease.

Mr. Knott was fifty years of age, a native of Granville County and prominently connected.

Edmund J. Reed.

Acute indigestion caused the death of Edmund J. Reed, of West Suffield, Conn., on August 25. He was born in Ulverton, Quebec, Can.

Mr. Reed, who was thirty-two years old, had been a tobacco grower of this vicinity for five years.

He is survived by a widow.

Julius Frumkin.

Julius Frumkin, a well known tobacconist of Salt Lake City, Utah, died of hemorrhages on August 23.

Mr. Frumkin had been in the tobacco business in Salt Lake City ten years and was considered an expert in his line.

The deceased is survived by a widow, two sons and one daughter.

August D. Kauffman.

August D. Kauffman, for more than thirty years a cigar manufacturer of Rockford, Ill., succumbed to the results of an apoplectic stroke on August 29. He was stricken in the spring and never recovered from the shock.

The deceased was fifty-nine years old and for many years conducted a factory at 316 East State Street.

He is survived by a widow, four sons and one daughter.

Ira B. Cutter

After an illness of several months, Ira B. Cutter, a well-known cigar dealer of Cedar Rapids, Ia., succumbed to heart disease on September 3rd, at his residence 117 A. Avenue, West.

Mr. Cutter had been a resident of Cedar Rapids since 1890, and five years ago opened his popular smoke shop at the east end of the Third Avenue bridge.

COMBINATION OFFERS MAY HELP INDEPENDENT RETAILERS' CAUSE

Price-Cutters Barred From Participation in Premium Schemes of A. T. Company—Riker and Liggett Stores Face New Move in Tobacco War

THE price-cutting war which has extended for some time throughout the New England States, with Boston as a center, has at last aroused the American Tobacco Company to a determined stand against this form of business, which has done inestimable damage to the exclusive tobacco dealers who did not join in the strife to retain trade by cutting prices.

In order to wipe out this situation the American Tobacco Company has announced that it will co-operate with such dealers by aiding them with a campaign. The plan is to aid the dealer by furnishing him premiums free, and advertising the bargains in the local papers. All stores that will post in their windows placards furnished by the American Tobacco Company announcing the offers may become beneficiaries.

The first combination offer that was made was the choice of a briar pipe, selling at 25 cents or perhaps 50 cents, with every 50-cent tin of a certain brand of smoking tobacco. It is said that an enormous business was done by the legitimate trade on the first day of this offer. It is only fair that they should, for upon their shoulders has fallen the brunt of the terrific struggle that has been taking place among the Liggett stores, Riker & Hegeman and the United Cigar Stores.

Another combination which will follow will be a safety razor or an ash receiver with a certain brand of cigarettes. These premiums will be given only to those stores who guarantee to maintain prices.

The price-cutting war has been disastrous to small dealers, and many of them have been driven out of business. Should the battle of cut-rates continue, the end can plainly be seen. The companies supplying those stores which have been forced to withdraw from business lose the sale of their products, and while it may not amount to much taken here and here, in the aggregate the manufacturer must be affected to no small degree. With the spread of such a situation as exists in Boston to other large cities, it would mean that the chain stores would eventually gain the whip hand over the manufacturers, cutting down their profits as well as their business.

Another effect that manufacturers may find will be that upon the restoration of prices the demands for their goods may fall off. A man who has been buying 20-cent cigarettes for 14 cents may be unwilling to go back to paying 20 cents again, but will swing to some 15-cent brand. The same is true of cigars and tobacco.

As a means of preventing such a condition, and at the same time gaining the good will of the independent dealers as against other manufacturers, the American Tobacco Company's move was regarded as extremely sagacious. Its effect will be to withdraw its "advertising schemes" from the United Cigar Stores, as well as drug stores, in New England as long as they cut prices, but it will not affect the United Stores in New York so long as they continue to maintain prices.

One of the things that the Supreme Court has definitely decided since it became the fashion to enforce the Sherman law is that a manufacturer can exercise no control over the price at which his product shall be sold to jobbers or retailers, but the company lawyers have found a weapon which they are satisfied can legally be used against the price-cutters. This is in the method of operating its "advertising schemes," which involve the giving of premiums with certain tobacco brands at certain times.

Price-cutting on tobacco products in New York seems to have been the result of the invasion of this field by the Liggett drug stores in competition with the Riker & Hegeman stores. There are about sixty of the latter and two Liggett stores have been opened in the last few months, with more to follow. Both of the Liggett stores and fifteen of the Riker stores have tobacco departments. The rivalry between these has been marked by cuts similar to those in New England. This has again involved the United Cigar Stores, although they have made no price cuts so far. They have retaliated on the drug store combinations, however, by putting soda fountains in some of their stores and there has even been talk of their putting in drug departments.

Vice-President Posey, of United Cigar Stores Company, commenting on the letter of Percival S. Hill which follows, in connection with the war on tobacco goods in New England, says: "The action of officials of American Tobacco Company is undoubtedly aimed particularly at some large drug concerns that have been making big cuts in prices lately in an effort to compete with United Cigar Stores Company and other retailers. These drug concerns were satisfied to take even a loss on their tobacco sales in order to attract customers for their regular lines on which they reap a big profit.

"Shortly after the radical cut instituted by the drug companies, United Cigar Stores Company advanced its prices, which caused these drug companies to come out with the statement that they had us 'on the run.' We immediately retaliated with two cuts in our prices.

"I feel sure in saying that the retailers generally, large and small alike, are with us in this fight against companies whose profits are entirely in other lines. In fact, they really look to us to take the lead. As to just what the end will be I am making no forecasts. However, the United is not losing any business, and earnings are better than last year."

The letter of President Hill, of the American Tobacco Company, follows:

NEW YORK, September 3.

To the Tobacco Dealers of New England:

Gentlemen: We desire to make clear beyond possible misunderstanding our attitude towards the present deplorable situation in the retail cigarette and tobacco business in New England, and the other affected portions of the country.

We do not own directly or indirectly a dollar's worth of stock in any corporation operating a chain of retail stores. At one time we did own an interest in a chain of stores, but the court insisted upon our disposing of that interest, and since then we have had no interest, and, therefore, can control in no manner their actions.

We distinctly and emphatically disapprove of the price war method now being employed by various chains of stores in which leading tobacco products are being sold even below wholesale cost, and, therefore, at a tremendous loss to the retailer. The ridiculous habit of selling goods at or below cost is only for the purpose of drawing trade to sell other lines of goods which can be sold at a profit.

It is manifestly unfair to the manufacturer whose products are thus sacrificed, and it seems to us is likewise cruel and destructive to the smaller merchant, who is trying to secure a fair profit on all of his merchandise. The temporary advantage that the consumer gets by saving a few pennies for a short time on the products that he desires is more than offset by the inconvenience that later will arise should this result in the elimination from business of a number of smaller merchants.

The matter of convenience in buying has been one of the greatest factors in the development of the tobacco business. There are now over 600,000 retail merchants handling our products throughout the country, and our own selfish interests demand that we do all in our power to assist and support this great army of small merchants. We, of course, desire to sell not only these merchants, but also the larger retailers, the operators of the chains of stores, because we realize that chains of stores are important factors in serving the public.

As every one knows, we sell our products to a generally recognized list of jobbers. Our prices are absolutely identical to all of our customers. Our price list is known to every jobber, and there is absolutely no deviation from that price list. This is as far as we can go in the matter of prices. The law will not permit us to fix the price at which our goods will be sold. After our products reach the jobber, we are not permitted by law to exercise any measure of control over them, or over the price at which they are sold; and after the retailer purchases the goods he can do with them as he will. We do not hesitate to say that if there were any way in which we could correct this present condition we would bend every energy toward that end.

San Francisco

Protola Festivities Mean Big Business—"Rosadora" Featured by Tillman & Bendel—Campaign on Krinsky Cigarettes

SAN FRANCISCO, CAL., September 8.

San Francisco retailers are doing better business right along. The holidays of the early part of September that have more or less retarded business for the wholesalers have rather increased the sales of the retailers, several of the down-town houses having had a particularly good business on Labor Day. At the tail-end of the vacation season San Francisco gets more than it loses in the way of population. Not only are the natives returning from their vacations, but the country people are now making their regular late summer outings in this city, mixing their pleasure with a little business in preparation for the fall and winter activities in their home towns. These visitors have left a good many dimes and nickels with the local retailers; and, where the visitors are of the trade, they have left some orders with the jobbers.

The retail trade is now beginning to look forward to the Portola festivities of the middle of October. The Portola celebration two or three years ago was one of the most successful things in the carnival order that San Francisco has ever held, and the dealers are anticipating a big crowd and a lot of business this year. The celebration covers about a week. The dealers who are to occupy the stands in the new buildings now under way are urging on the contractors, in the hope of getting their new stores open in time to take advantage of what will probably be the best week of the fall trade.

New things continue to be brought out from week to week. About the latest is the "Rosadora," a 5-cent clear Havana line of cigars made by the Dunn factory. This line will be placed in this territory by Tillmann & Bendel, wholesale grocers and tobacconists, who have long had a large wholesale trade in good lines of cigars. Their leading line has long been the Sanchez & Haya.

Sello Blumenthal, one of the best known traveling cigar men on the Coast, who has long been connected with M. A. Gunst & Co. of this city, has at last been induced to forsake that house to accept the position as special salesman for the "Owl" cigar. He will cover the important cities of the entire country. He will make his first stop at Salt Lake City, where the "Owl" is in charge of Hemenway & Moser.

While the country trade for the fall is expected to be fully up to the average, taking the state and Coast as a whole, San Francisco jobbers find that the "dry" wave of the last year which has closed up a good many saloons has done a good deal of temporary harm to the wholesale trade. Wholesalers who had well established connections with saloons have suddenly found these connections broken; and in a good many cases they have not been able to secure new accounts that were equally satisfactory, this being made more difficult by the uncertainty of credits in this era of money tightness. Moreover a line that has been mainly sold at a saloon is not always suitable to the druggist of variety store trade; and many of the towns affected either have all the exclusive cigar stores they can support, or are not able to support any. Naturally, this condition will largely right itself; but it is a notable fact that some of the wholesalers have altogether or partially abandoned "dry" territory where they formerly had a profitable trade.

William Bercovich, formerly of San Francisco but now of Sacramento, appears to be prospering exceedingly in his new wholesale venture—the Capital Tobacco Company. He has now added an automobile to his equipment and is covering a wider territory more thoroughly than he has heretofore been able to do.

A number of minor changes in the retail business of the city are reported this week. Glaser Bros. have bought out the store of James Kapianis at 1128 Folsom Street; Edwin Goldstone, a Powell Street dealer, has opened another store at the Third and Townsend Street terminus of the Southern Pacific Railroad Company; J. N. Schwarts has bought out the stock of Louis Sanders at Turk and Taylor Streets, and S. D. Stein, owner of a store on the forty-three hundred block on California Street, died a few days ago.

Anthony V. Jockel, of the Ruy Lopez factory, who is sizing up the Coast situation, arrived in San Francisco early in the week and will spend a week or so with the Bier-Saalburg Co., distributors of the line.

Frank Ewan, who has made a success of the retail management of the M. A. Gunst & Co. store at 800 Market Street, has attracted the attention of the management and has been made outside city salesman for the house.

S. Bachman & Co. have made a good start on the fall trade and are expecting a more than average season. They have not yet quite finished up the vacation season, M. Falkenstein being now away on his vacation in the Lake Tahoe country. Henry Loverich, of their traveling force, is now visiting his trade in the Sacramento Valley. His early fall trip through the San Joaquin Valley resulted in a goodly number of orders.

The Edward Wolf Co. is gratified at the increased life shown in the Manila trade. Their shipments, both to the East and to Coast points, are picking up materially as the season advances.

I. Danziger, the California Street cigar broker, is still in San Francisco, and may not cover his outside territory for a month or more. He finds the Manila improvement the most encouraging feature of the late summer trade.

H. H. Manley, San Francisco representative of the American Cigar Company, is now in the Puget Sound section visiting the trade and arranging for the fall work. The American Cigar Company is doing some effective work this summer, and Mr. Manley is confident of a good showing for fall.

W. I. Pixley, known to fame as the Coast representative of Krinsky cigarettes and of Dill's tobacco, finished up his summer's work with a week's stay at Santa Cruz, where he took a rest as well as did a little business. He reached San Francisco a week ago, and is now looking after some of the more urgent calls in this city and Oakland. Mr. Pixley's trip, which was made in his automobile, occupied over two months and covered a large part of the central and southern parts of the state. He visited all the more important towns from San Francisco South, taking orders and distributing advertising.

J. J. Gans, head of J. J. Gans & Bro., of Los Angeles, returned this week from an enjoyable trip to the East. He came home by way of San Francisco and stopped off for a day or two to visit friends in the local trade. He anticipates a good business in Los Angeles and throughout Southern California.

Howard Banning of Los Angeles, has sold out his business to R. C. Robson, of that city.

ALLEN.

Special "Las Perlas" Package.

The illustration herewith is that of a special souvenir package of "Las Perlas" Havana-made "Coronas," which were recently a souvenir gift at one of the select functions of a leading Philadelphia club.

These goods are made by Fernandez y Garcia and they are solely controlled in the United States by S. S. Pearce & Co., of Boston. Charles M. Gudeknecht has for years handled these goods in Philadelphia as the exclusive Pearce distributor.

(Continued from Page 21.)

It may not be out of place to sound a word of warning to the chains of stores who persist in a practice that is oppressive and destructive. Public opinion is enlightened and insistent upon an open opportunity to the small as well as the large, and this policy of destruction, if persisted in, will in our opinion bring about legislation and taxation that will do more injury to the chains of stores' system than they can possibly derive benefit from their present methods.

We have from time to time endeavored by persuasion and discussion to change this very bad situation in New England and elsewhere, but up to the present time without success. It is entirely legal, however, for us to assist with our advertising campaigns those retail merchants who co-operate with us. We have decided, therefore, to confine our advertising schemes to the stores of those retailers who work with us.

It is our desire that the salesmen of our various departments should visit you in person to invite you to participate in our advertising campaigns. It is hardly possible for us to have the name and address of every retailer in New England. If, therefore, our salesmen should fail to call on you to invite your co-operation in our advertising work, we would thank you to send us your name and address.

Very truly yours,
PERCIVAL S. HILL,
President.

S. Loewenthal & Sons Remove.

S. LOEWENTHAL, of S. Loewenthal & Sons, has been extremely busy during the past week superintending the removal of their business from 131 Maiden Lane to the big warehouse which they recently leased at 123 Maiden Lane. Mr. Loewenthal says that the completion of their removal is a little earlier than they expected, but that the contractors made good headway, and they deemed it wise to take advantage of their increased facilities as soon as possible.

B. Loewenthal, of the firm, is reported in Tampa this week and the other salesmen of the house are all on the road with the new samples of "Clover Leaf" tobacco grown on the firm's own plantations in Florida.

Harry S. Loewenthal has been receiving congratulations that the accident received by his four-months'-old bride during a tennis game on Labor Day had not resulted in the loss of her eyesight from a blow which she received by a swiftly driven tennis ball.

President Alonso in Europe.

After a two weeks' visit in New York, President E. Alonso, of the Por Larranaga factory, Havana, sailed for London on the "Lusitania" on September 2, and is at present in the British metropolis conferring with their distributors. Mr. Alonso's stay in London will be limited to twelve days and he is booked to sail from there on next Saturday, the 20th inst.

Upon his arrival in New York he plans to stay only a few days to complete plans now under consideration for a general broadening of the Por Larranaga business in the United States.

W. H. Jones Joins Preferred Havana Company

ANNOUNCEMENT comes from the Preferred Havana Company, that Walter H. Jones has been engaged by them to act as general office manager of their New York offices in the Eagle Building, Fourth Avenue and Twenty-first Street, and to take charge of the Metropolitan distribution of several brands of clear Havana cigars made by the company.

Mr. Jones was for many years an officer of the old Surbrug Company, which was eventually absorbed by the Tobacco Products Company, and he resigned his position with the latter concern August 1st.

Max Schatz Out West

Max Schatz is off on a month's trip to more distant Western cities with a line of F. Rodriguez & Co.'s "Elites" for holiday trade. The Havana factory has turned out some wonderful goods for this purpose and Mr. Schatz is cleaning up orders in fine shape.

His recently acquired stand in the Hotel Savarin, in Indianapolis, is proving a big winner, featuring fine goods and sales increasing daily.

Felipe Rodriguez, of the Elite factory, is now in New York.

Walter James Joins Merriam Force.

AFTER an eighteen months' connection with Cuesta, Rey & Co. in the Middle West, Walter James has resigned his position and on the first of this month joined the selling staff of J. W. Merriam & Co., of New York.

Mr. James will travel the states of Michigan, Ohio and Missouri in the interests of the "Baron de Kolb," "De Luxe" and "Bull Dog" brands, and from his past record should prove a strong addition to the house of Merriam.

Mr. James is most pleasantly remembered as the former buyer and manager of the cigar department of Burdan & Co. in Toledo, O., and no one will gainsay his knowledge of the cigar business.

John W. Merriam, head of the house, is at present making a three weeks' trip out through the Middle West, having been reported in Chicago and Cleveland during the past week.

He is expected back in New York by September 25.

Another "United" Store Robbed

Samuel Moskowitz turned around in the United cigar store at 882 Sixth Avenue last Tuesday night and pulled a box of cigarettes out for a customer, who was waiting with a friend. He turned around and handed the cigarettes over. The customer handed him a bill to be changed. The "friend" who had lounged near the door, moved nearer as the cash register rung.

When Moskovitz looked up from the cash register, he was attracted by the brilliancy of the barrel of a revolver, held in the "customer's" hand. The "customer" suggested that the clerk hand over the money in the cash register to his "friend." About $70 stood between Samuel and eternity. After figuring relative values, he handed over the $70 without delay.

Nothing has been seen of the bandits since. Moskowitz does not care if they never come back, as far as he is concerned.

P. A. Becker on a Vacation.

P. A. Becker, the genius of the display case business, has been off taking a much-needed vacation during the past three weeks and working hard all the time to educate the public to the imperative need of the proper handling of cigars and offering them for sale.

Mr. Becker visited Washington and Baltimore, and when in Philadelphia, together with his estimable wife, paid his respects at the office of the "Tobacco World." He stated that after years of the hardest and most discouraging effort the trade and public at large are just commencing to appreciate the value of having cigars properly protected, and that this has largely augmented the sales of his all-glass, self-hinging lid. The Becker Company are also extensive manufacturers of display and fancy cases and humidors.

From Philadelphia Mr. Becker journeyed to Atlantic City, and from thence home.

CLUBDOM SMOKING No. 2

THE UNION LEAGUE, Philadelphia

Showing the original building, the Broad Street entrance, and a splendid view of the annex looking west on Moravian Street

(This is the second of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

THERE are only a few words comparatively in the English tongue commencing with the letter "u," and of these probably the most used is the word unique. Odd to relate, this word is the most appropriate one which could be applied to the leading club of Philadelphia, the name of which also commences with the same letter—Union League.

The Union League was founded in 1862 and its earlier history is indelibly linked with the stirring times of the Civil War.

During the period of distress and doubt of November, 1862, there was formed in Philadelphia an alliance of fifty gentlemen, who styled themselves the Union Club. One of the articles of association imposed as the condition of membership, "unqualified loyalty to the Government of the United States, and unwavering support of its measures for the suppression of the Rebellion."

A few days more than a month after the Union Club had first met, on the evening of December 27, 1862, a larger organization was proposed and from this proposal was born the Union League. The Union Club continued a separate existence until 1865, when it was mutually agreed that this alliance had fulfilled its mission and its meetings were discontinued.

Meanwhile, however, the Union League with men of unwavering courage and belief accomplished astonishing results within a year. On January 22, 1863, the first home of the club was opened at 1118 Chestnut Street. Within a year the membership grew from sixty odd to nine hundred and sixty-eight!

The first idea of this club was to open a home for loyal men, "where," says the first annual report, "true men might breathe without having their atmosphere contaminated by treason."

The earnest efforts of the Union League brought forth many imitators, and in hamlet, town and city, in neighboring states, a host of "Leagues" sprang up.

Aside from the tremendous power exerted by the "pen of the Union League" in its pamphlets and posters calling for support of the Government, when Governor Curtin issued a call for troops, the League raised $80,000 in a few days and sent three regiments to the front. The literary and military labors of the Union League during the period of strife would fill a book.

Before the close of the war the Union League took a new home at 1216 Chestnut Street. This was opened August 18, 1864.

On May 11, 1865, the present home at Broad and Sansom Streets was opened. Since that time additions have been built and property acquired until now the present home occupies the block bounded by Broad Street, Fifteenth Street, Sansom Street and Moravian Street.

At the close of the war the Union League continued its efforts and entered into the field of reconstruction. It did then, as it does now, take an active interest in all matters of broad domestic and foreign policy. With the assassination of Lincoln, and the succession of Johnson, it became necessary for the League to work for the preservation of the Union party. It has retained its political aspect, which now, of course, is Republican. It has played an important part in the politics of state and country, "fostering and promoting the love of republican government."

As can be readily judged from these facts the Union League is both a political and social organization, but as its political faith is unswerving Republican, in a city like Philadelphia this leads to no discrimination. As a matter of tradition, however, no gentleman is eligible to membership in the League who has ever voted other than the Republican national ticket.

Membership in this club is rated the crowning stamp of dignity in the Quaker City and its roster contains the names of every man, without exception, who figures in the financial and civic affairs of the community.

New members are admitted only when a vacancy occurs, either by death or resignation, and the waiting list numbers up to more than five thousand names.

The club house is situated on Broad Street, at the corner of Sansom, extending through the entire block, with an imposing entrance on Fifteenth Street, and the property is worth several million dollars. Luxury and quiet elegance abounds in every department, one of the most notable features being the superb banquet hall, in which the League has entertained Presidents of the United States, Governors and foreign potentates too many to enumerate.

The membership of the League is limited to 2600 and the club does a tremendous cigar business. As might be expected, the finer grade goods have the call, although the list of brands carried would fill a page of the TOBACCO WORLD.

The buying of the cigars is exclusively in the hands of Frank Whipple and the cigar stand of the club is presided over by Ed Brady.

During the month of June the sampling of new brands offered for sale to the club is scientifically made, and the preliminary orders for the ensuing year are placed with the manufacturers. After this month the club regulations practically prohibit the stocking of any new brands.

All cigars, cigarettes and tobaccos are sold by the club on a basis of ten per cent. profit, so that members get their perfectos from Havana at 20 cents each, and regular 15-cent goods retail at 12 and 13 cents, according to the price paid for the goods.

The club is very punctillious about advertising or pushing any special brand of goods, and no display cards, signs or literature of any character is permitted in the club or about the cigar counter. Each cigar or package of cigarettes served a member is encased in a bag marked "Union League," although the club is sent offers of thousands of bags all the time. By the same token it is against the club policy to accept any free sample boxes. They buy and pay for their samples and will not be put under special obligations to manufacturers.

The club is fortunate in having in its membership men like the Messrs. Otto and Charles Eisenlohr, Percival S. Hill, president of the American Tobacco Company, and Charles M. Gudeknecht, the veteran Philadelphia jobber of fine cigars, the latter, by the way, is secretary of the Membership Committee, all of whom are capable of judging as to the standard maintained by the cigar department.

In imported Cuban brands their case shows "Carolinas," "Partagas," "Romeo y Julieta," "Punch," "Por Larranagas," "Elite," "Hoyos" and "Las Perlas" specially good sellers. In Tampa made goods "Henry the Fourth," "El Palencia," "Lozano," "Websters" and "Cuesta-Rey's" have a steady sale.

In cigarettes the "Rameses II," Philadelphia's pride, probably have the call in sales; Philip Morris & Co.'s goods go strong, and "Pall Mall" are rated around third. "Moguls" and "Murads," "Melachrinos" and "56," all have their friends.

FREE SMOKES FOR PITTSBURGH MAKERS

Unofficial Tidings of New Revenue Ruling, Causes Joy in Pittsburgh Cigar Factories.

PITTSBURGH, PA., September 9.

UNOFFICIALLY the joyous tidings came yesterday to workers in cigar factories of the Pittsburgh district that, by grace of the revenue statutes of the United States and the interpretation thereof by Secretary McAdoo, of the Treasury Department, the cigarmakers who want to do their smoking in this world instead of the next will be allowed to take from the factory twenty-one smokes a week free from tax.

Officially nothing of the sort has been announced at the office of Internal Revenue Collector D. B. Heiner, where the only information given out yesterday regarding the subject was section 3397 of the revised statutes, which is as long as a Wheeling tobie and which in effect declares that any misguided individual who attempts to separate a cigar factory from any smoke without paying the tax is courting a fine of $100 to $1000 and six months to two years behind the bars.

For years there has been in cigar and cigarette factories an unbroken custom of employes getting untaxed supplies from the stock, and this practice led to abuses in which enormous quantities of untaxed smokes reached people other than employes. It was said, however, that these abuses were not found in this district, the Twenty-third Pennsylvania, which embraces twenty-four Western counties.

Commissioner W. H. Isborn's immediate predecessor, Royal E. Cabell, called attention to the erroneous impression among manufacturers that smokes may be given to employes without being stamped, and he issued the decree that "this practice must be discontinued at once," from which edict there is no recourse except by official order, so far as concerns the internal revenue office in Pittsburgh. No advices have come from Washington allowing any untaxed smokes, twenty-one or any number, to cigar employes.

Changes in the Trade

Frank Parcel, of Kokomo, Ind., has recently been looking over Logansport with a view of opening a factory there. He has said that the outlook for locating a cigar business there is satisfactory.

John J. Keifer, of Fargo, N. D., has taken over the interests of the Mahon Cigar Manufacturing Company, and will continue to make the following popular brands: "San Rexo," "Fargo," "Masonic Temple," "White Buffalo" and "Middle West."

Mr. Keifer was formerly in the cigar business in the Eastern States.

Nicholas H. Condes & Co., of Gardiner, Me., have opened a shoe-shining parlor for ladies and gentlemen and will carry a line of cigars and cigarettes for both sexes. On the opening day ladies were presented with flowers and the gentlemen with cigars.

TOO LATE TO CLASSIFY

FOR SALE—Pennsylvania Broad Leaf Fillers, 1911 crop, hand-sized. Type samples on request. Prices right. A. W. Mentzer & Sons.

PHILADELPHIA.

Splendid Display of Havana Goods.

With several new and distinctive features the representatives of Henry Clay and Bock & Co. have been entertaining the trade at the Hotel Walton with their display of goods for the holiday trade. The exhibit included some 8000 of the finest cigars from these well known factories, and the cigars were shown in various sizes and shapes of boxes and humidors.

There was a handsome display case in boite nature, with glass doors, holding on its shelves 500 of the finest "Cabanas" coronas. There was a beautiful mahogany box containing twenty-five of the famous "Bock" sublimes non plus ultra, made for Emperor William. "Menocales" in individual boxes were shown. One mahogany case contained one hundred "Corona" coronas. And another beautiful conception in mahogany held two hundred and fifty "Corona" coronas.

There seemed to be quite a tendency toward boite nature, although there were a number of boxes of mahogany and also bird's-eye maple. A box of twenty-five "Cabanas Pastores" villar colonels were offered in a nature case of Louis XV style.

One could not pass by the special box, really consisting of eight trays, which spread four on a side to the right and left respectively, displaying "Villar Escalas." This package looked for the world like a single box or humidor, but really contains eight pivoted boxes containing twenty-five cigars each.

Octagonal mahogany humidors containing fifty "Coronas" could not fail to be a leader in the holiday trade. These same packages were made up in Cuban cedar. Of mahogany with brass trimmings and name plate was a case holding two hundred and fifty "Corona" coronas. Smaller, but none the less attractive, was a mahogany case with nickel trimmings containing one hundred Intimidad "Odilias de Oros."

The display was quite an education in the development of the cigar box industry, as well as delighting to those who appreciate the best of clear Havana products.

"Quaker Pure" Going Big

T. H. Hart reports that the repeat orders on their new nickel smoke, "Quaker Pure," has exceeded all expectations. This brand has been on the market only a short time, yet the duplications coming in from dealers indicate that it has already made a hit with smokers.

Last week was the biggest week in production that the factory has ever had, and the prospects for a heavy season are said to be bright.

I. A. Mitchell is covering the Western circuit on a six weeks' trip, featuring "Quaker Pure" and "Hartsease."

Boosting "Reynaldos" in the West

W. S. Luckett, of the firm of Luckett, Luchs & Lipscomb, has started on a trip West in the interests of their leader, "Reynaldo." Mr. Luckett is taking with him samples of the handsome "Library Edition" of that brand, featured in the last issue of the "World," as well as holiday packages.

Mr. Luckett will go as far as Kansas City, his trip taking him away until some time in October. The up-state factories are reported very busy, filling orders on all their brands.

W. L. Klauser, Eastern representative of the firm, is now located in Rochester, N. Y., where he will remain for about a month, assisting the H. B. Brewster Company in the distribution of "Reynaldos."

Another Eisenlohr Factory

It is announced that another Eisenlohr cigar factory will be opened in Littlestown, Pa., in order to assist in taking care of the steadily increasing demand for "Cincos" and "Henriettas." When in full operation the factory will seat two hundred hands.

New Cigarette Factory in West Philadelphia

A cigarette factory has been opened at 131 South Fifty-fifth Street by Benj. Glazer, who is personally introducing his product to the retailers throughout the city.

Mr. Glazer believes he has secured a blend of tobaccos that will prove of exceptional merit, and receive the hearty support of the discriminating smoker.

Cigar Store to be Continued

The statement which appeared in the September 1st issue of THE TOBACCO WORLD, that the cigar store located at Ninth and Walnut Streets, in the old Walnut Street Theatre, was to be discontinued, is erroneous.

Thomas F. Bell, who was advertising manager for this theatre during the past year has secured a lease, and after making alterations and renovations, has opened an up-to-date cigar store.

A complete line of domestic and imported cigars, popular brands of chewing and smoking tobaccos, as well as a fine assortment of pipes and smokers' articles meet the requirements of every class of smokers.

Bayuk Bros. Have Banner Month

"The biggest month of business that we have ever known" is the report of Bayuk Bros. concerning their August sales of "Havana Ribbons." It is stated that reports thus far indicate that September orders will run very high and that everything points to an enormous business during the balance of the year.

J. V. McLeod is carrying on the "Havana Ribbon" campaign in Texas. He is now working in conjunction with the Martin Casey Co., of Fort Worth, who have charge of the distribution in that territory.

Distribution in Oregon is being pushed by W. H. Yochem, who is assisting Mason Ehrman Co., of Portland, in jobbing the famous brand.

Alexis Ehrman, of Ehrman Bros. Co., of San Francisco, was a recent visitor at the factory, and was very enthusiastic over his success with "Havana Ribbon" on the Coast.

D. Harry Maulsdale, general representative of the Sanchez & Haya Company, Tampa, Fla., was in Philadelphia recently looking after the interest of the firm.

"Jim" Burns took his departure from the Quaker City recently with a well-filled order book, for cigars made by F. Lozano, Son & Co., Tampa, Fla.

"Ben" Wasserman, of Ben Wasserman & Co., New York City, collected a nice bunch of orders during a recent visit to Philadelphia.

New Factory Opens

With a buffet luncheon to their office force, Bobrow Bros., makers of the widely known "Bold" cigar, opened their new factory at 125 South Second Street on September 3.

A pleasing feature of the occasion was a beautiful floral horseshoe, sent over by H. Duys & Co., of New York. A card before the signatures of H. Duys and J. Duys. Ralph Levine, of that firm, was present as personal representative.

Returns from New York State, where L. M. Walters is operating, shows a multiplicity of duplication in orders for the "Bold" brand.

A large number of new accounts have been opened for the firm by Henry Riesenberg, who is now covering Indiana and Illinois.

J. C. Hobart, a distributor of Jackson, Mich., for the firm of Jeitles & Blumenthal, paid a visit to the home office the other day. He reports trade as heavy and a big demand for the "Flor de Jeitles."

Mr. Cohn, of the Cohn & Baker Cigar Co., of Bluefields, W. Va., was a recent visitor at the factory of Allen R. Cressman's Sons to place additional orders for the "Counsellor" brand.

The office reports that August was the biggest one in the history of the firm, and that a steady increase in the demand for their leader is continually being evidenced.

Farmville Tobacco Board of Trade, of Farmville, N. C. Capital, $25,000. The incorporators are G. A. Jones, E. F. Gerrard, J. T. Siken, J. I. Smith and others.

The humidor room of B. F. Alexander, 206 Broadway, New York, showing the handsome Christmas packages that Mr. Alexander is featuring on his trip through the West. R. H. Davis, salesman, is noted admiring a box of the famous "La Flor de A. Fernandez y Garcia."

JOBBERS & DISTRIBUTORS DEPARTMENT

Hemenway & Moser in Butte.

C. M. Lauer, treasurer and manager of the firm of Hemenway & Moser, has taken charge of the new store at 61 West Galena Street, Butte, Mont. This house is widely known throughout the Northwest and has built up a wonderful business. It is especially strong in Montana and the demands have become so great that they have at last been forced to open a store in Butte.

Among the brands of national reputation which they handle are "Webster," "Henry the Fourth," "Carraba," "Tom Moore," "Robert Burns," "Little Bobbie," "Little Tom," "Henry George," "Owl," "Bank Note," "H. & M. Handmade" and the "Parcel Post."

When interviewed in his Seattle office, U. G. Moser, of the firm of Hemenway & Moser, stated that despite the cry of some jobbers that trade was quiet, he was unable to agree with them.

"We are doing a better business this August than we did a year ago," he said, "collections are better now than they have been since the first of the year, and we have no complaint to make."

Referring to the firm's increase in sales, it was stated that the increase in demand for "Websters" has been very marked, and that "Carabanas" is one of the biggest sellers in Seattle.

Heaney Joins Tinkham Bros.

Robert C. Heaney, whose withdrawal from the management of the Joseph T. Snyder store in Cleveland, was announced in our last issue, has just announced that he has associated himself with Tinkham Brothers, the well-known jobbing house in upper New York State, at Jamestown, and will represent them on the road, covering a territory with which he is thoroughly familiar in all its parts.

New Jobbing House for Texas

Articles of incorporation were filed a few days ago for the Texas Cigar Company, who are located in Houston, and will do a general business in jobbing of cigars and tobacco. The incorporators include H. G. Williams, William J. Cox, and J. A. Setter, all of the city of San Antonio, and they start business with an authorized capital of $35,000.

They have several exclusive accounts for Texas.

Exact duplicates of the handsome display of imported cigars now being shown at the New York office of B. F. Alexander, at 206 Broadway, can also be seen in the following cities: Chicago, at the Hotel Sherman, September 10 to 15; St. Louis, at the Planters' Hotel, September 22, 23 and 24; Kansas City, at the Baltimore Hotel, September 25, 26 and 27; Boston, at the Parker House, October 1, 2 and 3; Philadelphia, at the Bellevue-Stratford, October 6 and 7.

R. T. Serrano, factory manager for Cardenas & Co., manufacturers of "Castanedas," arrived in New York from Havana about ten days since, and has been making the rounds of the New York trade with Dave Echemendia, the United States representative.

Now the Valley Wholesale Company

The H. G. Kaiser Company, who are in the wholesale tobacco, cigar and candy business, East Sixth Avenue, Tarentum, Pa., have changed their firm name to the Valley Wholesale Company. The business is owned by R. C. Peffer and Harry J. Long, who acquired control about six months since, and they have developed it in many directions.

The Goduti-Fanara Company Incorporate

Articles of incorporation have been filed at Albany by the Goduti-Fanara Company, Inc., of Millbrook, N. Y., who will handle tobacco and snuff. They have an authorized capital of $100,000, and those interested include Jard Haughwout, 3 Rector Street; Everett J. Esselstyn, same address, and Romelo Fanara, 464 West Broadway, all of New York City.

All the New York City jobbers report a steady increase of business on "Fifty-six." "Fifty-sixes" may be conspicuously seen, displayed in Charles & Co.'s windows, Forty-third Street and Madison Avenue. There is also a display of "Fifty-sixes" in Pelz' drug store, Seventieth Street and Broadway.

L. Harlem and Wm. Applefield have opened a cigar factory in San Francisco under the name of the Harfield Cigar Company. Mr. Harlem is an experienced salesman, while Mr. Applefield is an expert cigarmaker.

The factory is located at 511 Washington Street, where their only brand, "El Cristoforo," a clear Havana, is manufactured.

A corner of the office of the Stone-Ordean-Wells Co., Fargo, N. Dak. F. W. Clark (left), manager, and Clarence Dahl, assistant. These men are pushing the distribution of the "Class" cigar, of which their company is now selling 180,000 a week.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, September 8.

DURING the past two weeks the activity in our market has been kept up, or, if we should measure the same by the number of bales sold, it has even outstripped the previous fortnight. The demand for Remedios leaf has nearly doubled during the same period, with a further advance for the lower grades. The quality is certainly far superior to last year's growth, and extremely suitable for the seed and Havana cigar manufacturers, as notwithstanding the higher ruling prices this year it will prove more profitable in mixing with the domestic leaf than last year. Although the leaf is not thoroughly cured yet, as these styles need the drying northern winds of December to give them the final finishing touch, they promise to be workable sooner than we dared to expect at the beginning of the crop.

The good demand for Vuelta Abajo and Semi Vuelta has been fully maintained, only Partido fillers seem to be lagging behind for the present, owing to the flimsier, lighter nature of this class of leaf, although the prices are attractive enough to the buyers. However, as the clear Havana cigar manufacturers can still find enough light Vuelta Abajo fillers, even if the prices are higher, they have naturally preferred in stocking up with them instead. Besides the superior aroma of Vuelta Abajo, this class of tobacco will stay longer in good workable condition than Partido leaf, which certainly is of a material consideration to the manufacturers.

The bulk of the business done in our market was effected by American buyers, while our cigarette manufacturers came next. Our big cigar factories have provided themselves already with their principal requirements for the coming year, although they will not hesitate to invest more still, as soon as they can get hold of suitable leaf for their purposes. The smaller factories, owing to more limited capital, naturally have to be buyers more or less all the time. The Spanish Regie had purchased 1500 bales of Vuelta Abajo colas, which was forwarded by the Spanish mail steamer last month, but it is very doubtful whether it will purchase any more of our tobacco this year, as the ruling prices are above their limits. Germany has restricted her purchases to smaller quantities of Vuelta Abajo and Semi Vuelta, owing to the high prices, but having bought last year sufficiently for a two years' supply, she is in no urgent need of our leaf this year.

Recent Leaf Sales.

Sales during the past fortnight totaled 27,424 bales, or split up into: Vuelta Abajo and Semi Vuelta, 15,337; Partido, 2035, and Remedios, 10,052 bales.

Buyers were: Americans, 17,591; exporters to Europe, 2484; shippers to Buenos Aires and Montevideo, 220, and our local manufacturers of cigars and cigarettes, 7129 bales.

Exports of leaf tobacco from the port of Havana during the two weeks ending August 30 were: To all ports of the United States, 8898 bales; to Spain, 1500; to Bremen and Hamburg, 919; to London, 15; to Algiers, 50, and to Buenos Aires and Montevideo, 245; thus making a total of 11,627 bales.

Receipts of Leaf Tobacco From the Country.

For the Two Weeks Ending

	August 28, 1913.		Since January 1, 1913.	
Vuelta Abajo	22,581	bales	187,266	bales
Semi Vuelta	2,713	"	20,266	"
Partido	1,429	"	10,022	"
Remedios	21,016	"	77,507	"
Oriente	170	"	1,442	"
Total	47,909	"	Total 296,503	"

Leaf Buyers That Come and Go:

Arrivals.—From New York: Henry Oppenheimer, of H. Oppenheimer & Co.; Sol. Salomon, of Salomon Bros.; Allie Sylvester, president of the American Cigar Company and chairman of the Henry Clay and Bock & Co., Ltd.; Joseph Frankfort, of Calero & Co., and H. Anton Bock, of H. Anton Bock & Co.

From Tampa: Salvador Rodriguez (via New York), Fernando Rodriguez and Isidor Rondlazzo, all of Salvador Rodriguez, owner of the "Charles the Great" factory.

From San Francisco: David Frankel, of Frankel, Gerdts & Co.

From Chicago: Ben Rothschild, of Rothschild Sons & Co.; Julius Fernbach, of J. Fernbach & Co.; Fred Meyer, of John H. Meyer & Co.

From Philadelphia: E. A. Calves, of E. A. Calves & Co.

From Savannah: Vivian Myers, of LeRoy Myers Co.

Returned.—From New York: Antonio Allones, of Allones, Ltd., Havana.

Departures.—To New York: Ernst Ellinger, Manuel Lozano, Allie Sylvester and Fernando Rodriguez.

To Tampa: Manel Garcia, Francisco Bolaño, Benigno Balbin, Bernabe Diaz and José Aixala.

To Chicago: Amador Gandia.

To Key West: Jaime Pendas and A. H. Arnold.

Cigars.

The month of August has been a severe disappointment in the exports of our cigars from the port of Havana, as per official returns from our customhouse there has been a decrease of over 3,250,000 cigars as compared with the month of August, 1912. We strongly surmise, however, that there must have been a mistake occurred through some clerical error, which may be found upon a revision of the clearances and would be rectified in this month. As this has happened before, such a solution looks to us as very probable. We now submit the figures, as per our customhouse returns, as follows, viz.:

From August 1 to August 31, 1913,	14,679,147	cigars
From August 1 to August 31, 1912,	18,036,467	"
Decrease in the month of August, 1913,	3,357,320	"
From January 1 to August 31, 1913,	116,478,735	"
From January 1 to August 31, 1912,	107,270,087	"
Increase in the first eight months of 1913	9,208,648	"

There are twelve countries that show decreases during the month of August, 1913, viz.:

The United States	2,023,376	cigars
Great Britain and Ireland	427,662	"
Australia	240,450	"
Canada	183,385	"
Germany	159,664	"
French Africa	128,213	"
Uruguay	98,644	"
Spanish Africa	84,000	"
Egypt	79,225	"
British West Indies	61,500	"
Russia	45,075	"
Netherlands	40,400	"

Of increases we can only produce four countries that amount to anything:

Italy	66,000	cigars
France	55,489	"
Austria	41,305	"
Canary Islands	36,450	"

"Romeo y Julieta" is averaging over 90,000 cigars daily and is exceedingly busy. "Partagas" reports an increase in the receipts of orders and has augmented the number of its cigarmakers.

H. Upmann & Co. have purchased more tobacco than ever for their H. Upmann factory, which continues to work with full forces.

Henry Clay and Bock & Co., Ltd., are also extremely busy in their principal factories, having a stack of orders.

"Por Larrañaga" is doing very well, and already many orders have been received for its latest creation of cigars, called "Nacionales," which are intended solely for the real connoisseurs of the choicest weed. Don Eustaquio Alonso left New York on the 3d inst. on a flying trip to London, Eng.

"Castañeda" reports good news, as orders are coming in regularly and in larger quantities than formerly.

"Sol" is almost ready now to put its new brand "Menocal" on the market and which will be made solely from the choicest Vuelta Abajo leaf. The delay was caused through the tardiness in the receipts of labels from Paris. The owners, Behrens & Co., have many repeat orders on their brands of "Sol," "Luis Marx" and "Devesa de Murias."

"Flor del Fumar" is doing very well indeed, as the owners, Felipe Rodriguez & Co., have enough orders on hand to keep them busy for the balance of the year.

The Cuban Letter—Continued from Page 29

Buying and Selling.

The principal buyers during the past fortnight were: Maximilian Stern, 8644; S. Ruppin, 6000; José Lovera, 1950; H. Upmann & Co., 1758; La Compañía Arrendataria, 1500; Walter Sutter & Co., 1400; David Frankel, 1395; Balbin Bros., 700; Hinsdale Smith & Co., 550; Henry Oppenheimer & Co., 500; J. F. Berndes & Co., 465; Argüelles, Lopez & Bro., 380; Cifuentes, Fernandez & Co., 300; F. Bolaño & Co., 300; Sebastian Solares & Co., 257; Gandia & Usborne, 250; Allones, Ltd., 220, and Adolfo Moeller, 115 bales.

The principal sellers were: Gonzalez & Benitez, 4600; Solaun Hermanos, 3200; Sobrinos de A. Gonzalez, 2800; Aixala & Co., 1524; Sierra & Martinez, 1405; Muñiz Hermanos, 1182; Selgas & Co., 1168; José C. Puente & Co., 1100; F. Rocha & Co., 818; Herrera, Calmet & Co., 800; Perez Hermanos, 780; Hernandez & Alvarez, 740; Gutierrez & Zabala, 682; Gonzalez Hermanos & Co., 630; Gutierrez & Foyo, 600; Perez M. & Hermanos, 600; Antonio Suarez, 500; Viuda de Luis Muñiz & Co., 500; Bienes, Diaz & Co., 430; Camejo & La Paz, 413; Manuel Garcia Pulido, 385; Nuñez & Co., 348; Lozano & Miguel, 333; Fernando Fernandez & Hermano, 316; I. Kaffenburgh & Sons, 300; Isauro Cano, 300; Fernandez Grau & Hermano, 262; Gutierrez & Diehl, 210, and José Menendez, 200 bales.

Shippers above 200 bales of leaf tobacco from the port of Havana during the past two weeks were:

Maximilian Stern	3,224 bales
Sobrinos de A. Gonzalez	1,869 "
Ernest Ellinger & Co.	504 "
Garcia & Co.	496 "
J. F. Berndes & Co.	465 "
J. Bernheim & Son	401 "
Manuel Suarez	297 "
Leslie Pantin	296 "
H. Upmann & Co.	257 "
Allones, Ltd.	245 "
Celestino Medio	228 "
M. A. Gunst & Co., Inc.	221 "

ORETANIV.

An Attractive "Stag" Offer

In line with the big campaign which P. Lorillard Company have been pursuing on their widely known "Stag" smoking tobacco, the company have now turned their attention to pushing the pound glass humidors, which proved so attractive, and they are making a special offer through the dealers of a 50-cent selected briar pipe with each package.

Big posters outside of a number of retail shops in New York have led to a heavy busines on this special offer.

The company are overwhelmed with their orders on "Stag" tobacco in the 5-cent tins.

M. J. Levi, of the Levi-Kaften Company, the recently organized Porto Rican house, returned to New York on Saturday, after a four days' trip to Philadelphia, Baltimore and Washington, during which he garnered some good orders on their "Averia" and "Rio Porto" brands.

An Elevator Store.

Columbus, Ohio, claims the distinction of having the only "rising and falling" cigar store in the United States. This statement is based on the testimony of hundreds of traveling men, who have seen the store in the elevator of the Central National Bank Building. They say that there is nothing outside of New York like it, and that in that city the man sells only stogies.

Frank Miller, who operates the elevator in the building, has equipped the lift with shelves on which are ranged candy, chocolates and gum for the girls, and cigars, cigarettes and tobacco for the men. Incidentally he sells newspapers and stamps also.

Now if a man wants a smoke he simply rings the elevator bell, and up it comes to the store to his very door. The store is quite an accommodation for both men and women, and the unusual location of the stand has served quite an advertisement for it.

Perhaps the time is approaching when our skyscrapers will have a store lift which will come to any floor for the accommodation of the tenants.

Holiday Orders Make Factories Hum—Much Elation Over Free Smoker Edict—Many Buyers in Havana

TAMPA, September 11th.

THE first flood of holiday orders has struck our manufacturers during the past ten days, and wherever I go in my rounds, I find the factories running to their fullest capacities already, if the reports they hand out are not tinctured with too much optimism.

Fernando Rodriguez, of the "Charles the Great" factory, after spending seven weeks in Tampa, looking after things in the absence of his father, Salvador Rodriguez, left here last Saturday for Havana, there to meet Salvador Rodriguez, who came directly from New York to Havana by steamer. The Messrs. Rodriguez will stay in Havana for ten days or two weeks buying tobacco for the "Charles the Great" factory.

The manufacturers here are very much elated over the regulations recently sent out by the Treasury Department concerning the "Free Smokers," although some complaint is heard that the daily reports are going to prove annoying.

B. Loewenthal, of the firm of S. Loewenthal & Sons, New York, arrived in this city a few days ago, in the interests of their tobacco business and has picked up some nice orders on "Clover Leaf Shade Grown."

Jerome Regensburg, of E. Regensburg & Son, says that they have no complaint whatever to make about the opening up of business, and that the Christmas trade promises to be quite up to the best standards.

A. J. Jones, of the Morgan Cigar Company, is back at his desk after an extended vacation and says that they have enough orders to keep them busy for some time.

F. P. Arguelles, of Arguelles, Lopez & Bro., is expected home in a few days from Havana, where he has been buying tobacco. Rudolph Lopez, of this firm, has just returned from New York.

Vice-president E. J. Stachelberg, of Sanchez & Haya, is wearing a contented smile these days, and business appears very brisk around Factory Old No. 1.

Harry C. Maulsdale, of the house, has been sending in some neat orders from Philadelphia, recently, and George W. Meigs, the Far-western man, has done splendidly in Salt Lake City and Butte, from last reports received.

The Anti-Coupon Law will receive its legal test on September 18th at Huntsville, Ala., before Judge D. D. Shelby and Circuit Judge R. M. Call, of Jacksonville, and W. B. Shephard, of Pensacola. The case which is a test one, was brought by the tax collector of the Duval Company, Florida, against Van Deman & Lewis Company, of Jacksonville, who are wholesale tobacco and brokerage merchants of that city.

A. L. Cuesta, head of the Cuesta-Rey Company, is booked to sail from London on the "Lusitania," which is due to arrive in New York on the 25th. He intends to stay a couple of weeks in New York before returning to Tampa for the winter.

Some nice orders have been coming to V. Guerra, Diaz & Co., on "La Megas," and the factory is running full time at present.

Frank R. Diaz, of the firm, secured some specially good lots of tobacco on his recent trip to Havana, and the goods are coming out beautifully.

T. H. Burt, Southern representative for the Reynolds Tobacco Company, was here during the past ten days with the first samples of his concern's cigarettes. He reports good business.

M. J. Bloom, the New York leaf man, has been here for two or three days on a business trip, doing very well.

Max Moody, one of the representatives of the Liggett & Myers Tobacco Company, left here yesterday, after a six days' business stay.

That our manufacturers are getting out the goods, is best evidenced by the report of last Tuesday from the Customs House, when the sales of revenue stamps for the day reached the high-water mark of $8,053.29. The average is about $3,500 per day, so it looks as though Tampa is turning out the goods. This day's sale is a record for the office.

PERFECTO.

Schools in Connecticut have not yet received their full quota of pupils. The heavy tobacco crop has kept the children in the fields later than usual and there is still considerable tobacco to be strung.

PENNSYLVANIA TRADE NEWS — Interesting Items Collected In The State

Tobacco Growers Meet.

Members of the Lancaster County Tobacco Growers' Association met at the experimental station at Landisville on September 6 for the purpose of their monthly meeting and to inspect the various kinds of tobacco.

Addresses were made by Otto Olsen, of the Bureau of Tobacco Investigation, Department of Agriculture, and by Henry Kraybill, of Mount Joy, assistant in the Experimental Agricultural Department of Chemistry. Both speakers claimed that topping high would increase the tobacco yield. It was contended that this year's growth will be about the same as that of 1909.

President Herr, of the association, stated that the growers would be much benefited if the packers would join with them. He said that growers are in the dark as to the rapidity with which their crops are disposed of, and that if the packers were members of the association the farmers might better be able to know the demand.

All members were urged to exhibit at least one or two stalks of tobacco at the Lancaster County Fair, to be held on September 30, October 1, 2 and 3.

Night Work in Dallastown.

Owing to the pressure of orders the factories in Dallastown expect to resort to night work shortly as a means of catching up with their orders. The factory of J. W. Minnich is said to have made more shipments during last month than in any single month in the past seven years.

The factory of the United Cigar Company, which has been operating on a five-day schedule, has been placed on full time, and they were so busy that Labor Day was not observed by them.

Some of the factories are advertising for help, as the orders cannot be filled with the present output.

Johnstown Company Prospers.

The business of the Johnstown Cigar Company, which started operations here last February, occupying the fourth and fifth floors of the spacious building at Pearl and Railroad Streets, have now taken part of the first floor. At present more than one hundred and fifty girls are engaged in learning cigarmaking.

The firm continues to take on all available girls in town, and by January, 1914, expects to have a still larger working force.

Orders Will Keep Herman Co. Busy.

Reports from the John C. Herman Co. at Manchester, Pa., indicate that they will be busy for some time to come. H. Parthe, the factory foreman, states that they have sufficient orders to keep them busy for at least a year. The force will be increased to fifty hands.

Hockett May Remove to Detroit.

Robert Hockett, who for several years has been manager of the Leffingwell & Hockett Co., of Janesville, Wis., has sold out his business on North Main Street to Charles and J. A. Miller and withdrawn from active labor for the present. He still retains his wholesale business, but expects to dispose of that before the first of the year.

Mr. Hockett anticipates removing to Detroit, where he has a splendid opening. Mr. Hockett is well known in Janesville, having been in business on North Main Street for more than twelve years. He is a prominent bowler and has a state reputation.

OPEN TWENTY NEW FACTORIES

August Proves Record Month Since January in Ninth District—Total Employment of 276 Hands—Revenue Receipts Below Same Month a Year Ago.

YORK, PA.

NOT since January has the Ninth District made a record equal to August, when twenty new cigar and tobacco factories were opened, the same number as in January. The factories at Strinestown and Manchester each employ thirty hands. They are owned by John C. Herman & Co., of Harrisburg.

The usual dullness which affects trade more or less at this time of the year has scarcely been felt in the district. Briskness has marked the cigar industry and an unusual fall business is anticipated. Extra hands are being put on in many of the factories, and cigarmakers, packers, strippers and other hands are being sought by advertisement and otherwise, the scarcity of experienced help being as acute here as in other sections.

The revenue receipts collected at the York office of the Ninth Internal Revenue District during the month of August amounted to $108,424.33. The July receipts were $111,747.35. For the month of August, 1912, the sales amounted to $113,990.02.

The following is a list of the cigar and tobacco factories and the hands employed in each opened during August:

N. E. Shindler, Red Lion, 5 hands; J. Henry Small & Son, York, 5 hands; W. R. Dougherty & Son, Dallastown, 30 hands; William H. Sechrist, Yoe, 10 hands; Susan E. Snyder, Springvale, No. 2, 5 hands; Rebecca J. Kohler, Springvale, No. 2, 5 hands; Imperial Scrap Company, York, 20 hands; Samuel S. Flinchbaugh, York, 6 hands; C. C. Smeltzer, Bittersville, 2 hands; Minne E. Olewiler, Red Lion, No. 3, 5 hands; John C. Herman & Co., Manchester, 30 hands; John C. Herman & Co., Strinestown, 30 hands; Kurvin W. Brenneman, Windsor, 5 hands; Hattie E. Poff, Red Lion, No. 2, 3 hands; Yoe Leaf Tobacco Company, Yoe, 50 hands; Mary E. Butcher, Dallastown, 5 hands; Aldio Ellis, Red Lion, 5 hands; Ernest C. Smith, Windsor, 10 hands; Jacobs, Holtzinger & Co., Felton, 40 hands; Charles Hoovis, Spry, 5 hands.

Like the Fabled Phoenix.

The store building at the corner of Main Avenue and Jackson Street, Scranton, Pa., which was burned out, is to rise again from its ashes. The building is being put in shape and fixtures are beginning to arrive.

Inquiry as to the business that will occupy this stand has elicited the information that a cigar store and pool room, and a barber shop will operate on the premises when they are in shape.

Dunn Factory Incorporated.

A charter was recently issued to A. S. Valentine & Son, cigar and tobacco manufacturers at Womelsdorf, Berks County, with a capitalization of $5000. The incorporators are Leroy Valentine, Theodore Werner and Frank McCoy.

As announced in the WORLD sometime ago the business of A. S. Valentine & Son has been merged with T. J. Dunn & Co. Some years ago the firm of Theodore Werner & Co. was merged under the Dunn name. Later McCoy & Co. were also absorbed.

Detroit

"Made-in-Detroit" Week Boosts Trade—Edelweiss Cafe Opens—End of Vacation Period Helps Business

DETROIT, MICH., September 8.

WITH 700 manufacturers displaying exhibits worth ten millions of dollars in three thousand downtown show windows, the long-waited "Made-in-Detroit" exposition opened this afternoon at two o'clock, and as a result thousands of people are crowding the streets and will continue to do so for the balance of the week. Manufacturers and business men have left nothing undone to make the affair a huge success and feel confident that considerable good will result therefrom.

There will be no formal program in connection with the exhibition. The displays will be open day and night. While all of the displays are interesting and show what Detroit produces, it is a positive fact that the largest crowds are constantly in front of those windows wherein the cigarmanufacturers are showing how their goods are made. People seem to take more interest where something is actually being produced by real people, rather than simply looking at the finished product. The "Pastora" exhibit, the "Lillies," the "Mazer," the "Banner" and the Swift concerns are all showing "miniature" factories, and if interested crowds for six consecutive days counts for anything, these companies will be well repaid for their trouble in making such exhibition. Each display consists of showing the raw material, the process of manufacture up to the time of the finished product. In addition to these exhibits, the Lillies Cigar Company is making several exhibits of their finished product in other windows, and the same thing can be said of the San Telmo Cigar Manufacturing Company, who make the "Pastora" cigar. In addition, there are displays by the Hemmeter Cigar Manufacturing Company, the Wayne Cigar Company, the Scotten-McHie Tobacco Company and the Bagley Tobacco Company.

Dealers anticipate a big business during Home-Made Week, as it will bring the working and business men out in the evenings and on the main avenues or thoroughfares. In addition to this event, many hundreds of people have returned to the city from their vacations.

A big surprise among local trade was the failure of Frank Smith, who operated a confectionery and candy store, 27 Woodward Avenue, and the cigar stand in connection with the Wolverine Automobile Club in the Springfield Building. In the statement filed for bankruptcy, assets are given at $1,849.71 and liabilities at $5,501.60. Mr. Smith was formerly manager of the cigar department at the Hotel Ponchartrain and is very well known among the cigar manufacturers and salesmen throughout the country. After leaving the Ponchartrain, he engaged in the jobbing business for himself, and his last venture was in July, when he opened the two establishments previously mentioned.

While nothing definite can be learned at the time of writing, it is said on good authority that Mose Eisenberg, cigar manufacturer in Windsor, Ont. (across the river from Detroit), is in a bad way financially. When last seen, Mr. Eisenberg admitted that he was "having trouble," but would not state in just what way or to what extent. Should a petition for bankruptcy be filed, it is not believed that the loss will be a heavy one, as Mr. Eisenberg has always been a conservative business man and did not carry a very large stock. He was for a number of years engaged in the leaf tobacco business in the city of New York.

On September 10th the new Edelweiss cafe will be opened for the first time. It is located at the corner of Broadway and John R. Streets, in a building especially constructed for the purpose by Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company. A cigar department will be maintained, the fixtures already being installed. They are opal onyx and high-class in every respect. Bishop & Babcock Company, of Cleveland, made the installation of these fixtures. The stand is in charge of E. M. Goodwin, who was formerly connected with the Berghoff cigar stand. He has put in a complete line of popular brands, but says he will keep only such lines as seem to be called for. He hopes to specialize on one or two brands, but has not fully decided just what they will be. Among the leading brands he has put in are: "Robert Burn," "Partagas," "Rock," "El Planco," "Romeo and Juliet," "Webster," "Sanchez y Haya," "Smokecraft" and "Pastora." The cafe will cater to high-class trade. There will be private dining rooms, banquet rooms, grill rooms, beefsteak rooms and a high-class buffet. Mr. Glaser, the proprietor, looks for a large trade as soon as people get acquainted with the location and the regular season starts. Seats for the opening night sold at $3 per, and there are none left.

A. J. McBlair, salesman for Marcelina Perez & Co., accompanied by Mr. Perez, spent several days in Detroit. This concern makes the "Tuval" cigar, handled here by Bert Johnson; also the "Count Ponchartrain" for the Hotel Ponchartrain, which is proving an enormous seller.

Albert Worch and Charles Spietz, of the Wayne Cigar Company, are back in Detroit, after a week in New York City, where they placed an order for tobacco with Jules Marquzee, said to be one of the largest ever placed by a single manufacturer.

One of the big improvements noted at the West Michigan State Fair, held in Grand Rapids the first week in September, was a new stand built by the G. J. Johnson Cigar Company on the same spot that they have occupied for a number of years. The new stand is a credit to both the company and the fair. This year "Dutch Masters" and "El Portana" cigars were featured with great success. The downtown store was headquarters for the sale of admission tickets to the fair, which had a good effect on business, on account of so many people calling there.

Detroit will enjoy its "state fair week," starting September 15th and lasting six days. It will be bigger and better than ever. A number of cigar manufacturers will have exhibits at the Administration Building. The Michigan State Fair is known as one of the best fairs given in the United States and people are drawn to Detroit from all parts of Michigan and nearby states.

The biggest event for September is the American Good Roads Congress, which starts on the twenty-ninth and lasts for a week. It will bring to Detroit no less than 5,000 prominent men and thousands of others interested in good roads. All hotels are now booked solid during that week. Cigar dealers hope to reap a harvest while this convention is in town. Many will take pains to trim up their windows very attractively.

Joe Snyder was in town early in the month. He expressed himself well satisfied with the way everything was progressing. From here he went to Cleveland.

Earl Robeson, formerly clerk at the Ponchartrain cigar stand, is with the Snyder store at 117 Woodward Avenue.

Mr. Reynolds, connected with the real estate department of the United Cigar Stores, was a recent visitor in Detroit. This concern has the lease on the building at the corner of Monroe Avenue and the Campus Martius, one of the finest spots in town, and by December 1st work will start on the remodelling of same. A "United" store will be put in, and the balance of the space released. Later on several stories will be added to the building.

Negotiations are pending for another hotel and high-class restaurant, on the order of the Cafe Martin in New York. It is to be located across from the Hotel Ponchartrain, on Cadillac Square, and directly adjoining the Family Theatre. These negotiations have been pending for some time, and it is reported that everything was closed last week and that the new structure will actually become a reality within a very short while.

It is definitely announced that the Seidenberg Company, who operate the cigar privileges in connection with the Statler Hotels in Cleveland and Buffalo, will have the same privileges in the new Statler Hotel, now in course of erection in Detroit, and which will be completed by July 1st of next year.

The Martz-Oakman Cigar Company has been incorporated with an authorized capital stock of $10,000, which has been subscribed and $1,000 paid in cash. The leading stockholders are Bill Martz and Robert J. Oakman, both prominent politicians. Mr. Martz is now State Senator from Detroit, and Mr. Oakman sheriff of this county.

Ray Reynolds has opened a billiard parlor and cigar store at 116 South Washington Street, Owosso. This business will be run in connection with the cigar store known as the Wallingford on West Main Street.

H. L. Bettis has purchased the cigar stock of R. C. Merrick in Whitehall, Mich., and will continue the business.

Thousands of former residents visited Lansing, Mich., during home-coming week, from September 1 to 6. The Hotel Downey was headquarters, and Harry Elsey, in charge of the cigar stand, said he had a very large business.

Frank Jones has purchased the interests of Charles P. Baker in the Baker-Jones Drug Co., of Battle Creek, and will hereafter run the store as The Owl. A good line of cigars and smoking articles is carried in stock.

John Yeski has opened a cigar store at 719 Kosciuski Street, Manistee, Mich.

The Anti-Cigarette Committee of the Twentieth Century Club is actively on work to bring about a change in the Michigan anti-cigarette law, so as to make it unlawful for a minor to smoke the "weeds" even on private property. This movement is brought about by the failure of a judge in Grand Rapids to punish a lad who was arrested for smoking cigarettes on his guardian's property. "We have long realized the defect in the law," said the chairman of the committee, "and it is time that it was changed. In general it is a good law, but the government is robbed of full power to prevent cigarette smoking by minors because section four of the law provides that "nothing in this act shall be construed to interfere with the authority of parents or guardians over children."

Oscar Rosenberger is expected back from Europe the last part of September.

James McClarty, of Kalamazoo, is back at his cigar store after an attack of appendicitis.

Jay Hobart, of the Otsego Hotel cigar stand at Jackson, has returned from New York, where he attended the convention of fire chiefs. Mr. Hobart is fire commissioner in his city.

John T. Woodhouse, of the J. T. Woodhouse Company, wholesale tobacconists, Detroit, has returned from Europe, and with his new bride has taken temporary quarters at the Country Club, until his new home in Grosse Pointe is completed, which is expected will be some time in October.

C. Fink, of Hubbell, Mich., has sold his stock of cigars to Chester Sampson, who will continue the business.

Nick Ruffen, who has been conducting a campaign in Michigan on "Royal Nestor" cigarettes, has succeeded Mr. Casey, as manager of Michigan territory for the Melachrino Company.

Business at the cigar stand of the Ponchartrain Hotel cannot fail to take a forward jump when the new Normandy Cafe in the basement is opened on September 15th. Already reservations are being made, and Mr. Woolley looks for the new department to become very popular.

Drake Brothers, of Jackson, have sold their stock of cigars to H. A. Vandercook, who will continue the business. The store is located at the corner of Main and Milwaukee Streets.

Al Thornburg has returned from a brief visit to Marion, Ind., his former home.

The Grand Hotel at Mackinac, which closed its season the first of September, reports the biggest business in its history. In fact, there was hardly a day that everyone could be accommodated. The management anticipates another splendid season in 1914, and preparations are already being made.

While we don't hear much these days in the way of window displays and newspaper advertising on "Piper Heidsieck" chewing tobacco, it is surprising how well the sale on this product holds up. "We have a steady patronage on this chewing tobacco," said one leading dealer, "and we can usually rely on a certain amount of business every month among them. They come in for a package as regular as clock work."

Some of the recent visitors in the leaf tobacco field were: Abe Hirsh; Mr. Penner, of E. Rosenwald; Fred Singer, of S. Rossin & Sons; Mr. Levison, of Bernheim & Co., and Henry Levy, of Teodore Perez & Co. Mr. Levy went to Washington from Detroit, and from there back to New York City.

Mort Hammer, with Mr. Corrall and Mr. Wodiska, of the firm of Corral, Wodiska & Co., makers of the "Julia Marlowe" and "Lucius" cigars, were recent visitors to Detroit. Mort certainly proved to the members of his firm that he was popular among the dealers here, and that he has a host of loyal friends. His time is given to the "Lucius" brand, while his brother pushes the "Julia Marlowe." The "Lucius" is a big seller at the Ponchartrain and the Soper cigar store.

The Regensburg line of cigars is heavily featured in Detroit by the various stores of the Central Cigar Company, and are growing very much in popularity with the public.

AL. U. THORNBURG.

Recent Incorporations

The Wells Cigar Store, Wheeling, W. Va. Capital, $10,000. The incorporators are John H. Wells, David Speyer, Charles J. Wolf, B. W. Wells and Lee Wolf.

The Martz-Oakman Cigar Co., Detroit, Mich. Capital, $10,000, of which $1000 is paid in. The incorporators are William Martz and Milton Oakman.

The Tompkins & Miller Co., of Buffalo, N. Y. Capital, $50,000. To deal in confectionery, tobacco, etc. The incorporators are Herbert Tompkins, Nellie Tompkins and Otto H. Miller.

N. E. Marcoglou & Co., of New York City. Capital, $15,000. To deal in tobacco, cigarettes, etc. The incorporators are N. E. Marcoglou, E. E. Marcoglou and Demetrius Notara.

Arthur Burdahl Cigar Co., of Chicago, Ill. Capital, $1500. To sell cigars, wholesale and retail. The incorporators are Harry Seivers, John Stackley and Arthur Burdahl.

Kistler Cigar Manufacturing Co., of Casper, Wyo. Capital, $100,000.

The August C. Kurz Co., of Milwaukee, Wis. Capital, $100,000. To deal in leaf tobacco. The incorporators are August C. Kurz, Frank D. Gormley and A. Brown.

The R. G. McClure Tobacco Co., of Indianapolis, Ind. Capital, $10,000. To deal in cigars, candies, etc. The incorporators are R. G. McClure, C. W. King and F. E. Barrett.

Asles Cigar Manufacturing Co., of Hugo, Okla. Capital, $10,000. The incorporators are J. H. Dawley, Earl Shaffer and W. E. Schooler.

A. S. Valentine & Son, of Womelsdorf, Pa. Capital, $5000. The incorporators are Leroy Valentine, Theodore Warner and Frank McCoy.

Two More Reynolds' Cigarette Brands.

In addition to their brands of "Reyno" and "Osman," notice of which appeared in our last issue, the R. J. Reynolds Tobacco Co., Winston-Salem, N. C., are shortly to place on the market two other brands to round out the general product, which have been named "Turkois" and "Camel." The latter will be a 5-cent package of domestic and Turkisk blend, belonging in the same class as "Meccas," "Omegas" and the like, and the "Turkois" it is stated, will be a medium price straight Turkish cigarette.

The portrait herewith gives an excellent idea of the neat package in which the new "Reyno" domestic cigarettes are being put out.

The Reynolds Company state that these new goods have attracted a vast amount of attention from the outset and that the sales are astonishingly heavy.

Another "William Penn" Factory.

The Slater cigar factory building on Columbia Avenue, Lancaster, has been secured by the Theobald & Oppenheimer Co., makers of the well-known "William Penn" cigar, and will be opened as their sixteenth factory.

John N. Kolb, president and manager of the firm, will take personal charge of the new factory.

Letters to the Editor

Would Not Be Without the "World"

JOHNSTOWN, PA., September 8, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Enclosed please find check for renewal subscription to your paper. I can assure you that I think very well of your paper and will not be without it.

LOUIS H. OPPERMAN.

Could Not Get Along Without the "World"

WATERLOO, IA., September 4, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Enclosed please find check for another year's subscription to your valuable paper. Could not get along without it. Business is fine and this has been a very successful year.

Yours very truly,

IRVING SMOKE SHOP.

Too Many Answers.

JONESBORO, ARK., September 2, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—"For the love of Mike, take out that ad of ours." We have certainly a great assortment of replies. Thanking you for your prompt attention, we are,

C. L. KENNARD CO.

Key West

Summer Season Featured by Call for Fine Cigars—Prospects for Big Year Are Bright—Department Will Enforce Old Bond Statute

KEY WEST, FLA., September 9.

Summer, the dullest period of the year, is over and everybody seems glad. While the season of 1913 has not been any duller than that of former years, in fact being brisker than the summer of 1912, it will go down in history as the season of calls for fine sizes and shapes. This has acted as a great disadvantage to both manufacturer and the workman who are not of the regalia class. To the manufacturer, because he could have worked his stock to better advantage had the orders been made up of calls for all grades. To the workman, because if he was not fortunate enough to be of the regalia class he could not secure employment. As a consequence during the summer of 1913 there has been much misery among the cigarmakers of the inferior grades, the Cuban Government, the officials of Monroe County and the city aldermen having been called on for aid to relieve the situation. This is something never before known in the history of Key West. This might lead many to believe that the cigar industry in this city during the past summer was in a bad way, but such was not the case, as the shipping statistics will prove that the output of our factories was way ahead of that of the summer of 1912.

It will readily be seen that this state of affairs places the manufacturer in a better position to handle the fall and winter trade, as they all have a full compliment of regalia workmen enrolled and there will be no scarcity as in former years in this grade of cigarmaker. If large orders for other classes of goods are heavy there will also be no difficulty in securing sufficient help, as there is always an abundance of this class of labor. It is safe to say that all the shops will show up a good record when the business of 1913 is wound up.

The Peninsula and Occidental S. S. Company as usual is ahead of the times. The marine journals have for a long time been filled with descriptions of some very fine steamers being built by the Cramps. These steamships are 400 feet long and nineteen knotters; magnificently furnished, equipped with all the latest appliances for comfort and safety. Many have been the inquiries as to the ownership of these palatial ships and at last rumor has connected them with the Peninsula and Occidental S. S. Company, and that they will ply between Key West and Colon, Panama.

Manager Arturo Artolozago and Harry Nichols, of George W. Nichols & Co., got back during the month from a leaf purchasing jaunt to the Havana leaf market, where they made heavy investments in choice stock of wrappers and fillers. After spending a day at the factory, Mr. Nichols sailed for New York, where upon his arrival he will find a fine line of samples of his firm's "Solace" brand made up of the new crop tobacco awaiting him for distribution to the company's salesmen.

Francisco B. Ginto, of F. B. Ginto & Co., paid a flying visit to his tobacco farms and the Havana leaf market during the month.

District Manager Robert S. Tatum and Southern Representative Clifford Copening, of the Liggett & Myers Tobacco Co., were visitors to the city during the month. While here Mr. Copening talked "Piedmont" cigarettes from away back and booked a nice batch of orders for his firm.

Hilacio Perez Presmanes, a tobacco grower and dealer of Pinar del Rio, Cuba, was a visitor to the city during the month.

Among the cigar manufacturers who passed through the city during the month en route to the Havana leaf market were: B. Balbin, of Balbin Bros.; Jose Irango, of the Havana-American Company.; Francisco R. Diaz, of Burtillo Bros. & Diaz; Celestino and Manuel Carrall, of Carrall, Wodeska & Co.; Manuel Sanchez, of Berriman Bros.; Jose Bolano, of Jose Bolano & Co.; Manuel Menendez, of Fernandez & Co., all of the above of Tampa, Fla., where their factories are located.

President John Wardlow, of the Ruy Lopez Ca., got back during the month from a leaf purchasing trip to Havana. He brought with him 135 bales of very choice leaf, a small part of that which he bought. At the factory orders are coming to hand at a lively rate and recruiting on the cigarmakers' floor is going steadily on.

Vice-President Fernando H. Gato, E. H. Gato Cigar Co., spent a few days at the factory during the month before leaving for New York. On his trip North he was accompanied by his family. The company reports the receipt of heavy orders from S. Bachman & Co., of San Francisco, Cal., for immediate and holiday delivery. A large force of workmen are still being carried at the factory.

Chief Deputy Collector of Customs Max. N. Ohemdorfer and U. S. Marshall John F. Horr, of Jacksonville, Fla., were in town during the month in connection with the sale of the cargo of the wrecked British S. S. "Lugano."

Vivian Myers, Lee Roy Myers Cigar Co., of Savannah, Ga., passed through the city recently en route to the Havana leaf markets. During his stay in the city he called at the office of the Cortez Cigar Co.

Francisco Fleetas, S. & F. Fleetas, left recently on the "Mallory" steamer for New York. He will put in several weeks in the East and North drumming trade for his firm's famous "Hamerica" brand.

Jaime Pendas, of Mareda & Co., paid a visit to the Havana leaf markets recently.

M. F. McLeod, Southern advertising manager of the American Tobacco Company, has been in the city in the interest of the "Sovereign" cigarette.

The Martinez Havana Co. has forwarded to Vice-President Marshall a handsomely polished cedar cabinet, silver lined and containing 100 of ten different sizes of the "Flor de Luis Martinez" brand. The cigars are of the very best material and of the finest Cuban workmanship, and was forwarded to Mr. Marshall on account of his expressed preference for the Martinez smoke.

Simon Ruppin, of S. Ruppin, Inc., the New York leaf dealer, accompanied by his wife, were through passengers to Havana recently.

Sr. P. Desvernines, Minister Plenipotentiary from Cuba to the United States, passed through the city recently, being en route to Washington, D. C.

Carlos Cremata, the Havana cigarette manufacturer, is having a good demand for his products among the local smokers.

Claude H. Roberts, Miss Agatha Roberts and Floyd Roberts, wife and children of Manager Claude H. Roberts, of the Cortez Cigar Co., who have been spending a few weeks in Tampa, returned to this city during the month.

The new Panama Hotel, under the management of Pierce Bros., will be open for business on November 1. This hostelry is well located and will no doubt receive a good patronage during the tourists' seasons.

A treasury department law, which has not been in operation for many years, was ordered enforced recently. The statute makes it obligatory on the importers of Havana leaf tobacco to have their stock bonded upon its arrival at the dock before removal to a government warehouse. Thus immediately upon the arrival of leaf tobacco the manufacturer can have same examined at the wharf and withdraw same for consumption without having to pay a month's storage fees. The only difficulty encountered will be where the consular invoices are tardy in arrival, then this law will cause a little inconvenience. But taken as a whole it is a very good ruling and should have been in force long ago, and will save the manufacturer both time and money.

On the afternoon of August 29, Mrs. George Robinson, wife of George Robinson, of the Key West Cigar Factory, while out taking a ride on a bicycle was seriously injured in a collision with an automobile driven by Mrs. James H. Tait, wife of the office manager of the Cortez Cigar Co. I am glad to say that she is improving.

Labor Day was observed here on Monday by the closing of schools and banks. This holiday did not affect any of our factories, as they all worked on full time.

William Bayard Hale, Special Commissioner to Mexico of William Jennings Bryan, Secretary of State, passed through town during the month, being en route to Washington, where he will make his report.

President John Wardlow, of the Ruy Lopez Ca., left this week via train for New York, where he will be met by his family.

Births during the month among members of the local trade were: September 3, a boy to Joseph Marucci, Principe de Golfo Cigar Co., and on the same date a girl was born to John R. Delaney, Martinez Havana Co.

During the past week it has been raining almost continually, but has not affected our factories to any great extent, as they were all well supplied with booked fillers.

Fernando Rodriguez, a son of Salvador Rodriguez, of the "Charles the Great" factory, of Tampa, passed through the city recently en route to Havana, where he will join his father.

Jerome Waller, of Max Gans & Sons, the Water Street, New York, leaf dealers, spent a few days in the city recently drumming up trade for his house.

Charles R. Wolf, head of the firm of S. Wolf's Sons, is back from a very successful business trip to Eastern and Northern sections.

The E. H. Gato Cigar Co.'s factory is still as busy as ever. Edwardo H. and Frank H. Gato, sons of Edwardo H. Gato, Jr., have left for Atlanta, where they will attend the Georgia Military Academy. The firm received during the past week another heavy invoice of leaf tobacco of the new crop.

INGLACITA.

Leaf Tobacco of Importations.

For fortnight from August 10th to August 29th:

	Bales.
Moreda & Co.	21
Cortez Cigar Co.	36
Martinez-Havana Co.	37
Ruy Lopez Ca.	135
Mi Favorita Cigar Co.	25
Antonio Chavez	10
E. H. Gato Cigar Co.	17
Geo. W. Nichols & Co.	75
Total	356
Withdrawals	419

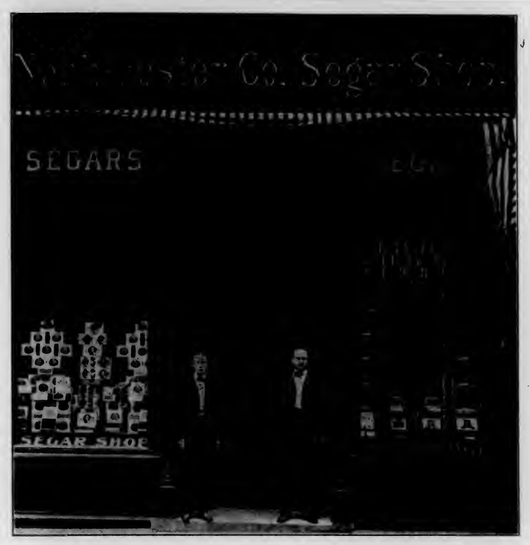
(*Continued on Page 38.*)

"Nofos—14 Seconds from Main Street"

Trade visitors to Buffalo will quickly recognize the portrait above as the establishment of the "Noah-Foster Co., 14 East Eagle Street, Buffalo, N. Y. The slogan of the house is "Nofos—14 seconds from Main Street," and rare indeed is the visitor who fails to drop in and sign his name on the trade register which this company has for years maintained.

The members of the firm are Elkan J. Noah, who is shown on the left of the picture, and Harry B. Foster on the right.

It will be noted that the windows are dressed with a special display of "Baron DeKalb" cigars, made by John W. Merriam & Co., New York.



Pittsburgh

Labor Day Parade Brings Trade—"John Ruskins" Feature Picnic—Many Cigar Men in Town

PITTSBURGH, PA., September 9.

BUSINESS in Pittsburgh, for the last two weeks, has been very good on account of Labor Day. Many people were in town watching the parade.

A. E. Deskau, of the Products Company, New York, is selling "Royal Nestor" cigarettes. He arrived in town this morning.

H. J. Harper, of the Melachrino Company, reports big business on that brand.

J. E. Beck just came in from an Eastern trip and reports a successful tour. Beck represents the R. A. Bachia Company, New York.

James J. Shannon, of Pittsburgh, is now the sole agent of the "El Idilio" clear Havana cigar for Pennsylvania. This cigar is made by B. Castellano & Co., of New York. Mr. Shannon formerly had the cigar stand at Goettman's Cafe.

The Jos. T. Snyder stores are featuring Sanchez & Haya in several sizes, and also Manila cigars.

Reymer Brothers this week have two very nice window displays on "Solace" and "Tadema" clear Havana cigars. "Solace" cigars are made by G. W. Nichols & Co., Key West, and "Tadema" cigars are made by Arguelles Lopez, Tampa.

H. Lewis, of I. Lewis & Co., Newark, N. J., is in town this week. He claims they cannot supply the demand in all of their brands, principally "John Ruskin" cigars.

Haworth & Dewhurst's cigar and grocery salesmen had a picnic and corn roast, Saturday, September 6th. The boys were furnished with "John Ruskin" cigars, which enabled them to enjoy the singing of Mr. Darragh, of the cigar department.

Fred Nickals, representing the H. Sommer Company, is meeting with success on his 10-cent broadleaf cigar, "La Tendencia."

John P. Teets has taken on the B. P. Topper Company, of McSherrystown, Pa., line and has placed same with Haworth & Dewhurst.

Chas. Wilson, of G. E. Bacharach, Franklin, Pa., is in town this week.

J. S. Kerns, of Liberty and Smithfield Streets, has some very nice window displays. He says business is very good.

Leo J. Spuhler, who has two stores, one on Smithfield Street and one on Liberty Avenue, carries a full line of imported and domestic cigars. Has a big run of the "El Verso" cigars, made by the Deisel-Wemmer Company, of Lima, O. He also carries a full line of novelties.

The Bock-Stauffer Company have taken on the "Counsellor" cigar of Allen R. Cressman Sons, Philadelphia, Pa. They are doing very nicely on this brand.

J. R. Murphy, of the Liggett & Meyers Tobacco Company, has placed very fine electrical display signs on "Richmond Straight Cuts" in the following downtown stands: McCullough Drug Company, Heck's Pharmacy, the House Building and Antler Hotel cigar stand.

The cigar stand in Piatt's Cafe, Fifth Avenue, is going very nicely. It has a good sale on "La Theresa" cigars, made by Krauss & Co., Baltimore. This stand is owned by Lindsay & Co.

The American Tobacco Company this week in Pittsburgh are giving away a small "Bull" watch charm with every 5-cent bag of "Bull Durham."

H. V. Merriman, of the Bock-Stauffer Company, is having a great run on the "Jenkinson's Best" stogies. He is also selling a big number of "Webster" and "Van Dyck" clear Havana cigars.

The Seventh Avenue Hotel cigar stands are very busy these days, as vacations are near over and business is better than ever before.

The following were in town this week in the interest of the cigar business: A. N. Lennox, of Garcia Pando & Co.; R. E. Lane & Son, "Partagas" cigars; Major F. C. Witsell, of G. W. Nichols & Co., interest of "Solace" cigars; Mr. E. H. Broidy, of S. R. Moss & Co.; Sam M. Frank, of S. M. Frank & Co., New York, pipes; Stacey P. Koeneman, of the E. H. Gato Cigar Company (the Gilmore Drug Company handles the E. H. Gato line); I. M. Cuyar, of A. Diaz & Co., Tampa, Fla.; Geo. Becker, of Arguelles Lopez & Hyno, Tampa; Ben. J. Strauss and Raymond Ray, of the Ray-Strauss Company, Tampa; Mr. Herbert, of Havana-American Company; Sol. Rosner, of E. M. Schwartz & Co., New York.

Several of Jack Sheridan's friends are in receipt of post cards from across the pond. He is in Ireland enjoying the best of health.

M. Y. Sugar, of H. Upmann & Co., Havana, was here this week.

A. J. F.

Harrison Johnson En Route From Europe.

Word has been received in New York from Harrison Johnson, who is the vice-president and Porto Rican manager of the Cayey-Caguas Tobacco Company, that he sailed on last Saturday from England on the "Lusitania" and is expected in New York on Friday of this week.

Mr. Johnson has been abroad since August 1 on a vacation. He will spend a week in New York and then away for Cayey to get after the big stack of orders for "Savarona" which have been piling up during his absence.

President F. R. Hoisington is particularly elated over their crop of tobacco grown this year and the character of the goods which are now coming up from the island. Savarona-sublime perfectos expresses forcibly his opinion of the new goods.

LEAF TOBACCO MARKET

Storms Injure Pennsylvania Crops—Connecticut Tobacco Said to be the Best in Many Years—Banner Season for Carolinas' Markets

PENNSYLVANIA.

YORK, PA.

The tobacco cut in this vicinity is running irregular. Some fields show splendidly, while others have made slow progress from the start. The recent rains have been favorable to the crop, but they seem to have come too late to do much good. Some of the backward crops have been plowed under, as the growers seem to realize that they would not amount to anything. Some of the storms have been accompanied by hail, and this has resulted in damage to the leaf to a considerable extent.

Early tobacco is being taken from the fields and placed in the sheds. It seems that the early yield will be the more successful crop, but comparatively that does not mean much. The worms have not done as much damage as usual, but many of the plants for one reason or another have not acquired more than half their growth.

LANCASTER, PA., September 8.

The heaviest storm of many seasons swept over this county last night. It was accompanied by a downpour of hail, which did much damage to the tobacco crops. Some of the stones are said to have been as large as walnuts.

The rains of the previous week have helped the crops considerably, but they came too late to be of any benefit to the late planting.

The tobacco that has been harvested seems to be of average quality. Some of the packers have offered the criticism that some of the leaf cut is far from maturity. The bulk of that cut has been Havana, most of which was planted as an experiment. It has been cut for the purpose of making wrapper goods. In its present state the leaf should cure thin and light weight, but in color it will not be what is desired. If it fails to fulfill the demands of a wrapper, it would have to go as filler, and its light weight would make it of little value.

From the present outlook the crop will be the least profitable one that the growers have had in years. It seems probable that many fields will not mature, regardless of frost, for many acres can be found where the plants are not over a foot high, and will never reach the topping point.

Really good tobacco will not run more than fifty per cent. of the crop and the sharp cigar manufacturers, noting the shortage, have not waited to buy the 1913 crop, but have quietly been getting 1911 packings. It is said that it has been purchased in sufficient quantities to supply the manufacturers until the 1914 crop is ready for harvest.

CONNECTICUT.

SUFFIELD, CONN.

The tobacco conditions in Connecticut, and especially along the Housatonic Valley, are said to be the best in many years. The crops are apparently large and of excellent quality. The prices are ranging above average and much tobacco has already been sold. The growers seem well satisfied with results up to the present time and many say that they have not harvested so fine a crop in years. There has been a larger acreage throughout the state; broad leaf is, of course, supreme, but there is an increasing tendency toward Havana.

There has been an absence of the priming method of harvesting owing to the cost, as the cutting method averages about $50 an acre less.

The town has been swarmed with buyers and they have been hustling about the countryside in automobiles. There appears to be no limit to the prices, which are averaging higher than last year. The crop may lack a bit in weight, but in quality it is said to be one of the finest ever raised. Each year there seems to be more tobacco grown and this statement is backed up by the rapid increase in tobacco barns.

WAREHOUSE POINT, CONN.

The hailstorm of two weeks ago, although only quarter of a mile wide, did considerable damage and the crops in its path are considered a fifty per cent. loss. The storm was peculiar in that it visited only this section, crops in nearby localities being unharmed.

Tobacco buyers have been after the crops early this year and the farmers are rejoicing over the early sales. The harvest has been a good one, the quality has been very good and the weight fair. Good prices have prevailed and every one seems satisfied. The crop has not been as heavy as usual owing to the drought, but the texture of the leaf is all that could be desired.

WINDSOR, CONN.

Rains in this vicinity have evidently done much good to the late tobacco crops, but it was too late to save the early plantings from inferiority to last year's harvest. The first crop is practically cut and both in weight and quality it seems to be below the standard of last season. Prices are fair and the growers seem satisfied as the checks have averaged more than the most sanguine expected early in the season.

The harvested shade grown tobacco has been cured and is being taken down to make room for the present picking. The gathering of the crops is being pushed at full speed, as the cold mornings of the past weeks have warned the growers of the nearness of frost.

There are many buyers hereabouts, but comparatively few sales have been heard of, as most of them have been private.

More tobacco has been raised in this vicinity than ever before and during the last year thirty new barns have been built.

THE CAROLINAS.

WINSTON-SALEM, N. C.

During the month of August more tobacco was sold on the markets here than ever before in a corresponding month. Good prices have been maintained and the growers are well satisfied.

The market sold during August more than 100 per cent. more than was sold during August, 1912. The packers, dealers and buyers have been very busy and activity is noticeable in all sections. The season's increase in sales in North Carolina over the previous season is nearly 30,009,000 pounds. Tobacco is proving a very profitable investment for the farmers in this section.

FLORENCE, S. C.

The greater part of the 1913 crop seems to have been marketed and the sales for August were ahead of the same month last year, but not much is expected for September.

The farmers have hurried their crops to the market and received good prices, but the weed seems to be lighter this year than usual. Last year the yield per acre was about 1000 pounds, but this season's averages show it to be not more than 700 pounds per acre.

The growers are anticipating a much larger crop next year, as the encouragement offered by high prices this season cannot but influence larger acreage with tobacco next year.

KENTUCKY.

LEXINGTON, KY.

While a large part of the early planting in many sections has fared badly, local showers have done much good. However, they have been rather sparingly distributed and unless they are followed by more and heavier rains only the late plantings will benefit. With the outlook for more rain, many of the growers have ceased cutting, hoping that additional rainfall will produce a fuller development.

There are but few farmers who expect a yield per acre as heavy as last year, but the late crops should move forward rapidly with the rains. Some sections have suffered all the season from lack of rain, and as statistics show that the rainfall for July and August was only forty-two per cent. of last year over the same period, the crop of good tobacco will be small.

It is very evident that the prices will go soaring, as state statistics show that the acreage this year is only eighty per cent. of last year, and the 1912 crop was the smallest cut in a long period.

There seems to be little signs of rain and a short crop of uneven quality is a foregone conclusion. It is hoped that weather conditions will improve, as all the available tobacco that can be produced will be needed.

A conviction seems to exist that the 1913 crop will sell higher than any Burley crop has ever sold, and one warehouse has sent notices to growers advising them to market their tobacco over loose leaf floors, so that they may reap the fullest financial benefit from the sales.

WISCONSIN.

EDGERTON, WIS.

Despite the presence of a number of buyers there is no disposition to start field buying yet. Many of the big operators have a number of men here ready to start buying, but the concensus of opinion seems to be that it should not be undertaken for at least two weeks.

The harvesting of crops has started, and the rains and warm weather have been productive of heavy growth, which, according to reports, lends a most favorable outlook to the situation. The northern sections present as favorable indications for a good crop as do the southern sections. Some damage to the plants is evident, but indications are that the crops will be among the best experienced by the growers.

No transactions in cured tobacco worthy of note have taken place. Most of the packers are busy sampling, but as yet little has gotten on the outside markets.

At Deerfield, Mr. Ellingson, state representative of Eisenlohrs, has been sampling last season's packing, and is said to have found it in excellent condition.

Heard Among Leaf Men

A tourist recently returned from Connecticut, reports that while motoring through that state he was very much impressed with the remarkable tobacco crop. He stated that barns were going up on every side, while crops were going to seed in some places for lack of storage.

According to a report it is the plan of several men to locate fifty to seventy-five families in Hoke County, N. C., for the purpose of cultivating 1000 acres of tobacco land. The soil of the section is favorable to the production of a leaf that is of splendid color, of mild flavor and of good body. This tobacco is finding favor in China, where the abolition of opium has turned their attention to other products.

Complaint is made that certain kinds of dark tobacco used for export to foreign governments, where the governments have control of the tobacco business, are bringing very low prices. Outside of this particular type, tobacco seems to be bringing good prices in most sections.

There is a possibility of Raleigh again becoming a leaf tobacco market. Tobacco was first sold there in 1885, and continued to be marketed at that place until 1907. In those days there was not one-tenth of the tobacco grown that there is now in the vicinity.

From present indication the opening premium sale to be held at Petersburg, Va., in October, will also mark the opening of that city as a permanent bright leaf tobacco market.

James N. Reynolds, of Hazardville, Conn., has bought thirty-seven acres of land from the Shaker settlement here. This ground is excellent for farming purposes and is especially favorable to tobacco.

An estimate on the tobacco crop in Warren County, Ky., places the production at about 2,000,000 pounds. This is about thirty-five per cent. of what is figured as a whole crop.

In Connecticut, in order to supply the tobacco growers with wagons, the wheelwrights and blacksmiths have been working nights.

In the Cincinnati market very little first-class leaf has been offered. Low and medium grades which appeared have been immediately taken, and there have been very few complaints.

The damp weather of the past few days has caused the Connecticut farmers to start charcoal fires in the tobacco sheds in order to save the crops from spoiling.

A show window in Belfast, Me., has an interesting exhibit of tobacco grown from Havana seed. In the display are three tobacco plants in bloom, enough cured tobacco to make 100,000 cigars, and boxes of manufactured cigars.

Good Tobacco in Texas.

J. Thomas Hall, of Nacogdoches, Tex., has just finished cutting his tobacco and believes that he will be able to get a good sucker crop about the last of September.

On his irrigated soil he expects to get a yield of about 1,300 pounds per acre, while his unirrigated fields are not expected to produce more than 700 pounds per acre.

The class of tobacco grown in this country is what is known as the Big Cuban, a hybrid or cross of the straight Cuban seed with the Sumatra, and the leaf is largely used for wrapper tobacco, though the smaller leaves make a delightfully mild filler. The straight Sumatra wrapper tobacco was first tried in this county, but had to be grown under shade, so the experiment was made in crossing it, and the result is that a tobacco adapted to this section and one which can be grown in the open. The leaf is large and long, sometimes twenty inches, and is a smooth, soft leaf suitable for cigar wrappers. The small leaves at the top of the stalk, which are too small for wrappers, make a splendid filler.

L. G. Haeussermann & Sons to Continue.

According to a statement made to a WORLD representative by Carl Haeussermann, of the firm of L. G. Haeussermann & Sons, despite the fact that they have suspended payment, they expect to settle their difficulties without much trouble and the firm will continue.

Regarding their suspension, figures have appeared in print giving their liabilities as about $30,000, with assets of $20,000.

Mr. Haeussermann said that the public appeared to know more about the affairs of the firm than he did himself, but that such figures as had been printed were incorrect. He further stated that any creditor could have a full statement of the standing of the firm, but that at present he did not care to make them public. He said that in due time a statement would be issued.

Mr. Haeussermann declined to make public, at present, the basis of settlement, but said that as far as they had gone the creditors seemed willing to accept the terms they offered.

To Introduce Tobacco Binder.

It is announced by the Tobacco Products Company that Joseph Rosenberg, well known to the trade as a tobacco and cigar expert, will shortly be sent to a number of leading factories to introduce the Standard pure tobacco binder.

Mr. Rosenberg expects to call upon the leading manufacturers of medium and low-priced cigars to explain in detail the best methods for procuring maximum efficiency and the most satisfactory results from the Standard pure tobacco binder. As much time as necessary will be devoted to each manufacturer in order to thoroughly educate and enlighten their workmen in the use of the special binder over the ordinary grown variety.

Standard pure tobacco binders have already been adopted by a number of leading manufacturers. After several days of experimentation in each factory the binder has come to be appreciated by the workmen as a long-felt want, in that it minimizes waste, simplifies handling, produces a more uniform cigar and a better product in every respect. In nearly every case the workmen are most enthusiastic over the Standard binder because of the above conditions. Being easy to handle and quick to apply, the individual cigar production of every workman has naturally increased.

The introduction of the Standard binder has enjoyed quick appreciation and instantaneous success. It is safe to say that before long almost every manufacturer with an adequate production will be using this binder in preference to the ordinary grown leaf. The economy amounts to more than one hundred per cent., while the blend of the cigar is greatly improved and its smoking qualities unquestionably enhanced.

For fortnight ending September 9th:

	Bales.
Mi Favorita Cigar Co.	85
Havana-American Co.	90
Moreda & Co.	36
Cortez Cigar Co.	18
Order	3
Total	232
Withdrawals	362

Cigar Shipments via Mallory S.S. Line, New York, Galveston and Mobile, and East and West Coasts of Florida, for Month Ending September 9, 1913.

	Cases
D. Ostraw, Phila., Pa.	5
Speed S. Goodloe & Co., Phila.	2
Godfrey S. Mahn, Philadelphia, Pa.	1
Dusel, Goodloe & Co., Phila.	6
Joseph Way, Philadelphia, Pa.	3
Moore Cigar Co., Philadelphia, Pa.	2
Mitchell, Fletcher & Co., Phila., Pa.	2
Aufderheider & Son, Phila., Pa.	2
Duncan & Moorhead, Philadelphia,	1
A. Ulrich & Son, Philadelphia, Pa.	1
Reymer Bros., Pittsburgh, Pa.	2
A. & O. Price, Scranton, Pa.	1
F. I. O'Hara, Scranton, Pa.	1
Havana-American Co., New York	5
Park & Tilford, New York, N. Y.	70
Geo. W. Nichols & Co., New York,	38
United Cig. Stores Co., New York	34
Martinez-Havana Co., New York	1
E. H. Gato Cigar Co., New York	5
Lowden & Co., New York, N. Y.	6
Godfrey S. Mahn, New York	10
Metropolitan Tob. Co., New York	4
Austin, Nichols & Co., New York,	11
M. A. Gunst & Co., New York	7
M. Perez Co., New York	2
H. C. Koehler, New York, N. Y.	1
Ruy Lopez Ca, New York, N. Y.	2
Waldorf-Astoria Cig. Co., New York,	1
National Cig. Stands Co., New York,	3
Acker, Merrall & Condit, New York,	2
Chas. R. Wolf, New York	1
Tinkham Bros., Jamestown, N. Y.	5
Chas. Grashoff, Rochester, N. Y.	1
Iroquois Impt. Co., Buffalo, N. Y.	1
C. N. Rhode, Galveston, Tex.	3
Powers-Kelly Co., Waco, Tex.	1
Lilly, Dungan & Co., Balt., Md.	3
Neudecker Tob. Co., Balt., Md.	1
Davidson Bros., Houston, Tex.	1
S. Goldstein, Austin, Tex.	4
Carey-Swarry Co., Ft. Worth, Tex.	3
Montgomery Tob. Co., Montg., Ala.,	1
Hix-Graveley Cig. Co., Montgomery, Ala.	5
W. A. May & Green, Montgomery, Ala.	1
R. D. Burnett Cig. Co. Birmingham, Ala.	8
Jno. L. Parker, Birmingham, Ala.	1
Central Cig. Co., Memphis, Tenn.	2
Phillips-Travick Co., Nashville, Tenn.	3
Spurlock-Neal Co., Nashville, Tenn.,	1
Moore & Jones, Nashville, Tenn.	3
Cortez Cig. Co., Savannah, Ga.	65
Columbia Drug Co., Savannah, Ga.	3
Albany Groc. Co., Albany, Ga.	2
Miller Groc Co., Albany, Ga.	1
Capital City Tob. Co., Atlanta, Ga.,	2
Montana Merc. Co., Dillon, Mont.	1
Missoula Merc. Co., Missoula, Mont.,	3
Kalispell Merc. Co., Ka'spell, Mont.,	2
C. B. Lowernau, Butte, Mont.	4
Parrott Cig. Store, Boise, Idaho	1
Lewiston Merc. Co., Lewiston, Ida.,	1
Hemminway & Morer, Salt Lake City, Utah	7
Kingsbaker Cig. Co., Kan. City, Mo.,	1
McPike Drug Co., Kansas City, Mo.,	2
Hass Cigar Co., Kansas City, Mo.,	1
Niles & Moser Cigar Co., Kansas City, Mo.	2
Wm. A. Stickney Cig. Co., St. Louis, Mo.	1
Louis Friedman, St. Louis, Mo.	1
Red Cross Pharmacy, Miami, Fla.,	1
Chas. F. Dillon, Miami, Fla.	1
J. W. Taylor, Marathon, Fla.	1
Van Denman & Lewis Co., Jacksonville, Fla.	2
Daytona Beach Pharmacy, Daytona, Fla.	1
Wight & Turner, Jacksonville, Fla.,	1
Sanford, Chamberlain & Albus Co., Knoxville, Tenn.	5
Myers-Cox Co., Dubuque, Iowa	2
F. M. Pauley, Walla Walla, Wash.,	1
Bourg & New, Seattle, Wash.	1
Chris Culmback, Everette, Wash.,	1
Forkett & Lynn, Billingham, Wash.,	1
P. M. Jacoy, Spokane, Wash.	1
S. Lavoff, Tacoma, Wash.	2
Hotel Tacoma, Tacoma, Wash.	1
Payne & Anderson, North Yakima, Wash.	1
J. H. Wilmot, Spokane, Wash.	1
I. W. Tabor & Co., Wallace, Idaho,	1
Morely-Robinson Drug Co., Memphis, Tenn.	1
Fred Barman & Bro., Los Angeles,	2
C. H. Daily & Co., Kohomo, Ind.	2
Metropolitan Cig. Co., Denver, Colo.,	6
Tracy Bros.' Cig. Co., Omaha, Neb.,	1
S. A. Barenberg, Pine Bluffs, Ark.,	1
H. Fechstein, Akron, O.	1
Dees' Drug Co., Mayo, Fla.	1
R. Blackwood, Duluth, Minn.	1
Beaumont Cig. Co., Beaumont, Tex.,	3
J. Lowenstein & Sons, Houston, Tex.	3
Smith Drug Co., Texarkana, Ark.,	1
Peregoy & Moore, St. Joseph, Mo.,	1
Bert G. Butler, Kansas City, Mo.,	1
Wayne Cig. Co., Ft. Wayne, Ind.,	2
O'Connor & Lyons, Savannah, Ga.,	1
Huntsman Bros., Bristol, Tenn.	1
Oberholtz & Ponisett, Kansas City, Mo.	4
Hart Cigar Co., Portland, Ore.	18
Watt Cig. Co., Minneapolis, Minn.,	4
Hill Bros., Miami, Fla.	4
Rothschild, Sons & Co., Chic., Ill.,	2
Barrow-Penn Co., Roanoke, Va.	2
New Howard Hotel, Baltimore, Md.,	1
Wm. Burr, Cleveland, O.	1
Old Dom. Tob. Co., Richm'd, Va.	3
Kelly Cig. Co., Chattanooga, Tenn.,	1
M. A. Gunst & Co., Portland, Ore.,	3
Sanderlin-Julian Co., Lit. Rock, Ark.,	1
Gus Kaffer, St. Paul, Minn.	1
I. F. Jones, Vicksburg, Miss.	1
Block-Lyons Co., Little Rock, Ark.,	1
J. & B. Moos, Cincinnati, O.	3
Comay Dept. U. P. Rey, Omaha, Neb.	2
Gwynn, Martin & Strauss, New York, N. Y.	1
Wilkinson, Gaddis & Co., Newark, N. J.	2
C. H. Hulett, Troy, N. Y.	1
Robinson Bros., Detroit, Mich.	1
Watt Cig. Co., Minneapolis, Minn.,	1
Myers-Cox Co., Dubuque, Iowa	2
Harry Engler, Jacksonville, Fla.	1
Columbia Drug Co., Savannah, Ga.,	1
Saunders-Peacock Co., Cocoanut Grove, Fla.	1
Chas. A. Gantz, Daytona, Fla.	1
E. De Vera, Miami, Fla.	1
A. E. Spooner, Cleveland, O.	1
H. G. Swinford & Co., Houston, Tex.,	1
Martin Carey, Ft. Worth, Tex.	1
Amer. Cig. Stand, Galveston, Tex.,	1
W. F. Bailey, Pontiac, Mich.	1
Fred Barman & Bro., Los Angeles, Cal.	3
United Cig. Stores Co., San Francisco, Cal.	2
M. A. Gunst & Co., San Francisco..	2
F. J. Herb, Houston, Tex.	1
L. C. Roque, Beaumont, Tex.	1
Smith & Madison, Houston, Tex.	1
J. Robinson, Corpus Christi, Tex.	1
S. Phillipson, Dallas, Tex.	1
J. Oppenheimer, San Antonio, Tex.,	3
Thomas Shea, Buffalo, N. Y.	1
Joseph T. Snyder, Buffalo, N. Y.	1
Washington Tobacco Co., Washington, D. C.	2
W. A. Henderson, Wash., D. C.	1
Progressive Cig. Co., Newark, N. J.,	5
A. Krenrich, Inc., Newark, N. J.,	3
Harris Bros.' Cig. Co., Atlantic City,	2
Chapin & Gass, Chicago, Ill.	1
New Jersey Tob. Co., Jersey City, N. J.	2
Grammes & Ulrich, Chicago, Ill.	2
Hotel Brevoort, Chicago, Ill.	1
M. A. Gunst & Co., San Francisco,	5
I. Asch, San Francisco, Cal.	1
S. Bachman & Co., San Francisco..	80
A. B. Greenwald Cig. Co., Los Angeles, Cal.	2
H. Bercovich, San Francisco, Cal.,	2
Valloft & Dreux, New Orleans, La.,	9
Chas. Myers & Co., New Orleans,	1
U. Koen & Co., New Orleans, La.,	7
Southern Cig. Co., New Orleans, La.,	1
Geo. G. Edloff, Dallas, Tex.	3
Platter Tob. Co., Dallas, Tex.	5
Simon & Salistein, Dallas, Tex.	9
Metzler Bros., Dallas, Tex.	11
E. Eppstein, Dallas, Tex.	10
Southwest Cigar Co., Dallas, Tex.,	8
J. B. Ragland, Kingsville, Tex.	1
Sam Freund, Waco, Tex.	5
Fry-Hodge Drug Co., Manhall, Tex.,	1
B. B. Treadwell, Corpus Christi, Tex.	1
Hy. Lettler, Forth Worth, Tex.	1
J. C. Dillon, Houston, Tex.	1
Max L. Block, Houston, Tex.	3
Conney Martin, Fort Worth, Tex.	1
Lewis Book Store, San Antonio, Tex.	1
J. M. Loeb, Beaumont, Tex.	4
E. Samuels, Galveston, Tex.	1
Houston Drug Co., Houston, Tex.	1
J. N. Taub & Son, Houston, Tex.	5
Mitzler Bros., San Antonio, Tex.	2
L. G. Deschler, Indianapolis, Ind.,	3
Peregoy & Moore, Council Bluffs, Iowa	1
Harle-Haas Drug Co., Council Bluffs, Iowa	2
Havana-American Co., New Orleans, La.	1
Old Dom. Tob. Co., Norfolk, Va.	2
Phillips-Travick Co., Nashville, Tenn.	1
T. A. Palan, St. Louis, Mo.	1
Page & Sims, Nashville, Tenn.	1
Gus Katka, St. Paul, Minn.	1
Wm. Baucher & Son, Balt., Md.	1
Gus Le Bolt, Springfield, O.	1
E. A. Saunders' Sons, Richm'd, Va.,	3
Kelly Cigar Co., Chattanooga, Tenn.,	1
Quinn Drug Co., Perry, Fla.	1
J. & B. Moos Co., Cincinnati, O.	1
Oppenheimer Co., Chicago, Ill.	1
Metropolitan Cig. Co., Denver, Col.,	2
C. N. Rhode, Galveston, Tex.	1
Park & Tilford, New York, N. Y.,	34
United Cig. Stores Co., New York	16
Martinez-Havana Co., New York	11
Austin, Nichols & Co., New York	7
Lamden & Co., New York	5
E. H. Gato Cigar Co., New York	5
Geo. W. Nichols & Co., New York,	4
M. Perez Co., New York	2
M. A. Gunst & Co., New York	2
Ruy Lopez Ca, New York	2
Godfrey S. Mahn, New York	1
Metropolitan Tob. Co., New York,	1
National Cig. Stands Co., New York,	1
Havana-American Co., New York	2
F. A. Davis & Sons, Balt., Md.	3
Lilly, Dungan & Co., Balt., Md.	2
Neudecker Tob. Co., Balt., Md.	2
United Cig. St. Co., Chicago, Ill.	10
National Cigar Stands Co., Chicago,	2
Wilkinson, Gaddis & Co., Newark, N. J.	2
Jabez Fearey & Co., Newark, N. J.,	1
Progressive Cig. Co., Newark, N. J.,	1
Godfrey S. Mahn, Philadelphia	1
Jos. Way, Philadelphia	2
Dusel, Goodloe & Co., Philadelphia,	2
Duncan & Morehead, Philadelphia,	2
Jacob Langsdorf's Sons, Phila.	2
D. Ortraw, Philadelphia	1
Reymer Bros., Pittsburgh, Pa.,	4
Tinkham Bros., Jamestown, N. Y.,	4
G. T. Muchmore, Newark, N. J.,	4
Cliff-Weil Cig. Co., Richmond, Va.,	2
E. A. Saunders Sons Co., Richm'd,	1
Heins Cig. Co., Roanoke, Va.	1
Harris Bros. Cig. Co., At. City, N. J.,	1
S. A. Reeves, Asbury Park, N. J.,	1
W. H. Talmadge, Stamford, Conn.,	1
C. B. Lowerman, Butte, Mont.	7
Lilly, Dungan & Co., Balt., Md.,	2
More & James, Nashville, Tenn.	1
Lamar & Rankin, Atlanta, Ga.	2
Cortez Cig. Co., Savannah, Ga.	12
E. F. O'Connor & Co., Savannah ..	2
J. S. Pinkussohn Cig. Co., Savannah,	1
J. S. Pinkerton Cig. Co., Jacksonville, Fla.	1
Hemminway & Moser Cig. Co., Salt Lake City, Utah	3
Hix-Graveley Cig. Co., Montgomery, Ala.	1
Talbot Foard, Anniston, Ala.	1
I. D. Adair, Sioux City, Iowa	1
Huff, Andrews & Thomas Cig. Co., Bluefield, W. Va.	1
Northern Pac. Ry., St. Paul, Minn.,	1
Seibold-Newburg Co., Cincinnati, O.,	1
W. Koen & Co., New Orleans, La.,	4
D. Mayer, New Orleans, La.	1
H. Bercovich, San Francisco, Cal.,	5
Skinner & Smeeks, Los Angeles	4
Geo. G. Edloff, Dallas, Tex.	4
Houston Drug Co., Houston, Tex.	1
Max L. Block, Houston, Tex.	3
United Cig. St. Co., San Francisco,	2
M. Blaskower, San Francisco, Cal.,	1
Oberholtz & Poinsett, Kansas City,	2
W. W. Higgins, Portland, Ore.	1
Osceola Pharmacy, Ft. Lauderdale, Fla.	1
Hill Bros., Miami, Fla.	1
H. H. Pinder, Orlando, Fla.	2
C. S. Willser, Charleston, S. C.	1
Royal Smoke House, St. Louis, Mo.,	1
R. D. Burnett Cig. Co., Birmingham, Ala.	1
Metropolitan Cig. Co., Denver, Col.,	3
E. J. Rose & Co., Tacoma, Wash.	2
Lewiston Merc. Co., Lewiston, Ida.,	1
Ed Salmon, Boise, Idaho	1
I. Weil & Co., Boise, Idaho	1
Missoula Merc. Co., Missoula, Mont.,	1
S. Rosman & Co., San Francisco,	19
Glasier Bros., San Francisco, Cal.,	2
H. Lettler, Ft. Worth, Tex.	1
Sam Freund, Waco, Tex.	8
M. A. Gunst & Co., San Francisco	2
C. H. F. Wing, Waco, Tex.	2
Simon V. Salizstein, Dallas, Tex.	1
I. A. Victor, San Antonio, Tex.,	2
C. N. Rhode, Galveston, Tex.,	3
Southwest Cig. Co., Dallas, Tex.	6
J. F. Hutt Co., Ft. Worth, Tex.	1
Carter Groc. Co., Ft. Worth, Tex.,	2
J. M. Loeb, Beaumont, Tex.	1
E. Seligg, Austin, Tex.	1
E. Epstein, Dallas, Tex.	2

The above photograph shows the store of E. R. Steele, of La Grange, Ind. Mr. Steele is a booster of "44" cigars, as may be observed, and he has most of his customers now asking for that brand.

Cigarettes in China

In a report on the trade of the Chinese Interior, Consul E. Carlton Baker, of Chungking, calls attention to the rapid growth of trade in cigarettes. He says:

The value of cigarettes imported last year was not only much greater than in 1911, but far in excess of the average figures for the past five years, as shown by the accompanying table. This has been chiefly due to two reasons. With the suppression of opium an increased demand for cigarettes has arisen. It appears that many of the Chinese find this an agreeable substitute. Practically all of the foreign cigarettes consumed in this district are handled by a British-American company, and this firm has spared no effort to increase the business. It advertises extensively in the Chinese language and sends personal representatives to even the remotest districts, a policy that has been amply justified by results. The most carefully study has been made of the market, and prices are fixed so that foreign cigarettes can successfully compete with the native tobacco. The campaign conducted by this tobacco company could be studied with profit by a great many American manufacturers in their lines.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

PALEY'S SPARTAN:—28,096. For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 23, 1913. Congress Cigar Co., Chicago, Ill.

ELTROY:—28,097. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 23, 1913. E. J. Guyer, Waterford, N. Y.

PETER THOMPSON:—28,098. For cigars, cigarettes, chewing and smoking tobacco. August 23, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

NICKEL SMILE:—28,099. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 25, 1913. Kaufman, Pasbach & Voice, New York.

GENTLEMAN JOHN:—28,100. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 25, 1913. Santa Clara Cigar Manufacturing Co., Brunswick, Ga.

JAP ROSE:—28,101. For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 25, 1913. Central Cigar Box Manufacturing Co., St. Louis, Mo.

ESSAYIST:—28,102. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 25, 1913. Santa Clara Cigar Manufacturing Co., Brunswick, Ga.

EXCELTINA:—28,103. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 25, 1913. Santa Clara Cigar Manufacturing Co., Brunswick, Ga.

ISHAM:—28,104. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 26, 1913. The B. F. Meyer Cigar and Importing Co., Denver, Colo.

REAL CROP:—28,105. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 26, 1913. Wm. Steiner, Sons & Co., New York.

ADVANCE OF AMERICA:—28,106. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 26, 1913. Sig. Strauss, New York.

UNIA POLSKA:—28,107. For cigars. August 26, 1913. Banner Cigar Factory, Dunkirk, N. Y.

LA LACKWANNA SPECIAL:—28,108. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 26, 1913. Edwards Cigar Co., Jacksonville, Fla.

VERHOVAY GYULA:—28,109. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 28, 1913. Alex. A. Kohary, Pittsburgh, Pa.

YOUR CIGAR:—28,110. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 28, 1913. S. R. Moss Cigar Co., Lancaster, Pa.

DISTURBER:—28,111. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 28, 1913. George C. Knight, Chicago, Ill.

CANNED IMPORTS:—28,112. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 28, 1913. Herrman & Neff, Red Lion, Pa.

COMMODORE WILLIAM CALIPH:—28,113. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1913. Kimmig-Robinson Co., Philadelphia, Pa.

EL SANDOR:—28,114. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1913. M. Rosenstein, Philadelphia, Pa.

EL DESIRO:—28,115. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1913. Kaufman, Pasbach & Voice, New York.

PRESIDENT MENOCAL:—28,116. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1913. Havana Consumers Co., Ltd., New York.

GENERAL MENOCAL:—28,117. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1913. Havana Consumers Co., Ltd., New York.

THE ONLOOKER:—28,118. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1913. H. Moeller & Co., Chicago, Ill.

ALBERT W. GILCHRIST:—28,119. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 30, 1913. Punta Gorda Cigar Manufacturing Co.

GIRL SCOUT:—28,120. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1913. Central Cigar Box Co., St. Louis, Mo.

LITTLE CASPER:—28,121. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1913. Schmidt Bros., Festus, Mo.

POLISH EAGLE:—28,122. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1913. Adolph Maruszewski, Milwaukee, Wis.

ORZEL POLSKI:—28,123. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1913. Adolph Maruszewski, Milwaukee, Wis.

STRAIGHT HORN:—28,124. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1913. B. F. Spatz & Co.

MUCH BETTER:—28,125. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1913. T. A. Wadsworth, Detroit, Mich.

LA FLOR DE HOLGUIN:—28,126. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 3, 1913. John Rodrigues, Cleveland, O.

MORNING BEAUTIES:—28,127. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 3, 1913. P. H. Grove, Dallastown, Pa.

WORLD'S PEACE—28,128. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 3, 1913. B. P. Topper Cigar Co., McSherrystown, Pa.

GOLDEN TWIN:—28,129. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 3, 1913. H. H. Sesseman, Lititz, Pa.

SENECHAL:—28,130. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 3, 1913. Moehle Lithographic Co., Brooklyn, N. Y.

ROMANOFF:—28,131. For cigars, cheroots, stogies, chewing and smoking tobacco. September 4, 1913. Moehle Lithographic Co., Brooklyn, N. Y.

CONSUMER'S BOND:—28,132. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 4, 1913. Kaufman, Pasbach & Voice, New York.

PASSOL:—28,133. For cigarettes. September 5, 1913. The Soter Co., New York.

COSMOPOL:—28,134. For cigarettes. September 5, 1913. The Soter Co., New York.

ASTOL:—28,135. For cigarettes. September 5, 1913. The Soter Co., New York.

SAN ALTO CIGAR CO.'S SOLUTION:—28,136. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 5, 1913. San Alto Cigar Co., Chicago, Ill.

HAVANA MARROW:—28,137. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 5, 1913. San Alto Cigar Co., Chicago, Ill.

HAVANA BLOOM:—28,138. For cigars, cigarettes, cheroots, stogies. September 5, 1913. La Kurba Cigar Co.

ABELARDO:—28,139. For cigars. September 5, 1913. Abelardo Petit, Atlanta, Ga.

O. U. BRUSH:—28,140. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 5, 1913. D. & K. Cigar Co., Dallastown, Pa.

SMOKER'S CINCH:—28,141. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 5, 1913. D. & K. Cigar Co., Dallastown, Pa.

ROYAL HUNTER:—28,142. For cigars. September 5, 1913. J. A. Shuhart, York, Pa.

CRISOS:—28,143. For cigars, cheroots, stogies, chewing and smoking tobacco. September 6, 1913. Balkan Tobacco Co., New York.

REAX:—28,144. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 6, 1913. Balkan Tobacco Co., New York.

SOFT SNAP:—28,145. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 5, 1913. Central Cigar Box Co., St. Louis, Mo.

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CLEAR HABANA

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SITUATION WANTED—Experienced foreman on suction work. Would accept position in or out of Philadelphia. Address Y, Tobacco World.

REGISTRATIONS.

(Continued from page 39.)

ZEPHS:—28,146. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 6, 1913. Balkan Tobacco Co., New York.

NIC BAT:—28,147. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 6, 1913. James Benes, Chicago, Ill.

YOUR HAVANA:—28,148. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 6, 1913. S. R. Moss Cigar Co., Lancaster, Pa.

PLANTA REALES:—28,149. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 8, 1913. Krueger Lithographic Co., New York City.

ZILBERSTEIN'S BEST:—28,150. For cigars. September 8, 1913. B. Zilberstein, Philadelphia, Pa.

TRANSFERS.

THREE MONKEYS:—28,035. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred August 29, 1913, to the Punta Gorda Cigar Manufacturing Co., Punta Gorda, Fla., by F. M. Howell & Co., Elmira, N. Y.

ZURICA:—21,558. For cigars, cigarettes, cheroots. Transferred September 5, 1913, by Faiwell & Rosenstein to A. H. Faiwell, Chicago, Ill.

KALMA:—30,449. For cigars, cigarettes, cheroots. Transferred September 8, 1913, by F. M. Howell & Co., Elmira, N. Y., to Punta Gorda Cigar Manufacturing Co., Tampa, Fla.

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Made to fit any size Cigar or Stogie
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Crop Increase in South Carolina

ONE of the most noteworthy agricultural trends is the rapid extension of tobacco growing in South Carolina, especially Eastern South Carolina. Until recent years little or no tobacco has been grown commercially in that section. Now, however, each year sees a steady growth. It may be worth noting that last year there were thirteen towns in South Carolina doing business as tobacco markets, with thirty-three warehouses. Even this early in the season of 1913, the State Commissioner of Agriculture has received reports from eighteen towns with forty-one warehouses.

South Carolina is rapidly assuming a place in the tobacco industry, and it is estimated that $5,000,000 is the amount that the Government received from this source last year. While at present this money is credited to the revenues of North Carolina, a large part of it comes from factories producing smoking materials made from South Carolina grown tobaccos.

Col. E. J. Watson, State Commissioner of Agriculture, said the other day that the increase in the production of tobacco in the State this season, presages the interest that the farmers, are taking in the diversification of crops. Based on authentic information which he has received, Col. Watson places the increase in production of tobacco at about 12 per cent.

All the South Carolina tobacco markets report their expectations for the season more than fulfilled.

Marion Firm Increases Capacity.

Selby & Bogardus, cigar and tobacco dealers and jobbers of Marion, O., are fitting up rooms in the rear of their wholesale office on East Center Street to be used as store rooms for their increased jobbing business. The firm is considering the purchase of a cigar store and pool room at Urbana, but the deal has not yet been closed.

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Paying $1.85 per pound duty does not improve quality

But It Does Increase Wrapper Cost and Diminish Profits

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in ***preference*** to Sumatra, strictly on its merit, ***regardless of cost.***

WHICH WOULD YOU RATHER BE—PREJUDICED OR PROSPEROUS? IT'S UP TO YOU.

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144 Water Street, New York

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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Attest the merit of

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the highest grade Turkish Cigarette the world has known—

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This is the cigarette for you to stock. They sell quickly and every sale is a satisfied customer.
An inspection of our factory and our tobaccos will convince the most sceptical.
It is acknowledged in trade circles that we produce the best Turkish Cigarettes.
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"Made so well this generation it will remain the next generations favorite"

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Vol. XXXIII No. 19

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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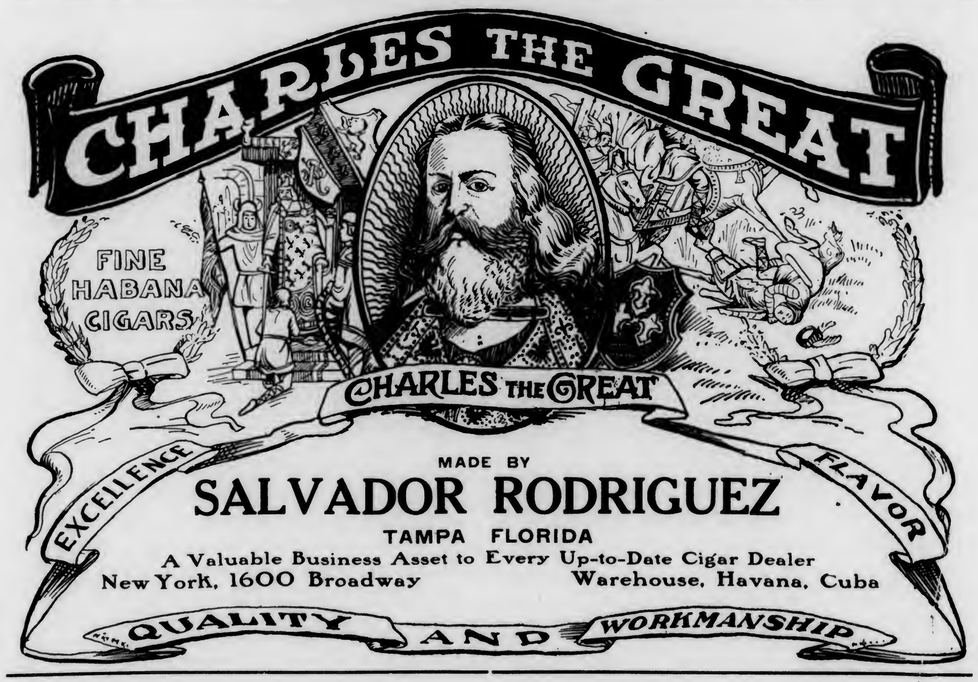

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Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

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For Gentlemen of Good Taste

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CIGARS

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LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
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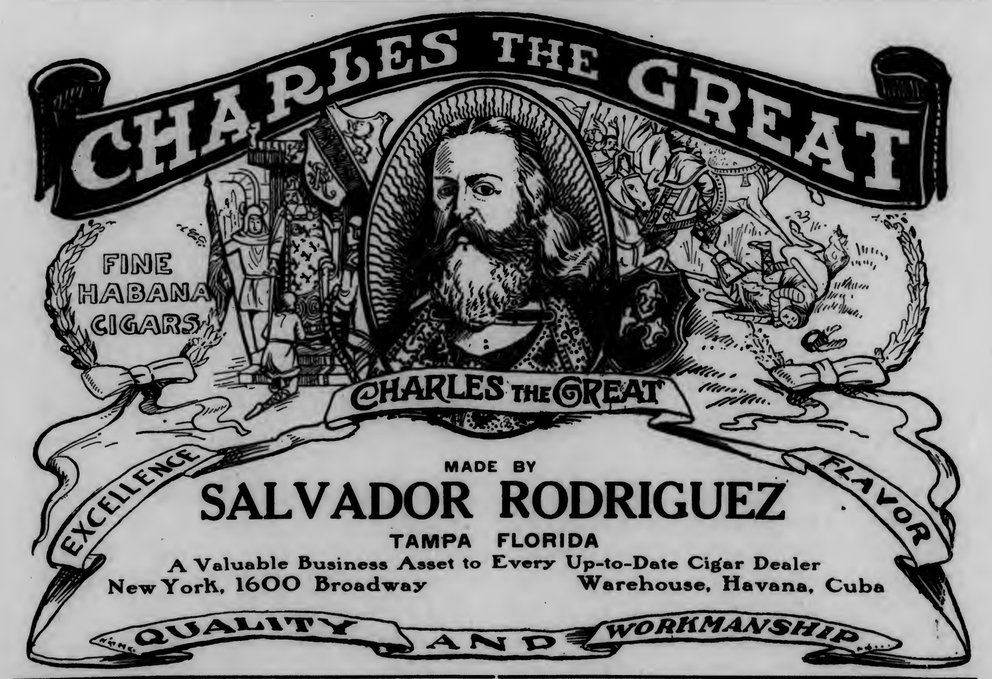

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Smoking Tobacco in a New Cut

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1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

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EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Quantity or Quality--Which?

WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

For full particulars and samples communicate with

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

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Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

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Clear Havana - Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

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HENRY IRVING HABANA SEGARS

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BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR
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5-CENT CIGARS
THEY WILL SATISFY CRITICAL SMOKERS
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PHILADELPHIA

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EVER-LASTING-LY GOOD
ALSO PACKED IN POUND GLASS HUMIDORS.

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We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

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50 Union Square North **New York, N. Y.**

Every manufacturer of low-priced cigars should read and heed this announcement

STANDARD PURE TOBACCO BINDERS

Grown binder is all tobacco, but it has to be **cased, stripped** and **cut** before it is **all binder.** STANDARD PURE TOBACCO BINDER is **all tobacco,** and **all binder.** This reduction of waste reduces the cost 100%.

STANDARD PURE TOBACCO BINDER is made for just one purpose—that of binding cigars. Real tobacco leaves are designed by nature to do the breathing for tobacco plants, so they have stems and veins not there for purposes of cigar binding. But they have flavor and aroma we can't improve on, so we **preserve** it in a tissue made exclusively for **binding cigars.**

Casing, stripping and cutting, the costly incidentals to grown binder, are done away with by STANDARD PURE TOBACCO BINDERS, which are ready for use after lying overnight in damp cuttings. The defects in the grown leaf are corrected in a soft, pliable tissue, absolutely uniform in texture, burning evenly and completely, making the wrapper do likewise.

STANDARD PURE TOBACCO BINDERS are scientifically made from the stems of tobacco leaf cuttings and clippings, and have a flavor beyond that of any grown binder used for low-priced cigars.

By an intricate, patented process, all the volatile, aromatic oils of the high grade leaf are imparted to the stem fiber, making for a mild, fragrant smoke where a raw filler is employed.

The flavor of filler and wrapper are merged through the soft, absorbent tissue of this binder, causing a unit blend, evenly mellow.

"Tobacco in process of manufacture" is how the U. S. Internal Revenue Department classes STANDARD PURE TOBACCO BINDER.

No adulterations, no artificial flavoring, no ingredients that are not in the original leaf enter into STANDARD binders.

As a pointer on what it means to buy binders that are **all binders,** note that two pounds of STANDARD PURE TOBACCO BINDERS will cover 1,000 cigars, where six or seven pounds of the grown binder is required. 40c. a thousand, as against $1.00 a thousand for the cheapest grown product, is another side-light on the STANDARD way. Here is a saving of at least 60% in **material.** There is a further saving of at least 40% in doing away with the time, space and labor involved in casing, stripping and cutting the grown leaf.

There are six sizes of STANDARD PURE TOBACCO BINDERS accommodating 30 sizes of cigars. Also, two stogie sizes. STANDARD binders are something **new.** As is usual with new improvements, the profits go to those who see them **first. Let us send you some samples covering YOUR LINE. You are under no obligation except to examine them.**

Classified by the U. S. Internal Revenue Department as "Tobacco in process of manufacture".

U. S. Patents issued February 6th, 1912, proclaim the STANDARD PURE TOBACCO BINDER to be manufactured only of tobacco stems, cuttings and scraps.

TOBACCO PRODUCTION CO., DEPT. H.
New Milford, Conn.

Hand-Made Havana Blend **5c.** Sumatra Wrapper Long Filler

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY
115-117 N. 3d Street Philadelphia

LIPSCHUTZ'S
44
CIGARS

"44" Cigar Co. Philadelphia

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

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Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

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Made at our **NEWARK, N. J., FACTORIES**
The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. **Highest Quality Always.** Write for quotations to

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41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
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all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
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They Lead the Leaders
26 SIZES
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135 West 42nd Street, New York

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ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
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Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
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Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**
E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
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207 North 4th Street . . . BROOKLYN

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Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
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The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
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GEORGE W. HELME CO., 111 Fifth Ave., New York

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Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Mouths ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

A Sought For Cigar:
BOLD

The Jobbers Seek,
The Dealers Need,
The Smokers Demand
BOLD

quality. The jobbers seek Bold for its trade building properties; the dealers need **BOLD** to satisfy the demands of the smokers, and the smokers demand the best their nickel can purchase. They procure it in the **BOLD.**

BOLD sales, and repeat sales prove these facts.

"Bolds" Beget Big Business

BOBROW BROS.
Philadelphia, Pa.
125 S. 2d St. 114 S. 2d St. (Main Office) 133 Arch St.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

ESTABLISHED 1877 NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

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Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 Correspondence Solicited

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HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 Factory No. 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited

Factory and Offices: WRIGHTSVILLE, PA.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

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102 South Twelfth Street, Philadelphia

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Por Larrañagas POR LARRAÑAGA Havana Cigars Perfect

Brands Come and Brands Go, but the Connoisseurs of the World Continue to Yield the Highest Endorsement to Por Larranagas.

Por Larranagas are cigars of only one quality. They are made to-day, as they have been for seventy-nine years, of the finest Vuelta Abajo tobacco through and through.

Dealers recognize them by the all gold bands, and if you want to add character and profitable goods to your assortment, you will stock Por Larranagas forthwith. Holiday samples are now ready.

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Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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Resident Representative, 846 Drexel Building

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

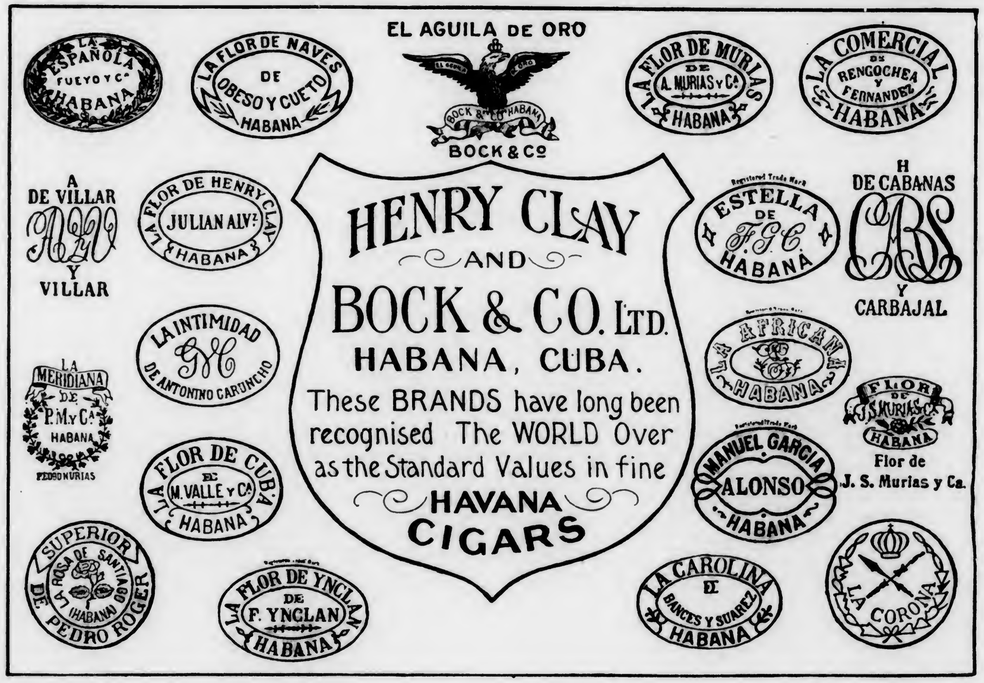
or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR



Paying $1.85 per pound duty does not improve quality

But It Does Increase Wrapper Cost and Diminish Profits

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in ***preference*** to Sumatra, strictly on its merit, ***regardless of cost.***

WHICH WOULD YOU RATHER BE—PREJUDICED OR PROSPEROUS? IT'S UP TO YOU.

American Sumatra Tobacco Company

144 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

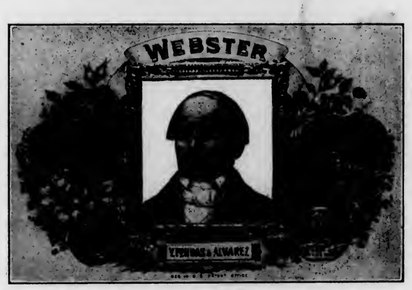
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



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TAMPA FLA. — HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. (Capetown, South Africa — Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha — CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, OCTOBER 1, 1913. No. 19.

LILLY, DUNGAN & CO. DISSOLVE

R. B. Dungan Withdraws—In Need of Long Rest—Mr. Lilly Will Continue Without Change

(Special to the "Tobacco World.")

BALTIMORE, September 29.

ANNOUNCEMENT comes from the big jobbing house of Lilly, Dungan & Company, of this city, that the partnership heretofore existing between Messrs. R. B. Dungan and William D. Lilly, has been dissolved by mutual consent and that in future, the business will be conducted along exactly the same lines as at present by William D. Lilly under the same firm name.

The firm of Lilly, Dungan & Company was organized in 1900 and for thirteen years have been one of the most important cigar importing and distributing houses in this section, with a big triangular store at the corner of Baltimore and Liberty streets and warehouse at 207 East Baltimore Street.

They have one of the most interesting cigar vaults in the city, with a capacity of over 1,000,000 cigars and carry an enormous stock. The firm imports such brands as "Romeo Y Julieta," "Por Larrangas," "Partagas," "Upmanns," "Hoyos," "Edens," "Bocks" and "Carolinas," are heavy distributors for "Sanchez & Hayas" and "Cortez," and also handle largely "Savaronas," "Reynaldos," as well as their private brands and the "Melachrino," "Philip Morris" and "Rameses" cigarettes.

In discussing Mr. Dungan's withdrawal, his partner, Mr. Lilly, stated that he left the firm with the kindest feelings and no friction of any kind. Mr. Dungan has been anxious to retire from active business for some months and at the present states that he has no idea of going into any other line of business, but has been so closely confined that he feels that a rest is imperative.

During the past year, the firm have been meeting with particular success on the "Reynaldo" cigars, made by Luckett, Luchs & Lipscomb, of Philadelphia, and they are also now, featuring "Webster" and the "C. H. S." brands in addition to the others enumerated.

Cigar Man on Millionaire Jury

Coroner I. L. Feinberg, of New York, has summoned by mail a panel of jurors to hold the autopsy on the body of the young woman who was murdered in New York recently by the priest Hans Schmidt. The jury for this inquest is to meet next Friday morning at 10 o'clock and the list of names embraced thereon, reads more like a directory of the Millionaires' Club than anything of the kind which New York has ever seen heretofore. Vincent Astor heads the list. August Belmont, John D. Rockefeller, Jr., Lewis Cass Ledyard, Harry Payne Whitney, T. P. Shontz, Cornelius Vanderbilt and Mortimer Regensburg are some of the leaders in New York financial and commercial life which have been included. J. P. Morgan was also on the list, but Coroner Feinberg excused him because he is in Europe.

This inquest on a poor Polish servant girl, is another chapter in one of the most astounding crimes ever recorded in New York City.

Mortimer Regensburg is a member of the firm of E. Regensburg & Sons, Broadway and Thirty-fourth Street, in the Marbridge Building.

BRITISH-AMERICAN CHAIN BREAKS

Company Insolvent—Receiver Appointed—Will Continue Temporarily—Two Stores in Sheriff's Hands

(Exclusive to the "Tobacco World.")

NEW YORK, September 29th.

AFTER a strenuous existence of almost a year, the British-American Cigar Stores Company, which was incorporated under the laws of New Jersey, to operate a chain of retail cigar stores in New York City, were last Saturday, the 27th ult., thrown into bankruptcy upon a petition of creditors.

Attorney William Henkel, Jr., acting for the Acker, Merrall & Condit Company, with a claim of $159, F. Villar & Co., cigar manufacturers, of 172 Water Street, whose claim is $230, and Lincoln & Ulmer, 75 Warren Street, with a claim of $170, filed the petition in the United States District Court, Second District of New York.

Allegations were made in the application for a receiver, that the corporation through its treasurer had written creditors admitting their inability to pay their debts.

Judge Hough granted the petition of the creditors and named Clifford G. Ludvigh, an attorney with offices at 31 Nassau Street, as receiver of the assets of the corporation. Mr. Ludvigh is under bond of $3000, and Judge Hough empowered him to continue the business for ten days at least.

Several suits against the company recently resulted in judgments being executed against them, and on Thursday last a city marshal took possession of the company's stand in the Grand Central Station, and the store in the St. Andrews at Seventy-second Street and Broadway was also in the hands of the sheriff under two attachments when the receiver arrived there.

Internal dissensions, lack of ready capital and loose management added to the terrific retail competition in New York is given for the reason of the failure.

About sixty days ago W. W. St. John, who was the promoter of the company and who was elected president and general manager at the beginning of the business, resigned his office and was succeeded by Mr. Dows. Charles F. Murphy, Jr., a nephew of the Tammany leader, is the vice-president and treasurer of the company.

The British-American Cigar Stores Company's main offices are located at 480 Lexington Avenue, and their six stores are: 50 East Forty-second Street, 225 Fifth Avenue, 400 Madison Avenue, Grand Central Station, Broadway and Seventy-second Street, and Park Avenue and Fortieth Street.

In an interview with Attorney Ludvigh, yesterday, he told a WORLD man that he had retaken the Grand Central stand from the marshal, and would gain possession of the Seventy-second Street store today. He further added that it looked to him like the assets of the company would not aggregate over $10,000, if that much. Mr. Ludvigh has had many years' experience in tobacco failures, and says that the British-American stores bookkeeping methods were out of the ordinary. When he asked the manager of the Seventy-second Street store at what figure he appraised the value of the stock in that store, the manager gave him $7000 as the figures. This estimate was on the selling price of the goods, not the cost. As a matter of fact Mr. Ludvigh thinks $3000 a liberal figure.

(Continued on page 17.)

Mr. Johnson Leaves for Porto Rico

HARRISON JOHNSON, Vice-President of the Cayey-Caguas Tobacco Company and general manager of their interests in Porto Rico, sailed for New York last Saturday, homeward bound. Mr. Johnson arrived here from Europe on the "Lusitania" last week and has been in conference with F. R. Hoisington and other officials of the Company in New York, for several days past. He is most optimistic as to the outlook for their business and stated that the Porto Rican crop for this year promised to make amends for several years of anxiety and mediocre results to which the manufacturers had been subjected. There are some heavy batches of orders for "Savaronas" down in Cayey which are awaiting Mr. Johnson's attention when he gets home, and he expressed an eagerness to get back to the island.

"Fifth Avenues" Going Good

I. B. Krinsky reports a rapidly growing business with his "Fifth Avenue" brand of cigarettes, the orders for these cork-tipped smokes keeping his factory rushed to capacity. From Boston comes the news that "Egyptian Heroes" and "Fifth Avenues" are having the call among discriminating smokers.

W. I. Pixley, the western representative of the firm, writes his employers that the Coast is taking to "Egyptian Heroes" far beyond expectations and that the orders are coming fast.

Cayey Caguas Refurbishing Their Offices

Visitors to the warerooms of the Cayey Caguas Tobacco Company, of Water Street, during the past week, have found the home of the "Savarona" in the hands of paperhangers and painters who are giving the offices and counting room a thorough Fall overhauling.

Henry Levi, President of the Levi-Kaften Company, was reported in Chicago last Saturday and doing well on their new brand of Porto Rico cigars. Mr. Kaften will return to New York in a few days.

Duys & Company Secure 400 Bales

Last Friday, witnessed the last of the Fall inscriptions in Amsterdam for the sale of Sumatra tobacco, and proceedings over there are now closed until Spring. H. Duys & Company, of 170 Water Street, New York, whose purchases were of such a heavy and sensational character during this current year, garnered in several hundred more bales of light tobacco at the September inscriptions to replenish their stock and meet all winter needs on the part of their customers.

This has been a red-letter year in the history of the Duys' business and their purchases for stock purposes were easily in excess of any other individual concern who attended the inscriptions.

American Sumatra's Banner Crop

JULIUS LICHTENSTEIN, President of the American Sumatra Tobacco Company, arrived back in New Work from a ten days' visit to the Company's plantations, Quincy, Fla., and Amsterdam, Ga., last Thursday, and his enthusiasm over the new crop of Florida shade-grown was unbounded.

Mr. Lichtenstein says that the fruition of years of hard and intelligent work seems to be at hand, in the output which they have this year. The various farms almost without exception have yielded, not only abundantly, but the most beautiful quality of soft, desirable shaded leaves and users of shade-grown wrappers have the finest opportunity possible to turn out extraordinary goods insofar as the raw materials are concerned.

New Vice-Presidents of American Tobacco Company

To succeed P. J. Hanlon, who has recently retired, Benjamin B. Hampton has been elected a director and vice-president of the American Tobacco Company.

W. H. O'Brien has also been elected a vice-president, succeeding M. C. Patterson. Mr. Patterson resigned from the American Tobacco Company the first of this year, and is now the head of the Patterson Tobacco Company, an independent concern.

Mr. Hanlon has retired from the tobacco business.

The election of Mr. Hampton gives the American Tobacco Company a full board of directors once more.

Mr. Hampton has only been directly affiliated with the American Tobacco Company for about a year and a half. However, away back in 1900 he was in charge of the American Tobacco Company's business for a large advertising agency. He acted in that capacity for some six years, and then entered the magazine field, starting the magazine bearing his name. He was in that business for about five years.

As vice-president of the American Tobacco Company, Mr. Hampton will be the actual head of the smoking tobacco department, although he has been virtually acting in this capacity for some months.

John Wardlow in New York

President John Wardlow, of the Ruy Lopez Company, left New York on Saturday last, after a very pleasant trip of recuperation and business. He goes back to Key West weighing some eleven more pounds than he did when he started on his Northern trip, despite a strenuous social time in Providence, Philadelphia and elsewhere. He states that their factory is running full up now, and that the general outlook is better than it has been for many months. During the past six months, since Mr. Jockel took hold of the New York and sales end of the Ruy Lopez factory, a marked improvement has been made in the distribution of their goods.

During his stay North, Mr. Wardlow spent several days in Philadelphia as the guest of his warm personal friend, Godfrey S. Mann.

Lozano-O'Keefe Nuptials

ONE of the smartest of the Fall weddings was that of Faustino Cornelius Lozano and Miss Marguerite Marie O'Keefe, which took place in St. John's Chapel, Brooklyn, N. Y., on September 24th.

Mr. Lozano is the well-known head of the clear Havana house of F. Lozano, Son & Company, and has been rated by his friends as a confirmed and lifelong member of the Bachelors' Club, so that the announcement of his wedding came as a distinct surprise to hosts of friends.

The bride is a most charming woman who has been socially prominent in her home town, and is possessed of many accomplishments.

Cigar Clerk Held as Thirty-Cent Thief

After losing a great deal of money through overleniency, the United Cigar Stores Company have determined to break up petty peculations on the part of their clerks and have served notice that in future they will prosecute thefts, however small. On Sunday last, Paul Derman, a clerk in a United Cigar Store at 1050 West Chester Avenue, was held in $500 bail for court, charged with stealing thirty cents.

A fellow clerk testified that he saw Derman sell two packages of cigarettes and failed to ring up the sales on the cash register.

The United Company claim that they pay their clerks excellent wages and that rigid honesty is demanded.

Darius Cigarette Store on Fire

The recently-opened cigarette store of the Darius Cigarette Company, at 1488 Broadway, on the first floor of the big twelve-story building at the corner of Forty-third Street, was visited by a fire at 3 o'clock last Sunday morning which was probably caused by the crossing of electric wires.

The store was fitted up in strictly Oriental style, divans, pillows and expensive hangings imported from Turkey, and these were damaged to the extent of about $1500.

Ed. Wodiska, of Corral, Wodiska & Company, Tampa, Fla., the manufacturers of the "Julia Marlowe" brand, has been in New York for ten days past, a guest at the Hotel Astor. Mr. Wodiska made a oneday trip to Philadelphia last Saturday and stated that they were loaded up with orders enough to keep the factory running full until the new year.

British-American Chain Breaks

(*Continued from page 15.*)

He states that he will continue to conduct those of the stores that show any profit until a trustee is appointed. It is stated that the receipts of the stand in the Grand Central Station have dropped from a total of $175 to $200 per day to as low as $50, owing to the scanty stock carried.

This is a fine stand and should, under proper conditions, be an immense money maker.

Mr. Ludvigh will be remembered as the attorney for the receiver who straightened out the affairs of the L. W. Coon failure several months ago.

The British-American Cigar Stores Company spent large sums in defending a suit brought against them by the British-American Tobacco Company, for an infringement of firm name. The bankrupt company won the first skirmish, but the case is now on appeal.

AMERICAN TRADE INFLUENCES IN LONDON

Interchange of Selling Methods Beneficial—Foreign Office to Break Into Exclusive Stands—Want Bonus to Handle Products

E. S. LUCEY, of the Philip Morris & Company, Limited, arrived home from his annual trip to the London headquarters, about the first of last month and a few days since, talked most entertainingly to a "World" man about the steady injection into the British commercial life, of the best selling methods characteristic of American trade.

During the past year, several of the prominent attaches of the Philip Morris Company, Limited, in London, have visited the New York headquarters and several of the best of the New York force have been in England, and this interchange of ideas and visits has proven most beneficial.

Mr. Lucey stated that the pleasure of his trip to London was largely enhanced by going around with the various salesmen there and giving them hints as to how the American distributor gets his goods into clubs, cafes and hotels which seem almost impregnable.

"It may seem odd to the American manufacturer," said Mr. Lucey, "but in London, certain hotels, especially the older ones, will not handle a brand of goods unless they receive a direct cash consideration, in amount as high as a thousand dollars for stocking a certain brand of cigarettes, and this is no guarantee on their part that they will even attempt to push the sales."

The idea of getting assistance in the selling end from the girl behind the counter, or the waiters in the cafes and clubs, is gradually being introduced into London, but is a novelty at that. Mr. Lucey cited an instance in which he called for a package of Philip Morris cigarettes in a prominent cafe in London, and when the waiter brought two packages, he made him a present of one to note the effect. The day following, in company with one of their salesmen, he visited the same cafe and was astonished to learn that his action had been heralded all around the place and that a most friendly feeling had been created by a little courtesy which is practically a custom in the United States.

The new hotels in London are not clinging to the old idea of demanding a cash bonus for stocking goods and it is probable that ere long this gouge will pass out of existence. Nevertheless, it is an open question as to whether it would not be better for a manufacturer to be able to walk into a place, pay his money, and positively know that his goods were on sale, rather than to submit to the continued purchase of the favor of a lordly head waiter and his subordinates, as is the case in America, and especially in New York. Many an alert salesman in New York City, has seen months of hard work go by the board when a head waiter or a cigar clerk in one of the leading hotels or cafes has been discharged.

Of course, Mr. Lucey concluded, many of the methods, in constant use in the States for the distribution of goods, would be considered impracticable in London, but nevertheless, each succeeding year, he finds that some seed thought planted on a previous visit, has blossomed into a full-grown action and good results have accrued therefrom.

Eddie Leww is the new owner of the cigar store at Eighth Avenue and Ninth Streets, Altoona, Pa.

IRREGULAR PAGINATION

I WAS asked by an observant citizen the other day if manufacturers who had adopted unique or curious names for their cigars, had met with any marked success in pushing their product and the man was astonished when I told him that the "Liar" cigar, made by the C. H. Plitt Cigar Company, York, Pa., and the "Rotten" brand, made by D. M. Frank & Company, New York, had both proven big successes for their makers.

The family by the name of Damn is probably the best advertised one in the United States, but a new claimant has arisen in this field in the shape of a family named "Hell," who are located in the little town of Farrell, Pa. The head of the house, Conrad Hell, is a wideawake citizen in every sense of the word, and in addition to being a manufacturer of ice cream, also runs a cigar counter in his store. He has a quaint sense of humor also, and emblazoned over the front of his shop reads one sign: "Ice Cream from Hell is Guaranteed Pure and Cooling." Still another sign bears the inscription: "Have you Been to Hell? It's the Coolest Place in Town." A stranger entering the main street of the little village is confronted by a big bill board reading: "Hell is Here. Hell is Always Open. Don't Miss the Place."

In taking care of his cigar business, the worthy Conrad figured out this one: "For the Best Smokes Go to Hell."

The piece de resistance is a sign representing a young couple eating ice cream and the young woman saying to her sweetheart: "Hell for Mine, Always."

Several stogies have been named after his Satannic Majesty, notably the "Red Devils," "Black Demons," and likewise, but we have never yet encountered a cigar named "Hell," though Herr Conrad may decide to make them before long.

* * *

A horse that chews "fine cut" was the latest tale that a Western jobber handed me the other day. He says he knows the man that owns it, and that the horse is now an habitual user.

"Bill," a seven-year-old horse, who is supposed to have his home in Kansas, makes several trips a week to town with his boss. Tobacco is an acquired taste with "Bill," due to his curiosity over a bundle of six packages of "fine cut" which his owner laid down by the hitching post one day when "Bill's check-rein was loose.

Attracted by the glittering cover of the packages, "Bill" leaned over and sniffed, and then took the whole bundle in his teeth. Just at that moment his owner appeared at the door of the store and with a yell started to rescue his "smokin'." "Bill" gave a shake of his head, the string broke, but two packages remained in his teeth, and before the owner could interfere they disappeared, paper and all, in the horse's mouth.

For a while the owner was worried, but "Bill" showed no ill effects of his indulgence. The story spread about town and the next time the horse showed up several of the "loungers" tempted him with more tobacco. "Bill" did not refuse, and soon he was chewing cut plug. Now when he comes to town he refuses to leave the hitching post until he has been bribed with at least one package of "fine cut."

The owner thinks that tobacco chewing is keeping the horse healthy, and for that reason "Bill" gets his "fine cut" regularly.

* * *

We, in Philadelphia, are still privileged to enjoy our perfectos on certain of the street car lines, and I was enjoying both the fresh air and my cigar recently when a fellow smoker seated himself beside me and critically examined a splendid looking Havana.

As we were both of right good heft, I unconsciously edged over a trifle to allow him to secure the match, which I assumed would be in his left hand pocket, from the fact that my own supply is carried there.

Imagine my surprise then when he coolly lifted his cane, snapped a nickel slide up toward the handle, and behold there was a lighter concealed underneath.

Securing the desired light, the nickel was snapped back into position, the cane resumed its natural appearance, and the lighter was ready for use again.

* * *

I doubt very much if the average cigar merchant appreciates as he should the extraordinary range of smokers' novelties which are made in the United States and which could be handled in any retail shop quickly and with profit.

I walked into the beautiful store of the International Silver Company, on Maiden Lane, in New York, the other day, and was amazed to see that three counters were entirely devoted to the exhibition of beautiful articles in silver, gold and glass for the use of the smoker and the luxurious furnishing of a smoking room. Ash trays, from ten cents to $250, give some idea of the range of this simple little article and yet one always indispensable, if neatness is to be considered.

A particularly beautiful smoking set in bronze and glass was marked $95 at retail and the courteous clerk assured me that many of them were readily sold over their counter.

In cigarette cases, alone, I counted something like seventy-five patterns in cheap silver, and these are also made up into the finest combinations of gold and precious stones.

It impressed me as rather odd, that even in the best shops of the country in which I have called, I have never seen any assortment which would be calculated to attract the attention and dollars of men who invest annually, hundreds of dollars in the most seductive of all luxuries.

I would like to see some alert dealer put in a stock similar to this and find out how he made out with the goods.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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As indicated in our last issue, the Conference Committee of the House and Senate both agreed last week that the provision of the Underwood Bill, concerning the manufacture of imported tobacco in bond, should remain in the measure, practically as originally drafted. The only changes made were at the suggestion of the delegation of Tampa manufacturers acting through their Congressmen and the Treasury Department. These changes make more explicit the intent of the bill and specifically state that the duty which the manufacturer must pay will be on the leaf tobacco used in the making of cigars in bond, at the rates prescribed in the tobacco schedule and not on the finished goods themselves. The much-desired special stamp feature remains intact.

In Bond Proviso Stands

This radical innovation in the production of Havana cigars in the United States is regarded by many intelligent manufacturers as a coming panacea for much of the distress to which they have hitherto been subjected, but nevertheless, the actual operation of the law will be necessary to determine results.

Sure it is, that an honest manufacturer who sends his goods out from Tampa or wherever it may be, with a Government stamp affixed thereon, mutely testifying to the honesty of the goods contained in the box, is in much better shape ethically to fight for his business against the man who guarantees his goods by word of mouth to be all-Havana and who is cheating his trade.

The mere fact that if a manufacturer *does* make his goods in bond, and *does use* clear Havana tobacco through and through, that he will be able to back his products with a Government guarantee and stamp, will likely tend toward the discouragement of the practice of introducing domestic tobacco into so-called clear Havana cigars, and thus lead to larger importations of Havana tobacco and, ergo, more duty.

There is no question that several of our Tampa factories will at once take up the privilege accorded them when the new law becomes effective and it will be practically up to these pioneers to work out for the Treasury Department and themselves regulations which will be equitable and effective for the proper carrying out of the new legislation.

If the law proves the boon which its sponsors fondly believe it will, a great step forward will have been accomplished in the cigar manufacturing industry and vast credit should accrue to men like E. C. Berriman and others, who have devoted so many days of labor and large sums of money towards securing the privilege. If it fails, then at least, no serious damage has been done and manufacturers can look to some other source to relieve their ills.

Following close upon the announcement from London, that the big chain stores of Baker & Company had passed their regular dividend at the last meeting of the Board of Directors, comes the announcement elsewhere in this issue, of the failure of the British-American Stores Company, which was organized to operate a chain of retail cigar stores in New York City and elsewhere.

Chain Stores as Money-makers

It seems quite apparent that the conduct of a number of retail shops is not the simplest matter in the world, and when the present terrific state of competition is considered, the lot of the chain store owners is not as enviable as some people might believe.

The success of the United Cigar Stores Company has been due as far as can be judged as much to the superlative genius shown by its officers in real estate matters, as to the actual merchandising of cigars and tobacco, and we believe that if the inside facts were brought to the surface, it would be found that this company would have been wholly unable to have made the strides which it has, were it not for the profits which have been at their command from the leasing of valuable corner sites all over the country, rearrangement of the stores, and sub-letting in many cases at a tremendous profit, in addition to getting their store rentals free.

Sure it is, that only a few seem to be born to the mantle of running chain stores successfully, it is a question as to whether the introduction of further competition in this line of business will not lead to a heavy reduction in the volume of profits of everybody concerned.

In England, the chain stores have been having a hard time, from all that is reported, and the bitter warfare which has been carried on in several of the large cities recently between two or three of our chain concerns, has undoubtedly cut into the profits to an amazing extent.

The action of the United Stores in adding confectionery, soda water and stationery to their tobacco stock, indicates plainly that the pace is very stiff.

"Opportunity takes very little rest. You can meet her every morning most any time after daybreak." You shut your eyes to her when you fail to advertise your brands in "The Tobacco World."

PHILADELPHIA.

Liggett and Myers Close Plant

THE plant of Liggett & Myers, located on Vandever Avenue, near Market Street, Wilmington, Del., has been closed and the machinery shipped to Philadelphia, where it will be utilized in the company's large plant at Third and Ontario Streets. More hands will be taken on in Philadelphia, and the Wilmington factory will be permanently closed.

The factory of Liggett and Myers adjoined, in Wilmington, the plant of P. Lorillard & Co. It is understood that the latter company will take over the vacated property and increase their own capacity. The Liggett and Myers factory is said to have employed 300 hands, most of whom were girls.

Mr. H. F. Jeffries, of the Philadelphia office of Liggett and Myers, when queried as to the cause of the removal of the Wilmington plant to this city, declared that it was for economic reasons only, and that the Third and Ontario Streets factory would receive the benefit of increased capacity.

Steady Work on "44's"

The business of the "44" Cigar Company this year is, so far, much in excess of the same period during 1912. The factories are running to full capacity to take care of the increased demand for "44's" and "Adlons." The way in which orders are piling in bid fair to make 1913 a banner year.

M. A. Funk, secretary and sales manager of the "44" Cigar Company, is in Chicago for a short visit, arranging with the Henry Horner Company, Western distributors, to care for the large volume of business that is developing in Chicago on "44's" and "Adlons."

Benjamin Lipschutz, president and treasurer, has left on a trip through the Middle West, ending his route in Chicago.

M. Zander and son, G. Zander, continue to have exceptional results on the "44" through the work they are doing with the Southwest distributors.

F. D. Crawford, who has been ill at his home in Binghamton, N. Y., is convalescing and expects to be on his territory again in a short time.

W. H. Nicholson, Middle South representative, has been visiting the factory, bringing with him on the trip a heavy list of "Repeat" orders from his distributors.

Heavy Orders on "Havana Ribbons"

William Deiches & Company, Baltimore distributors for Bayuk Brothers, have been forced to increase their orders on "Havana Ribbons," owing to the heavy duplicating on that brand by their tributary houses.

In the interest of William Deiches & Company, J. C. Revercomb and his assistant, Mr. Creech, are conducting a campaign on "Havana Ribbons," throughout North and South Carolina.

Link & Company, distributors for Buffalo territory for Bayuk Brothers, are receiving the benefit of a strenuous campaign in their behalf conducted by Dave S. Achenbach and Joseph McFetridge. Mr. McFetridge has recently finished a successful campaign for Lewis Killeen, distributor for Schenectady and the vicinity.

McGreenery & Manning, who sell "Havana Ribbons" for Boston territory, report heavily increasing sales on that brand. The orders from the retailers to that house have been augmented by the excellent work of M. M. Wilson, the representative in the New England States for the manufacturers.

"Counsellor," the well-known cigar manufactured by the house of Allen R. Cressman's Sons, is receiving an introduction into Indiana territory through W. A. McIlwain, the wide-awake representative of that firm.

The line of "La Flor de Portuondo," is proving its quality and selling merit in the South if the heavy orders coming to the office offer any indication of the demand. W. E. Gumpert, who is now hitting the trail through Pensacola and Jacksonville, is sending in plenty of repeat orders and the factory is working to its capacity. The strength of this line of smokes is being proven in Chicago by the pleasing order sheets that Warner Searles is mailing to the house.

"Stratford" in New Shape

The El Draco Cigar Manufacturing Company are just putting out a new size in their "Stratford" which has met with instantaneous success. This is the "Oetit Coronoa" shape which retails at three for a quarter, and the goods are equally attractive when compared with the other sizes of "Stratfords."

William L. Crook, the well-known Atlantic City jobber, has been doing a rushing business on this brand during the past few weeks.

"Havana Ribbon" Boosters at the Seashore

Bayuk Bros., makers of the famous "Havana Ribbon" cigars, recently gave their officers, office heads and city salesmen a week-end visit to the seashore mecca, Atlantic City, where all were splendidly entertained and in addition banqueted at a well known beach front hotel.

Those who enjoyed the hospitality of the house had a souvenir photograph made. The members of the party are as follows: Reading from left to right (top row)—John Hill, city salesman; J. E. Jenkins, city salesman; P. C. Wasleski, city salesman; (second row)—Max Bayuk, vice-president; George Pruit, city salesman; James McMann, city salesman; Meyer Bayuk, treasurer; E. D. Koerwer, traffic manager; (sitting)—Harvey L. Hirst, office manager; J. J. Shea, sales manager; Elwin Geipel, city salesman; Samuel Bayuk, president; Max Gartman, general superintendent; Maurice Leonard, advertising manager.

Philadelphia Notes

New Store for Godfrey S. Mahn

GODFREY S. MAHN, the prominent importer and retailer of New York and Philadelphia, has just leased the splendid big store at the southwest corner of Second and Chestnut Streets, Philadelphia, and after extensive alterations are made therein, will open another store there about November first. This gives Mr. Mahn three of the most desirable sites in Philadelphia for the conduct of his retail business, and the new store will be particularly well located to handle seashore and suburban trade of a high class from which he draws the principal part of his business.

New territory is being invaded in the interests of the "Bold" cigar when L. M. Walters strikes Kentucky. This capable salesman will follow his route through Virginia and West Virginia upon finishing his missionary tour in the "Blue Grass" State.

Mr. Staples, of the Park & Tilford sales force, has been in Philadelphia during the past week and gathered in his usual assortment of heavy orders on "Hoyos," "Nightingales" and "Mi Favoritas."

Robert Boltz, of Boltz, Clymer & Company, left last week, for his regular Fall trip on "El Palencias," which will take him as far west as the Pacific Coast, where his goods enjoy special popularity.

Henry Reisenberg has been in New York for the last few days seeing his family off for Europe. Before returning to his territory to boost the "Bold" and "Discriminator" brands he will stop off in Philadelphia and visit the factory.

W. R. Taylor has been in Philadelphia during the past week in the interest of the Anglo-Egyptian Cigarette Company, which he owns.

While on his way to Memphis, Tenn., F. H. Beltz, of Schwenksville, Pa., manufacturer of the popular "Autocrat" cigar, stopped off to pay a visit to the Philadelphia trade. He reports business good and looks forward to an encouraging holiday season.

The well-known Detroit jobber, J. L. Marcero, is informing the trade with neat and attractive cards, of his success in securing the exclusive right to distribute "Bold" cigars in the State of Michigan.

Ben Straus, of Rey, Straus Company, and W. W. Rosebro, of the Morgan Cigar Company, are two representatives of Tampa factories who have been in Philadelphia during the past week.

OBITVARY

L. P. Bissell Dead

BEAVITTE POMEROY BISSELL, head of the Bissell-Graves Company; and proprietor of the tobacco growing concern, and proprietor of W. G. Drake & Company, the cigar factory in Suffield, Conn., died suddenly in Buffalo, N. Y., on September 24th, aged forty-eight years. Mr. Bissell had been away from his home on an automobile trip for some time past and on his return, contracted a severe cold which rapidly grew worse and finally compelled him to stop at Buffalo for medical treatment, where the end came.

He was born in Suffield, April 18th, 1865. In 1888 he married Miss Mary Weston Gilbert, of Suffield, who survives him with two children, Arthur G. and Mary W. Bissell. He is also survived by his mother and a brother, Hon. Charles C. Bissell, who was the Republican candidate for Congress in this district last Fall. He was well known in fraternal circles, being a member of Torrington Lodge of Elks, Apollo Lodge, A. F. and A. M., of Suffield, Washington Chapter, R. A. M., of Suffield, Washington Commandery, K. T., of Hartford, Sphinx Temple, A. A. O. N. M. S., of Hartford, and Gideon Granger Lodge, K. of P., of Suffield.

Lyndon W. Powers

A stroke of paralysis caused the death of Lyndon W. Powers, at his home, 1229 East Fifty-third Street, Chicago, Ill., on September 20th. For many years Mr. Powers was associated with Berriman Brothers in the cigar business, and later became president of the National Cigar Store Company.

Mr. Powers is survived by a widow, a son and a daughter. The deceased was fifty-nine years of age.

Henry Bruns

Henry Bruns, cigar manufacturer and merchant of Concord, N. H., died suddenly this week.

Henry Bruns was a native of Cincinanti, O., aged fifty-three years, and leaves a brother and sister, Mrs. Mary Klaus, of Oakland, and Benjamin Bruns, of San Francisco. His sister was a heavy loser in the recent floods in Ohio and when he learned of her plight Bruns and his brother forwarded funds to bring her to California and she arrived a few days ago. Bruns came to Concord several years ago and opened a tobacco store.

Max Tischler.

Max Tischler, a cigar manufacturer, died in one of the local hospitals of Norfolk, Va., on September 8.

The deceased was a native of Prussia and was in his fiftieth year. He had lived in Norfolk for thirty years, was well known and highly esteemed.

Mr. Tischler is survived by one son and three daughters. He was a Mason and a member of the Owls.

Samuel Prince

After a brief illness, Samuel Prince a retired cigar manufacturer, died at his home, 1942 Lexington Avenue, New York, of diabetes. The deceased was seventy-eight years old, and for fifty years had been active in politics and in Jewish charitable affairs.

Mr. Prince is survived by two sons and three daughters.

Ralph A. Ladd

Ralph A. Ladd, for many years associated with Lorillard & Co., in St. Louis, died in that city on September 17th.

Mr. Ladd was a brother of Captain John Ladd of the Confederate troops who fired on the German troops at St. Louis, at the outbreak of the Civil War.

The deceased was 66 years old.

Maurice Schlesinger.

After an illness of eleven weeks, Maurice Schlesinger, for thirty years wholesale tobacco dealer of Worcester, Mass., died of cancer of the intestines, on September 9, at his home, 4 West Street.

Mr. Schlesinger was born in Jassi, Roumania, and spent his younger days there, coming to this country when he was about thirty years old. His first venture was to sell rubber stamps, but within a year he had saved enough money to start in the wholesale tobacco business. The deceased was sixty-one years old and a Mason.

Mr. Schlesinger is survived by a widow, one son and one daughter.

Francis M. Sprewenburg

Francis M. Sprewenburg, a retired cigar manufacturer, died at his home, 196 Powers Street, Brooklyn, at the age of fifty-eight years.

D. A. Rawley.

D. A. Rawley, for more than fifteen years a manufacturer of tobacco in Mt. Airy, N. C., died at the home of his son, J. P. Rawley, in Greensboro, N. C., on September 7.

Acute indigestion was the immediate cause of Mr. Rawley's death, but he has been in failing health for some time and has been traveling from state to state seeking relief.

The deceased is survived by a widow, five sons and one daughter. Two brothers are also living.

Henry C. Lester

Henry C. Lester, seventy-six years old, died of asthma in Martinsville, Va., on September 18th. Mr. Lester was for many years an active business man and was engaged in the manufacture of tobacco. At the time of his death he was second vice-president of the Danville and Western Railroad. Mr. Lester was a director of the leading banks and one of Henry County's wealthiest citizens.

The deceased is survived by a widow and one sister.

Jackson H. Kelley, of Salomon Brothers & Stern, is on his way West to Omaha and is sending in some excellent holiday orders on "Aplomos."

S. Rolfe, Tallahassee, Fla., having disposed of his cigar business to H. Wahnish and H. Ball, has moved with his family to Savannah, Ga., where he intends to continue in the same line.

New Factory for Fleck Cigar Co.

The Fleck Cigar Company, with main factory located on Orange, near Chestnut Street, Reading, Pa., filed a bond in the sum of $3000 with Deputy Revenue Collector F. W. Cranston for the purpose of operating an additional factory, which will be located at Fritztown.

This is the only village in Western Berks in close proximity to the city, where available help can be procured, all other towns in Western Berks having large cigar factories. The Fritztown plant will start with forty hands.

CLUBDOM SMOKING No. 3

THE CITY CLUB, 315 Plymouth Court, Chicago, Ill.

(This is the third of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

DOWN on Plymouth Court, in Chicago, is a six-story clubhouse sheltering one of the more unique organizations in clubdom. The building is the home of the City Club of Chicago, an organization devoted to the best civic interests of the city. The clubhouse is a center for civic work, and its halls are devoted to exhibits of all sorts which bear on the interests of Chicago. The club has done notable work along lines of housing, civic planning and general improvement of municipal affairs.

The clubhouse provides complete facilities for its work. Large halls devoted to exhibits, rooms for conferences and committee meetings, dining rooms and banquet halls, make up an equipment unique and complete for the work of the organization. The main dining room has been constructed especially for such purposes, being free from columns and designed to reduce noise to a minimum. A balcony has been built to afford those who desire to do so, an opportunity to hear the after-dinner speeches without attending the banquet.

The club membership is recruited among the men deeply interested in civic affairs. A review of the names of the standing committees would show as members men prominently identified with all phases of work looking toward the betterment of conditions in Chicago. And affiliation with the affairs of the club insures one's standing in Chicago in any branch of the work.

The club was organized in 1903, to "bring together in informal association as many as possible of those men—who sincerely desire to meet the full measure of their responsibility as citizens—" according to the circular issued at that time. J. V. Farwell presided at the meeting of organization December 5, 1903, at which the club was launched.

The first quarters of the club were taken immediately after the organization, and sheltered the organization until 1905. They consisted of a suite of rooms at 178-180 West Madison Street. In 1905 the club moved to more commodious quarters at 218 South Clark Street, and in December, 1911, moved into the present clubhouse, which at that time had hardly been completed. The property is held on a ninety-one year lease.

The membership numbers such old warhorses as George C. Sikes, one of the leading fighters in the long battle which cleaned up the Chicago City Council, shook loose the grip of one of the most pernicious traction rings that ever existed and made of a body, once a by-word for corruption, one that now compares favorably with any in the land. Among the younger figures in the same fight, who is prominently identified with the club is Professor Charles E. Merriam, the "professor-alderman" who waged such a spectacular campaign for the mayoralty two years ago, and who is still a prominent figure in local Progressive circles. The secretary of the club, George Hooker, also is a big figure in these stirring battles.

A name formerly almost synonymous with the work of cleaning up Councils is that of Walter L. Fisher, formerly a president of the club, and nationally known for his work of investigation of the Alaskan coal and mineral lands problem. Another man in a somewhat different line of work is former vice-president Julian W. Mack, now a judge of the Commerce Court. Victor Elting, Alfred L. Baker and Henry Baird Favill are other widely known former officers. And included in the list is the name of the famous philanthropist and worker, Raymond Robins.

The list of addresses, conferences and studies given and held by the club is an imposing one. Typical subjects are "The Draft Franchise Ordinance for the Chicago City Railway Company," by the counsel for the city; "Municipal Conditions in New York City," by William Travers Jerome; "The Need of a New Primary Election Law," by ex-Governor Charles S. Deneen; "The Proposed Solution of the (Chicago) Railway Terminal Problem," by Frederic A. Delano, Isham Randolph, Jarvis Hunt and Dwight H. Perkins, and "Municipal Home Rule," by the late Tom Johnson, indicate not only the character and scope of the club's work, but also the standing it enjoys among the leaders of the nation.

The cigar counter occupies a recess off the main entrance corridor. The front of the counter is hidden by a heavy oak screen, the stand and space it occupies being trimmed exclusively in dark oak. It is equipped with a capacious humidor, large enough to hold a big stock for a considerable period. The buying is done by the club manager, J. R. Eignan. Edward McCarthy is in charge of the counter.

The trade at the counter is unique in many respects. The club is not a residence club, and this makes toward a more transient custom. Another peculiar feature is the light trade in cigarettes. Most of the trade is in "after-dinner smokes," and tends largely to cigars of the heavier sort.

Continued on Page 24

TAMPA TIPS

Gratifying Increase in Fall Orders—Salesmen Motorists Catch a Fine—Ives Daylight Producer to Receive Demonstration Before Manufacturers—Customs House Collections Show Gain

TAMPA, FLA., September 26th.

OUR factories here report a continuous increase in the volume of orders received daily and, almost without exception, all of them have their tables entirely filled with cigarmakers, and wherever possible are snapping up additional hands to take care of present needs.

Announcement card received in the city today, detailed the wedding of "Tino" Lozano, head of the Lozano factory here, and congratulations have been wired North in large numbers.

Salvador Rodriguez, the efficient head of the "Charles the Great" factory, has been busy the past week inspecting the first shipments of the tobacco which he purchased in Havana on his recent trip. Mr. Rodriguez bought about 2,000 bales, including some of the finest vegas of Vuelta Abajo, which he has had in a long time.

The friends of Samuel Bennett, the capable city salesman for Eli Witt, and John M. Carlisle, who has been pushing the "Polo" cigarette for Liggett & Myers in Tampa recently, have been giving them a quiet chuckle on their arrest in West Tampa last week for outraging the dignity of that city by driving their auto through it, too fast. The pair of eminent hustlers were taken in custody near the West Tampa Golf Club, and the Mayor of West Tampa plastered a $7 fine on Mr. Bennett.

Manager Parker, of the "Julia Marlowe" factory, states that they are loaded to the limit with orders. Manuel Corral, of the firm, is at present in Atlantic City.

A. L. Cuesta, of Cuesta, Rey & Co., is expected here in a day or so, being at present in New York, where he is making a short stop after his European trip.

The manufacturers of this city are to be given a demonstration by Manager Roscoe Nettles, of the Tampa Gas Company, of the recently invented Ives Daylight Producer, which is an invention of Professor Ives, of Philadelphia, whereby a simple arrangement of gas lamps over colored glasses produces a perfect white light, under which the most delicate variance of shades can be detected. The use of this invention in cigar factories would prove a wonderful boon, especially in rush times.

L. B. Gunst, manager of the Gunst plant here, who has already inspected the Ives device, says that it does the work perfectly, and that cigars can be matched under the light equally as well as in daytime.

Celestino Vega, who recently returned from Europe, is absent in Havana on a flying trip to secure some much-needed tobacco. He is expected home next Monday.

Jerome Regensburg, of E. Regensburg & Sons, returned to Tampa last week from a short trip to New York, and is busy at their big factory shaping up the flood of holiday orders which they have on hand.

The baseball nine of the Romeo y Juliette factory, of Havana, has been in Tampa for ten days past, and has won several creditable victories over strong teams here.

William Solomon, who covers this city for the P. Lorillard Tobacco Company, left last Wednesday after a few days' stay here, during which he landed some good orders.

The custom collections for last week totalled $48,803.64, a gain of over $10,000 of the preceding week and of over $7,000 for the same week of last year, which indicates that our manufacturers are importing quite a lot of tobacco from Havana, the principal source of the income of this office.

C. Corral, of Corral & Wodiska, left here last Sunday for a quick trip to Havana.

Guy Marvin, who has been travelling Tampa for the Liggett & Myers Tobacco Company for some time past, left here last Monday and stated at that time that it was probably his last trip over this territory, as he was shortly to be transferred to another section.

Ernest Berger, of the Tampa-Cuba Cigar Company, and E. Pons sailed for Havana last Sunday to purchase tobacco.

PERFECTO.

Cigar Man for Mayor

The allied forces of Democratic and Progressive parties in Rochester, N. Y., have recently fused and named George S. C. Staud, a cigar manufacturer of Rochester, as the fusion candidate for the Mayor of the city. Mr. Staud has been a prominent Democrat for years and the fusion forces think he has a fine chance for election.

"September Morn" as a Premium

This fall the general tendency in the tobacco trade seems to be to give something away. Bluebird pins have been given away with several band brands of cigarettes, scarf pins and watch charms have gone with "Bull Durham" to purchasers, pipes have been the offering with certain smoking tobaccos, and in fact premiums and novelties of every sort are rapidly coming into use as trade boosters.

A Western firm advertised the other day that they would give a copy of "September Morn" with every purchase amounting to two dollars. Many married men never realized what a low supply of tobacco they kept on hand until they saw that ad, then there were explanations at home as to why so much tobacco had been purchased that day, and even the picture failed to appease the wrath of some of the good wives.

Making Good for Klauber-Wangenheim

One of the Los Angeles cigar salesmen who has been making good from the start is A. Mussatti, who has successfully handled the entire foreign trade in and about Los Angeles, Cal., for the Klauber - Wangenheim Company.

A. Mussatti.

Mr. Mussatti is of Italian parentage and has quite a reputation as a linguist, speaking six different languages. This accomplishment gives him quite an advantage over other salesmen in meeting the foreign trade, as he does not feel the disadvantage of being unable to intelligently converse with the customer.

Mr. Mussatti has been connected with the Klauber-Wangenheim Company for a number of years and has met with success from the beginning. In addition to his work as a salesman, with a partner he conducts a retail store at 600 Fernando Street, where he is enjoying enviable trade.

Clubdom Smoking

Continued from Page 23

The club's own line of cigars, ranging from ten cents straight to three for fifty cents, has the call on the other lines. Another popular feature in the stock is the line of imported Havanas. The "Partagas," twenty cents straight, is a leading favorite, and the "Hoyo de Monterey" is a close second. The Bock y Ca line has quite a following. "Jose Vila," "Balano" and "El Accepto" in the fifteen and ten-cent lines, seem to enjoy the greatest favor.

As in cigars, the club cigarette at twenty cents is the leader among the "paper pipes." "Philip Morris," of the standard lines, is the greatest favorite, easily outselling the other brands in its class. "Melachrino No. 9" is the fifteen-cent leader. The counter carries some stock of the Virginia-Turkish variety, but the cheap cigarettes have practically no sale.

The transient character of the trade results in the absence of "cigar fans." There are practically none among the members who will hold forth on the merits of their favorite smoke. The trade is largely of the sort that is up to the counter man, being of the "I want a cigar" sort.

Los Angeles

Business Again on Its Feet—Morris Burke Ventures Into Retail Business for Twenty-seventh Time—Attractive Displays of "Naida" Cigarettes

LOS ANGELES, CAL., September 20, 1913.

YOU hear no kicks these days relative to "bum" business. Mr. Business is walking with his head up, having taken a brace since the vacationists settled down to real business again.

J. A. Neides, representing the firm of Frank Gerdts & Co., of San Francisco, Cal., is at the present writing working the San Diego territory in the interests of the "Naida" cigarettes. While working in this city, Mr. Neides has reaped much praise for his efforts to place this cigarette with the rest of the "sellers," he having placed "Naidas" cigarettes in not less than 580 retail stores in this city. No telling what the number of placements will be for his outside work; enormous, without a doubt.

Harry Havel reports one of the best months of his career, just passed. Mr. Havel is connected with the Klauber-Wangenheim Company, of this city. "Luxello," "Picadura," "Pippins," "Chancellors" and "Post Dispatch" are well worked by him, and he tells me his business in the past month has doubled over any other previous month he has experienced. The above cigars are handled by Klauber-Wangenheim in this territory.

Cameron C. Trau, manager of the cigar department of Haas-Baruch & Co., Los Angeles, informs me of a campaign just inaugurated on the "Charles Denby" 5-cent cigar. The factory has broached a contest with premiums attached for the salesmen of this firm. Mr. Heywood, calling on the city trade for this firm, leads all competitors by the scant margin of 28,000 cigars. This contest proves that Haas-Baruch has no "bunch of slouchers" in their salesmen, as they are all exerting their best efforts to get the premiums offered them for their work.

Morris Burke has once more ventured into the retail cigar business. He has bought from the Los Angeles Board of Trade the cigar stand and barber-shop formerly owned by Harry F. Gadeky, at 108 West Third Street, this city. Immediately upon taking possession Mr. Burke set to work to remodel the entire place, including the barber-shop. He has spared no expense in making this store come up to the wants of his customers, and many of his friends have become attracted to it by his generousness. He says the retail store will serve more for the purpose of advertising his cigars in this territory. Proof of this is readily seen by his attractive window displays of "Luxello," "Picadura Import," "Sylvania," and many other cigars for which he is sole agent in this section. He also carries a full line of clear Havana and seed and Havana, etc. It is an up-to-date cigar store he has charge of this time. This store Mr. Burke has named No. 27, he having taken hold of that many retail cigar stores in the past fourteen years. Saturday, September 20th, the opening day, he gave away one thousand "Rosa del Valle" and "Sylvania" cigars to the trade as an advertising proposition.

Woodward, Jones & Johnson are in the midst of a strenuous campaign on the clear Havana cigar of F. Garcia Brothers. Good results are being obtained as the fight goes on.

The "Optimo" cigar is holding its own and the Klauber-Wangenheim Company is feeling downcast that the factory cannot supply them in the amount desired. Their force of salesmen is sure giving the factory a great run.

E. E. Klauber, of the firm of the Klauber-Wangenheim Company, Los Angeles and San Diego, is at the present time at Lake Tahoe, in Northern California, with Mrs. Klauber, both enjoying a delightful vacation. They are spending their time chiefly in fishing, and judging from the reports Mr. Klauber is no piker when it comes to hooking the finny denizens of the deep.

Isie Klingenstein, of the Klingenstein Company, will leave for the mountains in a few days, for a much needed rest, after a successful business year.

R. A. Holt, of Holtville, Cal., was a visitor in this city a few days. He left for San Diego today.

The A. B. Greenwald Cigar Company is offering to the trade a 10 per cent. free deal on the "Mi Rey" clear Havana cigar. Mr. Reynaldo, of this firm, will look after the interests of this campaign.

The Max Roth Cigar Company received one hundred thousand "Bachelor" cigars, and the entire lot was immediately shipped out to fill back orders. The "El Wadora" cigar is proving a good seller for this house.

Dave Weinreich, of the Klingenstein Company, reports his business improving steadily.

Arthur Meyer, of Bustillo Brothers & Diaz, is due here Monday, in the interests of the "Henry the Fourth" line. These goods have been on the market here but a short time, but are fast becoming quite a factor in the Havana line hereabouts.

Anthony Schwam is in San Diego this week in the interests of the "Rosa del Valle" cigar. These goods are being given the benefit of Mr. Schwam's ability to introduce new brands and is already showing its heels to other brands in the Southern city.

M. H. Bessan is sojourning up the Coast, together with E. B. Haryman, of the American Cigar Company, where they are showing excellent results on the Densmore seed and Havana line.

E. D. Marshall, Jr., is giving "La Mazellas" away this week instead of selling them. This unusual extravagance is due to the recent arrival of a 10½ pound boy at his home. "La Mazellas" are going nice at present with Mr. Marshall.

The Klingenstein Company is putting on the market a new 15-cent cigarette, "Duke of York," manufactured by the Surbrug Company. The Klingenstein Company is sole agent for this territory. This firm recently received large shipments of "American Kings," and Mr. Klingenstein reports the finest workmanship he has ever seen turned out by the manufacturers, E. Regensburg & Sons.

C. N. McCormick, representing y Pendas & Alvarez Company, called on the Klingenstein Company this week and received a very large order for "Websters." Mac will be back in about three weeks.

The Klingenstein Company is building up a large business on "Admiration" cigars, and have placed a large number of window displays about town which are very showy.

H. H. Manley, representing the Havana-American, called on the Klingenstein Company in the interests of "Preferencia," and was very much elated to hear of the enormous increase shown on this cigar.

ALKALI.

Changes in the Trade

A. G. Philbrick and George H. Flynn, of Aberdeen, Wash., have united under the firm name of the P. & F. Co., and the Fairmount cigar store has been purchased from Boettiger Bros. The store in the Savoy block will be continued as it is for the present.

George J. Kuhn, Sr., of New Brunswick, N. J., who has been in the tobacco business on George Street for thirty years, has built a new structure at 355 George Street, occupied by the New Brunswick Trust Company. After their lease expires Mr. Kuhn will occupy part of the building.

Nathan L. Sobel, the well-known cigar manufacturer, who is making important changes in his factory, will add this important industry to the rapidly growing list of those of Lafayette, Ind.

The cigar store in the M. & F. Building at Glen Falls, N. Y., conducted for so long a time by Joseph Schmerhorn, has been purchased by George H. Gifford, who will take charge at once.

Howard Payne and John Drum, of Brazil, Ind., have purchased from J. Q. Adams his cigar store and ice cream parlor. Mr. Payne will give his personal attention to the new store at 520 West National Avenue.

The cigar store of A. J. Dune, Washington Street, Marquette, Mich., has been taken over by James La Plante.

Sussman Bros., the well-known St. Louis Grocers and wholesalers in tobacco, recently disposed of their entire stock of tobacco to a Belleville purchaser. Dave Sussman stated that $8000 had been the price obtained, though he was not at liberty to divulge the customer's name.

Having been thoroughly renovated, the Butterworth Cigar Emporium, South Lansdowne Avenue, Chester, Pa., now presents a very attractive appearance. Miss Florence Butterworth is manager.

William G. Lawrence is now operating the tobacco store at Hudson, Mass., formerly under the control of G. W. Parker.

Thomas F. Dumont has taken over the Arcade Cigar Store, located in the Miller Block, Springfield, Mass., formerly operated by B. A. Stewart. Mr. Dumont is experienced in the business, having been associated for several years with Arthur Blain, a cigar dealer of Springfield.

Irving Smoke Shop, Waterloo, Iowa

THE Middle West is unique in having a goodly number of first class cigar stores today, which have been developed without the serious handicaps of competing with the chain stores, so prevalent in other sections. Wherever the merchant is given a sway, good results are sure to follow, and this is well exemplified in the Irving Smoke Shop, which is located in the Irving Hotel Block, at Waterloo, Ia. John J. De Jaeger and Art A. Stitz compose the firm who operate this store, and a glance at their portraits above, quickly shows that they are thoroughly alert business men. They opened their store on July 10th, 1912, and since that time their business has tripled in its volume, so that today, they are really crammed for space to properly take care of their interests. The firm features "Charles the Great," "La Verdad," "La Venga," "Roma Garcias," "Lucius," as well as "Partagas" and "Carolinas," and all of the leading five-cent brands.

J. J. DeJaeger

A. A. Stitz

They have an excellently equipped pipe repairing department and do the principal business of the community in attending to the ills of sick pipes. A stationery and magazine department is also included and a full line of all periodicals is shown.

More Hands on "Courtellos"

Beginning business with about 40 hands, some two years ago, D. F. Fleck, of Reading, maker of the well-known "Courtello," and "Leandro" cigars has just built an addition to his factory whereby he can accommodate 25 more cigarmakers, which will bring his force up to 140 employees.

Mr. Fleck expects to pass the five million mark in his output for 1913, and hopes before another year rolls by to be employing about 250 hands. Mr. Fleck's products go to the leading jobbers in the country, south to Texas and north to Canada.

Newark Cigarmakers Want More Money

NEWARK, N. J., September 20.

At a meeting of the Essex Trades Council, held here last night, Secretary H. F. Hilfers announced that on September 29th, the cigarmakers will demand an increase in wages. The proposed advance to be asked for will be fifty cents to one dollar a thousand on all grades. This demand will affect about five hundred cigarmakers who are receiving from $9 to $18 a thousand.

"We do not expect any serious trouble, for we believe we will get our increase," said Hilfers. "Our local will insist on the advance, and we want the moral support of this council."

Slater Factory to Move

Theobald and Oppenheim having taken possession of the Slater factory on Columbia Avenue, Lancaster, the occupants have been forced to find new quarters, and they expect to locate without difficulty on Prince Street.

Theobald and Oppenheim are so busy with their orders that they could not wait, and so took possession of the factory almost as soon as the lease was signed. This was rather sooner than was at first anticipated by the Slater Co.

News of the Trade

Those tobacco dealers located in New Bedford, Mass., who saw fit, recently, to offer as a premium with "Piccadilly Little Cigars" a safety razor, did a wise thing inasmuch as the sales on this brand showed a big increase during the time allotted for the offer.

The cigar and tobacco stand in the building at 714-16 Locust Street, St. Louis, Mo., was recently leased to Nathan Preminger at a rental of $1800 a year. Mr. Preminger will continue the business along the same lines as before.

Chief Glover, Wilson, N. C., has tendered his resignation as chief of police at that place, to again enter the tobacco business in which he was engaged before having aspired to municipal honors.

Action was recently brought in the Superior Court by James L. Whittey, president of the Worcester, Mass., Cigar Makers' Union, to recover $15,000 from the Smith-Green Company, for personal injuries alleged to have been received as the result of having been struck by the motor car of the defendant company.

Work is now progressing on a one-story brick structure, including basement, at Framingham, Mass., which when completed will be occupied by Arthur W. Roberts as a cigar and candy store. Mr. Roberts will be remembered as having been associated with his father in the manufacture of "Class A," "Temple Club" and other cigars.

Walter H. Stone, president of the Demanoia Cigar Co., Chicago, Ill., was recently attacked by two men with revolvers and robbed of diamonds valued at $1650 and $52 in cash. The robbery occurred just as Mr. Stone was about to enter his home, 232 East Forty-seventh Street. The highwaymen made their escape.

As the result of a very largely attended meeting of retail cigar dealers, who came from all sections of the state, held at the American House, Boston, Mass., a short time ago, the Massachusetts Retail Cigar Dealers' Association has come into existence. The object of the association is to protect and regulate conditions in the trade, in order to successfully combat competition by cut rates. John A. O'Connor, South Boston, was elected president, and Bernard Shattuck, of Boston, vice-president.

October 6 is planned as the opening day for the new store of E. V. Schnoor & Co., wholesale and retail cigar dealers, at 113 East Douglas Avenue, Wichita, Kas. The place which was formerly occupied by the McClees Hardware Company will be thoroughly overhauled and renovated, a new front and modern fixtures being among the many improvements. This will make the sixth store of the Schnoor Company in Wichita. This one is to be used for the wholesale department now located at 409 East Douglas Avenue.

At a banquet held in his honor in the grill room of the United States Hotel, Los Angeles, Cal., recently, at which more than one hundred and fifty guests were present, "Tony" Schwamm, president of the Tobacco Dealers' Association of Southern California, was presented by the members of the association with a solid gold, diamond-studded watch, as a testimonial of their appreciation of the good work done by Mr. Schwamm on behalf of the association.

Pittsburgh

Anniversary Week Brings Out Many Cigar and Tobacco Window Displays—Petty Thefts Annoy Cigar Stores.

WE are having a great time in Pittsburgh this week, on account of the city and county celebrating the 125th Anniversary of the county. All the buildings and cigar stores have their windows decorated with the colors of the city, and Pittsburgh goods are prominently displayed wherever you go.

L. A. Young, representing the Manhattan Pipe Company, is in town showing the Manhattan pipes, especially the "Gladstone," "Stetson" and "Parker" shapes.

Jos. Zimmermann, one of the oldest cigar dealers in the city, has some very nice window displays.

The Hotel Liberty cigar stand shows an increase on "Plantista" cigars. They have them in several sizes.

Mr. Sprague, of the cigar department of the Shipley-Massingham Drug Company, has been out of town for a few days seeing the trade. He is having great success on the "New Bachelor" and "Cuesta-Rey" cigars.

C. A. Gibbs Company, Wood Street, have a very nice display of "Tuval" clear Havana cigars.

E. J. Webb, who has just returned from Cleveland, reports that "Afros," Stephano Brothers' new 15-cent cigarette, is selling big there.

Forbes Street Quality Shop has a very nice display on "Fatima" cigarettes, showing the new baseball inserts in a large 6 x 4 frame. This stand is opposite the Pittsburgh Baseball Park.

The Hotel Lafayette cigar stands are featuring "Cuesta-Rey" in clear Havana cigars, and "El Versos" in broadleaf cigars. They carry a full line of imported and domestic cigars.

R. J. Boltz, of the Boltz-Clymer Company, was in town this week. Mr. Thompson, of the Gilmore Drug Company, was showing him around to the trade in the interest of the "El Palencia" cigars. The Gilmore Drug Company are distributors for this brand.

W. A. Andreuss, representing the Cado & Co. "56" cigarettes, is in town this week. The Seventh Avenue Hotel cigar stands report big sales on the brand.

Mr. C. S. Harvey, representing the Bock-Stauffer Company in Western Pennsylvania, is showing big business on "Duquesne Clubs" and "Jenkinson's Best." Mr. Harvey was formerly with S. Anargyros.

The R. Russell stores are featuring "Van Dyck" clear Havana cigars, made by the M. A. Gunst Company. The Bock-Stauffer Company are distributors for this brand.

Fred W. Bailey, representing the M. Perez Company, Key West, was in town this week in the interest of "Pinzon" clear Havana cigars.

C. J. Moye & Co. have a very nice window display on "El Planco" cigars. They are showing a new cabinet of "El Plancos," in which 100 cigars are packed. They are now taking orders for the holidays.

Mr. J. C. Clear, representing the Bock-Stauffer Company, just returned from a trip through Ohio. He had a most successful trip and sold quite a few "Duquesne Club" cigars.

J. J. Murray, of Warren, O., is featuring "Duquesne Clubs."

A. Guarencia, of Warren, O., is featuring a stogie called "115," made by the Bock-Stauffer Company, of Pittsburgh.

Marcellino Perez, of New York, was in town for a few days.

Mr. Val. Keogh, of J. W. Merriam Company, has just finished a campaign with Mr. Sharples, of the Stallings Company, McKeesport, "Baron de Kalbs" have been giving quite a boost and are selling well in Pittsburgh.

Mose Balsamo, who owns the cigar stand in Ward's Cafe, Braddock, Pa., has just returned from a visit to the "La Saramita" factory at Cleveland, O. Wherever you see "Saramitas" in Pittsburgh you see a box or two of Crown chocolates. Mr. Stallings, of the Sharples Company, thinks that they go hand in hand.

The Seventh Avenue Hotel cigar stands are displaying "Nuevas Fumas Bull Dogs," in tin cans, made by J. W. Merriam Company.

"Saramitas Fives" and "Chas. Denby" are having quite a sale at Thompson's Restaurant.

Bob Roberts has artistically trimmed his grill with neat "Saramita" pictures. Bob claims there is only one cigar made.

Mr. Driesbach, of the P. & L. E. Restaurant, claims they have a large sale on "Baron de Kalbs" in the new Calidad shape.

The McKee Drug Company, of Homestead, are having quite an excellent run on "El Trendo" in all shapes. Stallings & Co., McKeesport, Pa., are distributors for this brand. When Stallings' truck pulled into Braddock the other day, loaded to the guards with "Olaga" cigars, it seems that this brand pleased the Braddockites.

The Gilmore Drug Company just received several new sizes on the "Girard" cigars, made by A. Roig & Langsdorf, Philadelphia, Pa. Mr. Thompson will be around to show them to the trade in a few days.

The parties that had an option on the church property at Smithfield Street and Sixth Avenue, have secured another option to January 10th. Therefore Leo. J. Spuhler, who has one of his stores at this location, will not have to vacate until May 1, 1914.

C. A. Gibbs Company furnished the cigars for the banquet of the Illuminating Engineers Society, at the Hotel Schenley. The cigars were three in a bundle, tied with the society's colors, which are blue and old gold, and made a very attractive package. "Tuval Infanites" and "Seville" were the brands used. "Tuval" cigars are going better than ever in the best stands in the city.

M. J. Powers, who has been here several weeks selling "Plantista" cigars from 5c. to 15c. is making a wonderful success, as the Compeer Cigar Company, of Indianapolis, Ind., are making all their cigars now long filler. Crump Brothers, of Chicago, who are the owners of the Compeer Cigar Company, have been in the leaf tobacco business for a number of years. They report the heaviest and finest crop of Havana tobacco of their long experience. It is due to the fact that this crop of Havana tobacco is so large that they are enabled to make the 5-cent "Plantista" a long filler and also make them of high-grade Havana tobacco.

Jack Sheridan is in town visiting among his many friends.

There have been several robberies among the cigar trade in the last few days. Among the stores were the following:

L. J. Spuhler, 925 Liberty Avenue. They got into his place through a transom above the door. They got $10 in small change, which was left in the register, and $4 or $5 in merchandise.

United cigar store, at 946 Liberty Avenue. They broke a plate-glass window, but the clerk in charge reports that they did not get anything.

Mr. J. S. Kerns, at Liberty and Smithfield Street, was also robbed of $8 in small change and several boxes of cigars. These three stores are all within a block and the police think the robberies were committed by boys.

A. J. F.

Petition in Bankruptcy

Alleging that the Midwest Cigar Co., located at Omaha, Neb., had confessed insolvency, a petition in involuntary bankruptcy was recently filed against that concern by the creditors of the company. The complainants are E. L. Nissly & Sons, Florin, Pa., with claims amounting to $1994.98; John H. Meyer & Son, Chicago, claims amounting to $689.13, and Rothchild Sons & Co., Chicago, with claims aggregating $1171.20.

New Jacksonville Factory

According to reports, C. C. Symonett will incorporate a $10,000 cigar company in Jacksonville, Fla. The company is to be known as the Symonett Cigar Company, and considerable stock is said to have been already subscribed in the new corporation.

C. C. Symonett started in business four months ago and from the jump has had a good trade on his nickel leader, "Symonett Blunt," a high-grade cigar at a low price. Orders have been repeating to such an extent that Mr. Symonett has felt justified in putting his business on a larger basis at once.

Recent Incorporations

The J. Hessnauer Company, of Delaware, O. Capital $10,000. The incorporators are J. Hessnauer, F. M. Marriott, C. A. Wing, Frank Hessnauer and J. M. Earth. Cigars and tobacco.

S. Calandra, of Manhattan. Capital $10,000. The incorporators are Biaggin Calandra, Erasmo Riccobono and Paolo Castiglico. Fruits, wines, cigars, etc.

Bernhardt, Hoppe & Doering, Chicago, Ill. Capital $25,000. The incorporators are William F. Bernhardt, E. H. Tillson and M. M. Quinn. Liquors, mineral waters, cigars, tobacco, restaurant, etc.

Strauss-Robinson Cigar Company, of Chicago. Capital $7000. The incorporators are Jacob R. Strauss, Chester H. Robinson and Michael Lyons.

The Dixie Cigar Company, of Winston-Salem, N. C. Capital $25,000. Subscribed $1500 and paid in by G. D. Carter, W. E. Landreth, and John D. Bailey, of Mount Pleasant, Fla.

An "El Roi-Tan" Window in Duluth

The accompanying illustration gives an excellent view of a big display of "El Roi-Tan" and "Flor de Stone" cigars which was made last month in the store of Gus Mackyol, Fifth Avenue, West and Superior Streets, Duluth, Minn.

Mr. Mackyol is one of the most progressive dealers in the city, carrying a wide variety of goods and he showed a signal compliment to Stone-Ordean-Wells Company, who control these brands in the city of Duluth and contiguous territory, in this beautiful display.

San Francisco

September Orders Coming Good—Portola Week Promises Big Business—Many Changes in the Trade—Collections Normal

SAN FRANCISCO, September 20, 1913.

THIS has been the hottest week of the year in San Francisco, and in a number of other places in California; and the cigar men report the weather has had a little reactionary effect on sales, though the first half of September as a whole shows up considerably ahead of other like periods in recent months. Local jobbers report an improved demand from the interior; and the average traveling man is doing better than he was, though there are still one or two bad spots where crop failures or other special causes have left buyers in bad shape. Money seems to be coming into Northern and Central California in big development works to a larger extent than for several years past; and the outlook is for a fairly brisk season in the territory tributary to this city. Collections are nearly normal, this being due more, perhaps, to the conservative policy of San Francisco houses in extending credit and in forcing sales, than to an abundance of money.

Oakland and San Francisco retailers did so well on the occasion of the Admission Day Celebration in Oakland, a couple of weeks ago, that San Francisco dealers are looking forward to the coming Portola Celebration in this city with unusual interest. The Portola Festival will run through nearly a week and as no effort is being spared to make it the grand autumn holiday for Northern and Central California, it is expected that big crowds will be on hand. Stores on the leading streets will be specially decorated in honor of the occasion, and some record sales are expected. Some of the city salesmen for the jobbing houses are getting in some preliminary work in getting the retailers well stocked up.

L. M. Gillam, of the John Bollman cigarette factory, has returned from a trip to the Turkish tobacco section of the San Joaquin Valley. He brings confirmation of the good reports previously sent out. His estimate is that the acreage is at least double that of last year, and that the quality of the crop runs considerably better than that of 1912.

H. T. Spencer, who recently returned from a stay in Oregon and Washington in the interest of the Pixley lines of tobacco and cigarettes, has abandoned the trade and is now working the city for a candy manufacturing company.

Tom DeVitt, Western representative of Phillip Morris & Co., who has been at the Eastern headquarters for a couple of weeks, is expected to return to San Francisco early in October.

Bier, Saalburg & Co., California street jobbers, have gone out of business, having turned over their stock to Horn & Co., of this city, to be closed out for the benefit of creditors.

Charles Poer, who was for many years in the jobbing and retail business in San Francisco, but who has in recent years acted as Seattle manager for M. A. Gunst & Co., arrived in this city last week from the North. He will spend some time visiting friends in and out of the trade.

Major Burrows, the well-known Hansford Building cigar broker, who has for a number of years acted as the Western representative of the Lovera line of cigars, has now added another cigar line to his list. This is the "Mascarilla," a cigar that is well known in the Middle West, but is new on the Pacific Coast. Like Mr. Burrows' other line, it will be distributed in Northern and Central California by Wellman, Peck & Co., wholesale grocers and cigar dealers of this city. The new cigar has a shade-grown Porto Rico wrapper and a Havana filler, and is expected to make a place for itself in the California trade. In the meantime, the Major is making larger placements of the "Lovera" than for a long time past. He has a new and successful city salesman in the person of Lewis Cohen.

Since his return from his three months' trip South from this city, W. I. Pixley has been picking up the loose ends of the business here, where he found the trade running low on Dill's tobaccos. In Los Angeles and in the Seattle territory he finds that the I. B. Krinsky cigarettes are taking well. In this city there is some business, but Mr. Pixley thinks that San Francisco cigarette smokers have been educated to look rather for silk rugs than for quality in cigarettes, and he is disposed to let the rug vogue have its run and then trust to the Krinsky quality to build up sales.

M. A. Gunst & Co.'s "Alhambra" Manila cigar has been moving rapidly, so that notwithstanding the heavy monthly importations, stocks are kept constantly at a low figure.

With the resumption of activity in the trade, a number of changes of more or less importance are reported from various points along the Coast. There have been on the whole surprisingly few failures, due largely to the conservative policy pursued by the wholesale trade, which has chosen rather to do a smaller business than to fill up customers with cigars beyond their needs. In Los Angeles a number of transfers of minor importance are reported. These include the sale of E. M. Vallens to H. H. Leming; of J. W. Freese to J. S. Crawford; of G. M. Hurley to Price & Rasmussen; of E. E. Ray to Wm. McKeane, and the filing of articles of co-partnership by L. J. Zimmerman and Edward J. Erickson, under the firm name of Zimmerman & Erickson.

F. Fliedler has succeeded to the wholesale cigar business of Fliedler Brothers at Bremerton, Wash.

J. J. Hoffman, of the Hoffman-Moore Company, wholesale cigar dealers of this city, is back at headquarters again after a stay of several weeks in the East. He reports that the fall business is opening up well.

Since the opening of the fall season of activity, the salesmen of Frankel, Gerdts & Co. have kept on the go. Carl Koenig has covered the Sacramento and Stockton territory pretty thoroughly, and is now working the Coast counties north of San Francisco. J. C. Chuck put in the early part of September with his Humboldt County friends, and is now in Nevada, which promises well so far. Mr. Gerdts is back from his vacation in the Sierra Nevada Mountains, while Mr. Frankel was last reported in Havana.

Herman Moss, Pacific Coast representative of the S. R. Moss Cigar Company is now in the Pacific Northwest looking after his connections in that section.

T. A. Howeth has bought out the Palace cigar stand at Porterville, Cal.

Fred McDonald, representing Ehrman Brothers & Co., is now covering his trade in Tuolumne County.

ALLEN.

PENNSYLVANIA TRADE NEWS — Interesting Items Collected In The State

Plitt Factory Busy

THE proof of quality is in the demand for the product, and the C. H. Plitt Cigar Company, of York, Pa., is at present experiencing a demand that is keeping the factory pushed to fill orders.

The call for their well-known brands, such as "Twentieth Century," "La Altoona" Conchas, "My Frau," "Plitt 1909," "Liar" Londres and "Liar" Puritanos is an expression of the consumers' appreciation of nickel quality smokes.

In the ten-cent line "La Altoona" Perfectos and "Casildas" maintain their standard of popularity.

Reading Notes

W. H. Yocum, of Yocum Brothers, makers of the well known "Y-B" cigar, has left for Havana, Cuba, where he will spend three or four weeks in the leaf markets.

D. F. Fleck, maker of the "Courtello" cigar, is making arrangements to increase the capacity of his factory in order to care for his rapidly growing business.

F. A. Steber who has recently opened his factory here, at Front and Washington Streets, is kept busy filling his orders for the "Steber." The factory is now running well over a hundred hands and should prosperous conditions keep up, he will probably be seating 250 hands within another year. Lack of cigarmakers forced Mr. Steber to leave Warren, Pa., and come to Reading.

D. D. Sulkis, representative for the Fleck Cigar Co., Ltd., has started on a Western trip to be gone some weeks. The factory is working to capacity, turning out the "Rose-O-Cuba."

John G. Spatz, of John G. Spatz & Co., makers of the popular "Heidelberg" cigar, is now on his fall Western trip. He will cover the circuit as far as Denver, Colorado.

State Tobacco for Government Laboratories

EPHRATA, PA.

All tobacco on State tobacco experimental plots of York, Clinton and Lancaster Counties, after being harvested, will be sweated in or near this borough. This is a total of 6000 pounds, which is about half Havana. The Havana crop at the Clinton County station is said to be very creditable. The crop will be bulk sweated and assorted in qualities and lengths. Samples will be taken of each plot put out and will be sent to the government laboratories for tests. A few cigars will be made from the tobacco from each plot. Two hundred different strains are included in the combined crop. Fertilizer treatment and other differences account for so many strains and types.

Gilbert Weiss, the Fourth Street tobacconist of Altoona, Pa., has on display in his window a panorama photograph of the field meet and ball game of the Pennsylvania Railroad Clerks' League, held at the Cricket Club recently.

A Tobacconist's Novel Move

Paul F. Leewitz, the well-known tobacconist of Erie, Pa., whose store is located at No. 9 West Eighth Street, has recently been appointed one of the directors of the Business Men's Exchange of that city by President Theodore Landsberg. Although in the tobacco business, Mr. Leewitz is strongly opposed to the use of tobacco by schoolboys and through his efforts the Business Men's Exchange is conducting a campaign to stamp out the abuse of the weed by minors.

NINTH DISTRICT FACTORIES BUSY

Demand for Holiday Goods Keeps Manufacturers Going to Capacity—Extra Working Schedule and More Hands Help to Solve Supply Problem

YORK, PA.

HALLASTOWN, Manchester, Yoe and Red Lion, together with this city, find their cigar factories working to capacity trying to supply the demand for holiday goods, which seems to be heavier than ever before. Many of the factories have booked more orders than they can fill and extra hours and more hands are the only solution they have for preventing disappointment.

Already night work has begun, together with extra time schedules, and it seems very likely that this will continue right up to the holiday season. Where they can be procured, new hands are being added constantly.

Fisher Brothers, leaf tobacco dealers, have given out the contract for the erection of a warehouse to be built at Spruce Street and the Northern Central Railroad. It will be 220 x 60 feet, of brick. Work to be started at once.

William Sechrist, of this city, has opened a cigar factory in the building formerly occupied by the James Snyder Cigar Company.

The factory of the United Cigar Company, which has been operating on a five-day schedule, has been placed on full time.

A new cigar factory with a force of twelve hands has been started in Red Lion. The factory is operated by Moses S. Heindel and occupies the W. A. Lahr building.

Otto Eisenlohr & Brothers, makers of the "Cinco" cigars, have rented a building in Littlestown and will start work October 1. The company will employ from 100 to 200 hands in its new factory.

Owing to the pressure of orders the factories in Dallastown expect to resort to night work shortly as a means of catching up with their orders. The factory of J. W. Minnich is said to have made more shipments during the last month than in any single month in the past seven years.

Purchase Carload of Leaf

WRIGHTSVILLE, September 25.

The Iona Tobacco Company, of Lancaster, has purchased a large lot of last year's tobacco from farmers through the lower end of the county and today they received one carload at the local depot and shipped it to Lancaster. The price paid was from five to six cents a pound.

New Location for J. U. Fehr & Son

The trade will be interested to know that the well-known leaf house of J. U. Fehr & Son, of Reading, Pa., have removed from their former location at 700 Franklin Street, Reading, to 135-141 Maple Street, where they are occupying more commodious quarters. The removal is necessitated by increasing requirements for more room, and the step will also enable them to give their customers better service than ever before.

FRENCH TOBACCO MONOPLY

United States Leads as a Supplier of Leaf Tobacco—Imports of Leaf Show Big Increase in 1912

VICE-CONSUL GENERAL PAUL H. CRAM, located at Marseilles, France, has recently furnished the "Daily Consular and Trade Reports" with an interesting article regarding the French tobacco monopoly, which we print in full.

"The United States leads as a supplier of leaf tobacco to France, followed by Algeria and Germany, although it is probable that much of the tobacco credited to the last-mentioned country is grown elsewhere.

Leaf tobacco imports for consumption into France during 1912 increased by 9,261,175 pounds in quantity and by $924,275 in value when compared with the totals for the preceding year, as will appear from the following summary taken from the official French import statistics:

Imported From—

	1910	1911	1912
United States	29,584,705	29,537,530	31,385,220
Algeria	6,189,035	7,558,090	7,071,035
All other countries	25,492,490	24,070,945	31,072,385
Total quantity	61,266,230	61,167,465	70,428,640
Total value	$6,020,055	$5,867,780	$6,792,055

Cigars imported for consumption have declined during the last three years from 13,433,200 in 1910 to 11,358,200 in 1911, and 11,124,900 in 1912, with respective values of $587,105, $501,415, and $490,990. Cigarette imports, on the other hand, advanced from 146,385 pounds (value $84,340) in 1910 to 169,315 pounds (value $97,080) in 1911, and to 169,755 pounds (value $101,325) in 1912. Other manufactures of tobacco were entered for consumption to the extent of 6835 pounds (value $2125) in 1910, 12,125 pounds (value $3665) in 1911, and 14,090 pounds (value $3860) in 1912.

The production of native tobacco, which constitutes an important source of national revenue, is authorized in 27 departments. The results are given in the following table:

		1909	1910	1911
Growers	number..	48,395	47,283	47,520
Planted area	acres..	37,156	36,282	36,595
Deliveries for payment	pounds..	51,002,647	46,373,521	41,904,634
	value....	$4,462,669	$4,262,551	$3,973,430
Average purchase price per pound		$0.0875	$0.0919	$0.0948
Average yield per acre	value....	$120	$117	$109
	pounds..	1,372	1,278	1,145

Of the foreign tobacco purchased by the monopoly in 1911, 23,471,108 pounds, valued at $3,610,862, were bought abroad through the French consulates.

Data covering the transactions of the tobacco regie for 1912 are not yet available; but the annual report of the director of the State Tobacco Monopoly for 1911 shows that in that year the receipts of every nature amounted to $98,601,030, an increase of $2,193,619 over those of 1910, and the expenses aggregated $18,414,896, or $622,333 more than in the preceding year. The sales to the public during 1910 and 1911 were as follows:

Kinds of Tobacco.

	1910	1911
Cigars	$10,583,003	$10,600,100
Cigarettes	18,170,482	19,732,986
Scaferlatis (cut packet tobacco)	54,014,371	54,091,210
Roll and chewing	2,671,758	2,672,834
Snuff	10,464,963	10,154,123
Total	95,904,577	98,661,343

The receipts for the first eleven months of 1912 show an increase of $4,722,903 over those of 1911.

The average rate of individual consumption was 37.45 ounces, of which 4.12 ounces represented tobacco in powder and 33.33 ounces smoking and chewing tobacco."

Japan's Tobacco Monopoly Law

According to the manufactured tobacco monopoly law of Japan, private individuals may cultivate leaf tobacco only on permission of the government. The leaf tobacco gathered by these individuals is taken over by the government, and a compensation decided upon by the government experts is paid the grower. The tobacco is manufactured at a government plant, and the manufactured article is sold at fixed prices by dealers licensed by the government.

Foreign tobacco cannot be imported except by the government or persons appointed for that purpose by the government, while tobacco can be exported only by persons specially permitted to do so by the government.

Increase in South Carolina Production

Recent reports from Columbia, S. C., for the season just ended, show an increase in the tobacco receipts in that locality of 6,666,753 pounds over the same period of 1912, with the quality being well maintained. Prices also have been good. As an instance of the success of the 1913 crop, it is stated that thus far the farmers have been netted over $1,500,000, which is an increase over the receipts received the previous year for the same period. Such rapid strides, it is believed, will place South Carolina on record as having broken all records in tobacco production.

Reports from nineteen markets and forty-two warehouses show that 19,208,179 pounds went to the market in August for $2,780,850. In 1910 during August 8,544,824 pounds went to the market for $728,590; in 1911, 5,154,931 pounds sold for $659,857; in 1912, 16,209,130 pounds sold for $1,906,995.

The average price for tobacco this year is 14.48 cents per pound, as compared with 11.76 in 1912, 12.80 in 1911 and 8.52 in 1910. Total sales were 27,939,968 pounds, valued at $3,875,271, for August and July of 1913, as compared with 21,273,215, valued at $2,288,600, in 1912.

It is reported that Tredway & Mangum, proprietors and owners of the Farmers' Warehouse, Timmonsville, S. C., which is said to be one of the finest built warehouses in South Carolina, are planning an addition to their already large building, which will give them increased facilities for the proper handling of their business.

FOREIGN TRADE OPPORTUNITIES.

(Where addresses are omitted they may be obtained from the **Bureau of Foreign and Domestic Commerce, Washington, D. C.** In applying for addresses refer to file number.)

No. 11655. Groceries, provisions, hardware, glassware, novelties, etc.—A report from an American consular officer in South Africa states that a business man in his district who has been connected with a local firm for 21 years is about to engage in business on his own account as South African representative of English, American and Continental manufacturing houses. He desires to be put in communication with any American house desirous of introducing its lines into South Africa. He is open to consider representation of the following classes of goods: Grocers' appliances, household hardware, china, glassware, silver and electroplated goods, fancy goods, and novelties. He furnishes references.

No. 11661. Tobacco.—An American consular officer in France reports that a local commission firm has informed him that it has good connections with the French Regie, or Tobacco Monopoly, and that it is prepared to undertake the introduction of American tobacco or smoking mixtures to the Regie officials, with a view to getting it accepted for sale in France and placed on the French official list.

JOBBERS & DISTRIBUTORS DEPARTMENT

Irving Stern Goes to New Orleans

IRVING STERN, who was formerly a member of the cigar manufacturing firm of Salomon Brothers & Stern, makers of the "Aplomo" cigar, at Seventeenth Street and Burling Slip, New York, has sold his interest in that firm to the Salomon Brothers and withdrawn from the business entirely.

Mr. Stern left a few days ago for New Orleans, where he will be connected with the American Tobacco Company in their branch at that place. Salomon Brothers announce that Mr. Stern's withdrawal will not affect their business in the least.

G. H. Martin Expanding

ROCK ISLAND, September 29.

George H. Martin, the well-known wholesale and retail tobacconist, of this city, on Saturday last, opened a handsome new stand in the new Colonial Hotel, which has just been built here. This makes the sixth retail stand which Mr. Martin owns in this place, including the Davenport and Colonial Hotel, and his original store at Second and Brady Streets.

His general offices and wholesale quarters are on Brady Street, between Second and Third Streets.

Dixie Cigar Company Incorporate

A charter has been granted to the Dixie Cigar Company, of Winston-Salem, N. C., who intend to do a jobbing and retail business in cigars and tobacco in that city. The corporation starts out with an authorized capital of $25,000, and those interested include E. D. Carter, Madison, N. C., W. E. Landredth, of Winston-Salem, and John D. Bailey, of Mt. Pleasant, Fla.

"Savaronas" in St. Paul

The prominent jobbing house of W. S. Conrad Company, St. Paul, Minn., have just added the popular "Savaronas" Porto Rica cigars of the Cayey-Caguas Tobacco Company to the other select lines in which they specialize over this district.

While "Savaronas" have had a broad distribution in the twin cities and vicinity for a number of years, the addition of a fine account like the Conrad Company is particularly gratifying to the manufacturers.

T. J. Bannigan Goes to Boston

T. J. Bannigan, who has been with the George L. Storm Company in New York City for some years, has just been appointed as the new manager of the Boston branch of the George L. Storm & Company, which is the wholesale distributing house of the United Cigar Manufacturers Company, in that city. Mr. Bannigan succeeds A. H. Hall and the first work under his management will be the removal of the present offices on Federal Street to larger quarters downtown. The Storm retail department has been closed out entirely.

Donahue & Eaton Dissolve

From Indianapolis comes the news that the long-established distributing and jobbing house of Donahue & Eaton has been dissolved. E. L. Donahue and W. E. Eaton composed the firm, but because of the desire of Mr. Eaton to remain exclusively in the retail business, he withdrew.

Mr. Donahue will devote his entire efforts toward the expansion of the jobbing business, and V. G. Sheller, of Indianapolis, will succeed Mr. Eaton as city representative.

The dissolution was by mutual consent and has been accomplished without the existence of any unfriendly feeling.

S. Bachman Cigar Company New Manager

LOS ANGELES, CAL., September 23.

As the first move in the conduct of their recently-acquired jobbing business in this city, the S. Bachman Cigar Company announce that they have just secured the services of Charles B. Poar, who will act as general manager of their business.

Mr. Poar was for eight years manager of the Seattle branch of M. A. Gunst Cigar Company, and is one of the best known tobacco men on the Coast.

As detailed in the last issue of THE TOBACCO WORLD, the S. Bachman Cigar Company bought out the wholesale business of Emil Frank in this city.

The Johnson and Evans cigar store, in West Main Street, Canton, Ill., is now the property of R. A. Johnson, who recently purchased Mr. Evans' interest in the business.

Cigar manufacturers of Spring Grove, Pa., and vicinity are enjoying a boom in business, following a period of dullness. The revival, which is attributed to the approach of the holiday season, is especially welcome at the cigar factories of D. W. Fry and D. E. Woodmansee, both of whom employ a large force of cigarmakers and packers.

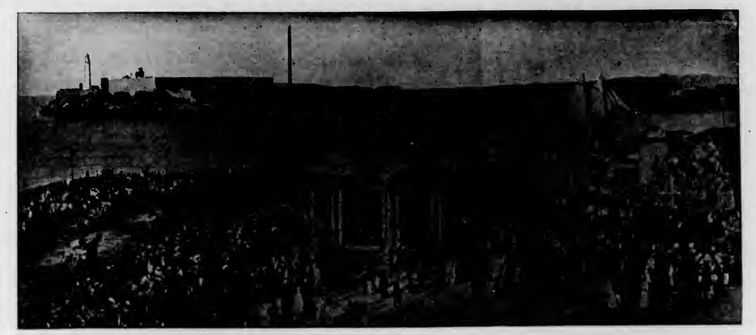
Window Bulletin Suggestions

Ishgabibble

(*I Should Worry*)

Is the Exclamation of the Smoker using Our Famous

10 Cent Brand



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, September 24.

THE past fortnight has been still on the rising tide, as the sales of our leaf have outstripped the previous one again by over 5500 bales. American buyers were again the leaders in our market by a big majority, and it seems they will continue so for the next few months to come. In fact, the former rule, before the enactment of the McKinley bill in the year 1890, that Cuba used to manufacture half of her crop, and only exported the other half, does not hold good any longer. At the present time the United States alone takes over half of our crop, not counting the other countries. Last year Germany, with her 80,000 bales of our leaf, took the second place after the United States, but this year it seems she is suffering from indigestion, although the unsuitableness (of Remedios) and the higher ruling prices for our leaf have certainly contributed to lessen her demand for the Cuban tobacco, with the only exception of Puntillas.

The South American republics have been rather slow this year in calling for our leaf in large quantities. Whether this is due to the failure of some of her crops, or whether they might wake up later on yet, remains to be seen. While we stated in our last, that we thought Spain this year might not require any more of our tobacco, owing to the high prices, which were claimed to be above her limits, it seems however that we were mistaken, as the last Spanish mail steamer "Reina Maria Cristina" that left here on the 20th inst. carried 3500 bales to the consignment of the Compañia Arrendataria, the company that holds the privilege to control the tobacco trade in the kingdom of Spain. So it seems after all that the term limit is elastic, or that the Spaniards cannot do without some part of our leaf for mixing purposes, and therefore have to pay whatever the market figures should be.

If the present demand should continue, and it almost looks that way, judging by the numbers of Americans that are still here, and the way they are flocking to our shores, there is not alone the least probability of seeing any lower prices later on but on the contrary they may go up yet. The next crop is in a state of embryo, has to be born yet, and being subject to as many illnesses as new born babies, there is no telling how many will survive. Under these circumstances nobody bothers about it, and it does not exercise any influence whatsoever. Let us wait at least until our cyclone season is out of the way before saying another word about the coming crop. This means November 1, although there are cases on record that we have had a cyclone during the first half of November. Furthermore we must not forget the memorable season December, 1905, and January, 1906, when torrential rains in both months destroyed and washed the remaining part of the crop, so that they proved to be the smallest in this century.

Recent Leaf Sales.

Sales from September 1 to September 15 totaled 33,085 bales, or, which divided, represented: Vuelta Abajo and Semi Vuelta, 15,115; Partido, 3127, and Remedios, 14,843 bales.

Buyers were: Americans, 23,442; exporters to Europe, 1514; shippers to South America, 306, and our local manufacturers of cigars and cigarettes, 7823 bales.

Exports of leaf tobacco from the port of Havana for the two weeks ending September 15 were: To all ports of the United States, 5522; to Europe, 1514; to South America, 306; to the Canary Islands, 5 bales; thus making the total exports, 7347 bales.

Receipts of Leaf Tobacco From the Country.

	For Two Weeks Ending September 11, 1913.		Since January 1, 1913.	
Vuelta Abajo,	19,524	bales	206,790	bales
Semi Vuelta,	3,048	"	23,314	"
Partido,	3,278	"	13,300	"
Remedios,	27,121	"	104,628	"
Oriente,	851	"	2,293	"
Total.	53,822	"	Total. 350,325	"

Leaf Buyers That Come and Go:

Arrivals.—From New York: Sidney Goldberg, president of the Simon Batt & Co.; A. L. Ullnick, of M. J. Lopez & Co.; Manuel and José Pendas, of Y. Pendas y Alvarez; Joseph and Harry Mendelsohn, of Mendelsohn, Bornemann & Co.; Victor K. Ettlinger, of Emanuel Hoffman & Sons; José Menendez, of José Menendez; Morris Rosenberg, of Morris Rosenberg & Co.; Isaac Bernheim, of J. Bernheim & Sons; Bernhard Lichtenstein, of Lichtenstein Bros.

From Chicago: Harry Landfield, of Landfield & Steele; Anton Kerr, of La Kerber Cigar Co.; Celestino Puente, of Celestino Puente & Co.; Benito Martinez, of Benito Martinez & Co.; Mike Friedman, of M. Friedman & Co.; Emil Wedeles, of Wedeles Bros.

From Tampa: Harry Roberts, of J. W. Roberts & Co.; Francisco Garcia Alonso, of Garcia & Vega; José Cosio, of José Cosio & Co.; Celestino Corral, of Corral, Wodiska & Co.; Celestino Vega, of Celestino Vega & Co.

From Philadelphia: E. J. Vetterlein, of Julius Vetterlein & Co.; Felix Eckerson, of Felix Eckerson & Co.

From Toronto, Can.: Victor Fernandez, of Victor Fernandez; Rufino Alvarez, of Rufino Alvarez & Co.

Returned.—Saturnino Garcia, of Fernandez & Garcia; Evaristo Palacios, foreman of the Escogida of the Romeo y Julieta factory; Calixto Lopez, of Calixto Lopez & Co.

Departures.—To New York: Henry Oppenheimer, Sol Salomon, Joseph Frankfort, A. Anton Bock, Mr. and Mrs. Maximilian Stern, Sidney Goldberg, Manuel Rodriguez, José Menendez, Victor K. Ettlinger, A. L. Ullnick.

To Chicago: Harry Landfield, Ben Rothschild, Julius Fernbach and Fred Meyer.

To Tampa: Salvador Rodriguez, Isidor Rondlazzo, Harry Roberts, Francisco Garcia Alonso and José Cosio.

To Philadelphia: E. J. Vetterlein.

To San Francisco: David Frankel.

To Spain: Manuel Abella and Constantino Junco.

To Milwaukee: José Fernandez and Cirilo Fernandez.

Cigars.

Business in our principal factories is rushing, as they are working with full forces and have plenty of orders on hand, not alone for the coming holidays, but also for immediate shipment. There are some, however, that claim they have not got their full share yet. Good cigarmakers on the fine sizes are very scarce, therefore the execution of such orders can only be effected by giving our manufacturers sufficient time. England continues to be our best customer, and while the United States comes next, she ought to be at the top of all the countries. Orders from Germany are a little slower at the moment, owing to the scarcity of money in Europe.

Our manufacturers are waiting to see now what the Cuban Government is going to do in respect of concocting a new reciprocity with the United States, as there is no longer any doubt but that Cuba will denounce the present one, owing to the free sugar clause in 1915 in the Simmons-Underwood tariff bill. Unless we should be able to get a correspondingly larger percentage on our cigars, cigarettes and leaf tobacco there is no reason why we should not try to make reciprocity treaties with other countries that would favor us on our chief production. Our manufacturers claim a flat rate of two dollars per pound on cigars and cigarettes, without any ad valorem duty at all, and which as proven by figures will not reduce the income of the United States Treasury; on the contrary will amount to more in the end.

Romeo y Julieta is already working in the adjoining building, although the interior fixings are not all complete. The owners added enough cigarmakers to fill up the big additional gallery, and business is booming.

H. Upmann & Co. are working a full pressure of steam.

Partagas is doing finely now, as orders are coming in big bunches.

Don Francisco Arango left Europe yesterday for Havana to occupy again his post as general manager of all the factories of the Henry Clay and Bock & Co., Ltd.

Cardenas & Co. are ahead in their business fully fifty per cent. as compared with 1912.

Por Larrañaga have every bench in their cigarmakers' gallery filled and the news from President Don Eustaquio Alonso was of a highly

(Continued on Page 35.)

Detroit

Good Roads Congress Helps Cigar Trade—Philip Morris Vice-President in Town—Internal Revenue Report Shows Decrease in August Production—"Foremost" Cigars Find Favor

DETROIT, MICH., September 26.

THE biggest gathering of the year starts Monday, September 29, and will be the American Congress of Good Roads. Delegates are expected here from every part of the world, and there will be in the neighborhood of 5000 of them. They come as "paid" delegates and that means each will have a "bank-roll" to get rid of while in the "City of the Straits." Cigar dealers know this, and as a result are fixing up their stores, cleaning the cases and putting in the finest and best grades of cigars and cigarettes. Hotels will be crowded and the cigar stores cannot fail to get considerable of the business. Headquarters will be at the Ponchartrain. Already many orders have been received for boxes of cigars, which will be distributed by the concrete manufacturers, who will have their representatives here to meet the delegates. The convention will last a week.

After an appraisal of the Gustav Moebs cigar factory by William Lichtig and Alfred Rothschild it has been decided to sell the plant. Several negotiations are pending, but as yet there has been nothing definitely done in the matter. Mr. Moebs, formerly with this factory, has purchased the J. C. Sullivan cigar factory and will continue to manufacture cigars.

Alexander Herbert, vice-president of the Philip Morris Co., was in town for a few days recently going over local conditions, calling on the leading retailers and getting better acquainted with the growth of Detroit, which he says is noticeable on every visit.

Letters from headquarters are being received to the effect that Allan G. Lutt, of the Pendas y Alvarez, will be here on October 4 in the interests of the "Webster" cigar. We will be glad to see "friend Lutt" and can assure him in advance of a hearty welcome.

Dealers are receiving sample packages of the "Webster Carona" size, which looks "like a good bet" and one that promises to be a winner here. Orders are already being placed in good quantities.

Frank Forrest, with E. M. Harris & Co., after months of work on the proposition, has finally registered the "Pop Geer" label and will put this brand on the market very shortly. He has not decided yet whether it will be a broad leaf or seed and Havana, but as soon as he does arrangements will be made with a local manufacturer to turn them out for him. As "Pop Geer" is the peer of horse drivers, having won more races than any other man connected with the game; the name alone should prove a winner, particularly among the followers of high-class racing. Frank says that it will not be a cheap cigar, but will sell at ten cents and two for a quarter. In fact, it was an understanding made with Mr. Geer that the cigar was to be a good one in case his consent was given. The label contains an excellent likeness of Mr. Geer and his autograph.

Sandy Stuart, of the Superior Cigar Mfg. Co., says that he is constantly putting on more help, but even this is not sufficient to keep up with his orders. He says he is having the biggest business in the history of the company.

Eddie Dickson, formerly at the Alt Heidelberg cigar stand, has been made manager of the cigar department of the Edelweiss Cafe, replacing Mr. Goodwin, who resigned. The Edelweiss is proving a very popular eating place, and the cigar department is doing very nicely. Mr. Dickson will handle all the leading brands.

At the banquet of the Cement Manufacturers of America, held at the Hotel Ponchartrain on September 24, the following "smokes" were used "Romeo and Juliet," "Carona Caronas," "Larranaga Perfectos" and "Sanitas" and "Bremning's Own" cigarettes. There were only a hundred at the banquet and the cigar bill alone amounted to more than $100.

Statistics given out by the Internal Revenue Department in Detroit show that for the First District of Michigan 26,593,310 cigars were made during the month of August as compared with 26,880,590 in 1912. Indications are, however, that the month of September will show an enormous increase owing to "Home-Made Week," when so many extra cigars were made during the down-town exhibitions.

Because of increased business, the Mazer Cigar Co. has found it necessary to have more room, so contracts are about to be let for a third-story addition 30 by 100 feet. In the spring it is very likely that an entire new building will be added should the business continue to show such big gains as has been the case in the past six months. The leading brands of this firm are "La Caverlie" and "Miss Detroit," which are big sellers in the West, where they maintain a sales manager.

A new cigar store has been opened up recently in Joliet, Ill., by Harry Oppenheimer, of Saginaw, who now has a chain of cigar stores. Mr. Oppenheimer attended the opening and on his way back visited in Chicago for several days.

The Soper Cigar Co. have added two new lines in the past few weeks, the "Juan de Fuca," made by the Morgan Cigar Co., of Tampa, and the "Bouquet de la Ada," made by S. H. Furgatch & Co. Of each brand he has put in over a dozen different sizes; he will try them out to see which are the most popular. He feels highly pleased with these two lines and looks for them to be big winners with the trade.

The Acme Cigar Co., of Detroit, has dissolved. The company was incorporated only a few months ago for the purpose of cigar manufacturing. It was found that too much capital was required to carry on the business.

The La Fond Co. continued the window display showing how the "San Etta" cigar was made after "Home-Made Week." It was felt that it was a splendid advertisement and that the cigars could just as well be made in their own windows as at the factory. The cigar, which retails at five cents, is selling very satisfactorily.

The factory at 11 Seldon Avenue, which was formerly occupied by the Detroit Cigar Manufacturing Co., has been leased to the Lagora Fee Cigar Co., who have already taken possession and began the manufacture of their cigars at that place.

A recent prominent visitor here was Joseph T. Snyder, who now operates two stores in Detroit. From reports the store on lower Woodward Avenue is doing better than the other one at Churchills.

Bert Johnson, of G. & R. McMillan, is the proud possessor of a motor car. Bert tried to keep away from the habit, but he couldn't resist the temptation, so drew out about $2000 and got a brand new Cadillac. Already he can talk about spark plugs and engines as if he had made a life study of them.

Frank Miller, who operates an elevator in one of the office buildings of Columbus, O. (the writer visited there recently), claims to have the only "come-up and go-down" store in the United States. He carries candies, cigars and tobacco, papers and stamps in a corner of the elevator and in this way makes considerable money on the side.

A. J. Dube, of Marquette, has sold his cigar and confectioner store on Washington Street to James La Plante, change having taken place September 1.

Ed Mulvy, cigar manufacturer in Cadillac, Mich., is doing nicely with his latest ten-cent brand, "El Prevato," the trade being local and in the surrounding cities.

From advices received from Cleveland we are informed that Edward Lichtig, Michigan salesman for the Philip Morris cigarettes, will be married the latter part of October. The wedding will take place in Cleveland, the home of the bride.

"Foremost" cigars, made by Jeitles & Blumenthal, of Philadelphia, are growing very much in favor with patrons of the Soper Cigar Co., where a number of window displays have been in evidence recently on this brand.

The new Normandy Cafe, opened two weeks ago in the basement of the Hotel Ponchartrain, is helping materially to increase the sales of the cigar department.

Floyd Richter, manager of the cigar department at the Wenonah Hotel, Bay City, reports that he had a very prosperous summer and looks for a good fall business. He recently added a line of "Unis" cigarettes through his friend, Ed Lichtig.

Eugene Watson, of the firm of the Harry W. Watson Co., cigar jobbers, has returned from a fishing and hunting trip in Northern Michigan. Mr. Watson is a member of the Roscommon Club and spends a week or so in the fall of each year with other members of the club following his favorite pastime.

Clarence J. Sweet, cigar and tobacco jobber in Ann Arbor, Mich., says that the season which opens up September 29 should be the biggest since he has been established. This is a college city, and a larger number of registrations have already been made than any previous year. At the very least 5000 students will attend the University.

E. E. Emery, cigar manufacturer, of Battle Creek, Mich., boasts that he has in the past few weeks brought seven new families to that city through the manufacture of cigars. This is how he did it. He needed cigarmakers, so he advertised in New York, Cincinnati and Canadian newspapers for them, and got the desired results. The force at the Emery plant has increased from seven to twenty-eight employes in the past year.

Visitors: H. S. Michael, selling "Savaronas"; Mr. May, of the West Indies Cigar Co.; Leo Schoeneman (and wife), selling "La Vengas"; Eugene Beck, of R. A. Bachia Co.; Harold McCay, of Park & Tilford, and Mr. Taylor, with "Romeo and Juliet" cigars.

AL U. THORNBURG.

It is announced from St. Petersburg that an important combination connected with the tobacco business in Russia has just been completed. An English company has been formed with $12,000,000 capital, in which Russian, French and English capital is interested. The Russian interests are represented by the Banque Russo-Asiatique and the English group by Haes & Sons.

Los Angeles Register for Salesmen

Morris Burk, the well-known Los Angeles broker, has notified the World that traveling cigar salesmen will be welcomed at his place of business, 108 West Third Street, Los Angeles, and that they can make their headquarters at his place when in the city. He will keep a register open for them.

Premiums and Novelties *Spokes in the Wheels of Business*

THE rapidly-growing struggle among the manufacturers of cigars, cigarettes and tobacco, for the supremacy of their respective brands, has led to the use of novelties and premiums in quantities, and to an extent, never before known in the history of the trade.

The retailer has found the use of smokers' articles a most productive method of popularizing his shop and boosting his brands.

Competition is stronger than ever before and the use of alluring articles for the "den" or smoking room, given as premiums or as advertising novelties, is proving a most healthy way of encouraging trade and making new friends for the store.

We believe that our readers will be specially interested in a series of brief descriptions of articles that may be used in the tobacco trade in one way or another. We have secured the co-operation of many of the manufacturers in giving their products an introduction to the tobacco manufacturers and retailers, who desire to stimulate the sale of their goods.

There are some articles that may prove too expensive for premium use, but they will be found to be popular with the consumer if offered over the counter at retail. No "smokeshop," today, is complete without a good line of smokers' accessories.

Full information as to prices and quantities may be secured from the manufacturers, whose addresses are given in every case. We will consider it a favor if, when writing, you mention that your attention has been directed to the articles by THE TOBACCO WORLD.

There is a manufacturing firm in Pennsylvania that is producing turned rustic wood articles of particular interest to the tobacco trade. They are turning out rustic ink stands, clocks, tobacco jars and boxes, smoking sets, tabourettes, pipe racks and match holders, steins, umbrella holders, and smoking tables of a quality that cannot help but appeal to the retail trade.

All these articles are artistically finished and make attractive and unique decorations for a den, office or living room.

A pleasing product that will appeal to the smoker, is the rustic smoking table. Stretched out in a morris chair with this smoking set at one's elbow, what could be more comfortable or convenient for the weary bachelor or benedict, who, after a day of strenuous mental or physical exertion desires to enjoy his pipe or cigar in ease.

But this is only one of many useful and decorative articles that this company is making.

Cigar dealers handling lines of smokers' articles will find it to their advantage to procure the catalogue of the Tobyhanna Souvenir and Novelty Manufacturing Company, Tobyhanna, Pa.

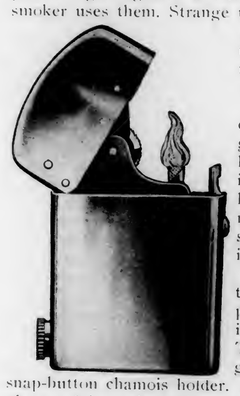
A very attractive novelty for igniting cigars and cigarettes is found in the watch cigar lighter, which fits any vest pocket and has no complicated mechanism to get out of order.

It is a very simple device like a thin model watch, and has all the appearances of being one. Gold-plated watch chains may be procured to go with the lighter.

Cigar stores and jobbers will find this article very attractive for use as a premium, an advertising novelty or to retail over the counter.

It is sold by the Globe Import Co., 309 Broadway, New York City.

Abroad where the high tax on matches has made the pocket cigar lighters a welcome economy, almost every smoker uses them. Strange to say, however, the smoking American that carries one is the exception rather than the rule, despite the multiplicity of types now on the market.



The lighter shown in the cut carries with it an absolute guarantee of being perfect as long as it lasts. Every dealer is authorized to give a new lighter in exchange for one returned by the purchaser should it prove to be mechanically defective.

The body is a thin model taking up less room in a pocket than a match safe, and is as neat as a piece of jewelry. This lighter is put up with guaranteed gold plate and a snap-button chamois holder. It is also put up in a nickel plate and is made up in quantities as an advertising souvenir.

This lighter is made by the Mount Vernon Specialty Co., 53-57 North Third Avenue, Mount Vernon, N. Y.

The cut herewith shows an attractive Safety Ash Tray and Match Holder, suitable as an advertising novelty for any manufacturer or retailer. Distribution of these trays can be made in hotels, cafes and restaurants, and may be marked with the name of the retailer or a brand of cigars. They can be given out to consumers and will prove a permanent advertisement in the best homes and offices, as well.

Retailers may complain that the expense item must be considered, but it will be found that the dealer can also sell the consumer the matches for the tray, and the profit from these alone will soon cover the cost of the souvenir.

This tray is the product of the Roseville Pottery Co., Zanesville, O.

There is nothing so valuable to the cigar dealer as an attractive window display that will draw attention to the window; that will keep the passer-by looking until he sees something in the window that he wants; that finally lands him inside his door.

Among the many novelties for window display, is the "Whirling Ball Illusion." This article, as can be seen from the cut, apparently consists of a square box carelessly covered with a piece of cloth on which is laid a mirror with an inverted glass, upon which hangs the gilded balls that whirl and whirl.

The average man who stops to look, wonders how under the sun the exhibitor gets away with this demonstration of apparent perpetual motion; and not one in a thousand will guess that under the box there is a spring motor that will run for ten hours without re-winding.

The company which has just put this article on the market manufactures all sorts and descriptions of wonderful window displays that are just the thing to draw trade and cause comment. It will be worth the while of live retailers to get acquainted with the products of the Attracto Company, Tenth and Diamond Streets, Philadelphia, Pa.

Something that advertises your goods and sells them at the same time is found in the punch board, so popular in the small shops and cigar stores. It is a method of increasing sales and at the same time boosting a particular line of goods.

The use of this new method of producing trade is one of the most rapidly growing schemes in the country, and it is embracing all branches; it is particularly popular in the cigar store when one stops to spend an idle moment or longer.

Dealers not acquainted with this line can secure information from the Michigan City Paper Box Company, Michigan City, Ind.

Gives Factory to Foreman

By the will of Mrs. Bartscher, widow of William Bartscher, the well-known cigar manufacturer of St. Louis, the cigar factory, for more than forty years the possession of the Bartschers, together with $2000, has been bequeathed to the foreman of the plant.

In addition to this gift each cigarmaker in the factory is to receive $1000.

The Bartschers had accumulated a large fortune in the cigar business, and were widely known in the State. Mrs. Bartscher, who just died at the age of 76, was popular with her employees and much beloved by her many friends.

Gold Watches With "Omars"

The big demand on the Coast for "Omar" cigarettes has been augmented by the announcement that with each carton of 200 cigarettes there will be enclosed a watch certificate. Fifty of these coupons will entitle the holder to a good high-class, gold-filled seven-jewel gentlemen's watch. These certificates will be redeemed in that section by the Tobacco Company of California, at 1 South Park, San Francisco.

William H. Graubner, of Jacksonville, Ill., has purchased the cigar factory on East Morgan Street, formerly owned by John Erickson. The new management will take over the brands of the former owner, including the well-known "Olceola" and "Thomas Dale."

August Gustafson, an expert tobacconist and snuff manufacturer, of Rockford, Ill., and at one time interested in the Fay Lewis snuff factory, has opened a snuff factory in the basement of a building located on Woodruff Avenue, that place. The brand of snuff produced will be from a recipe brought by Mr. Gustafson from Sweden.

Many and numerous were the expressions of pleasure from the patrons of certain cigar dealers located in Lynn, Mass., fortunate enough to secure one of the "Missouri Meerschaum" pipes given away with each package of Mayo's cut plug tobacco. The "Missouri Meerschaum" is stated to be the corn cob pipe de luxe, being splendidly made and fitted up with a stem of imported German weichsel wood, which is aromatic and adds to the fragrance of the smoke.

Quincy Sumatra Company Sale

The real estate and personal property of the Quincy Sumatra Company, located four miles west of Quincy, Fla., will be offered for sale at 2.30 P. M. on October 23rd, at public auction. Detailed notice is given elsewhere in this issue of the real and personal property. The land lies all together and is considered one of the best tobacco plantations in Gadsen County.

Havana Letter

(Continued from Page 32.)

satisfactory nature as regards their English connections. He ought to be back here early in October.

Don Carlos Behrens, of the Sol factory, is contented with the present outlook.

The report of Don Felipe Rodriguez being in New York, as published in THE TOBACCO WORLD of September 15, is a mistake, as he never left here, although Mrs. Rodriguez sailed from here by the S. S. "Saratoga" on the 13th inst. to spend a few months with her mother in a cooler climate than Havana. Don Felipe is too busy to be able to leave here, but expects to join her as soon as the heavy Xmas orders for fine sizes are executed.

Buying and Selling.

The principal buyers during the past fortnight were: Maximilian Stern, 8783; Victor K. Ettlinger, for Emanuel Hoffman & Sons, 2500; Sucesores de Juan Lopez, 2100; Calixto Lopez & Co., 2000; Salvador Rodriguez, of the "Charles the Great" factory, 1995; David Frankel, of San Francisco, 600 additional, thus making his total purchases also 1995; H. Upmann & Co., for their factory and for export, 1400; E. A. Calves, of Philadelphia, 1200, but he has not completed his purchases, but expects to leave here on the 27th inst.; Partagas, 1075; Morris Rosenberg & Co., 1000; Fred Meyer, for John H. Meyer & Co., 917; Ben Rothschild and Julius Fernbach, 824; Leslie Pantin, for some of his customers not in town, 818; Sol Salomon, 813; E. J. Vetterlein, 800; J. F. Berndes & Co., 699; Felix Eckerson, 673, but still in treaty on some large lots; Harry Landfield, 639; Harry Roberts, 605; Facundo Argüelles, 556; Walter Sutter & Co., 465 bales, and some smaller buyers.

The principal sellers were: Gonzalez & Benitez, 4200; Herrera, Calmet & Co., 3100; Rodriguez, Menendez & Co., 2100; Sobrinos de A. Gonzalez, 1622; J. F. Rocha & Co., 1500; José C. Puente & Co., 600; Muñiz Hermanos, 554; Gutierrez & Diehl, 385; José Menendez, 324; I. Kaffenburgh & Sons, 210, and Cardenas & Co., 200 bales.

There were eleven shippers above 200 bales from the port of Havana during the past two weeks: H. Upmann & Co., 860; J. F. Berndes & Co., 699; J. Bernheim & Sons, 651; Maximilian Stern, 514; Ernst Ellinger & Co., 493; Leslie Pantin, 468; Virgilio Suarez, 364; Manuel Suarez, 332; Mark A. Pollack, 267; Selgas & Co., 213, and Bustillo Bros. & Diaz, 211 bales.

ORETANIV.

LEAF TOBACCO MARKET

Pennsylvania Crops not up to Standard—Quality and Good Prices Mark Conclusion of Connecticut Harvest—Carolinas Have Banner Crop—Reports of Burley Most Discouraging

LANCASTER, PA.

The crops in and about this city at present do not appear to verify the prediction of even half a crop; many of the fields are very ragged looking in appearance, their growth is immature and it is not to be wondered that some of the farmers, becoming discouraged, have run the plough through the crop.

After the big hailstorm of a fortnight ago many of the growers began to cut, with a result that much of the gathered crop is too green. Some of the farmers have adopted the "cutting-out" plan this season, harvesting only matured stalks and letting the others stand for a later cutting. Most of the gathered crop has been Havana, although there has been some Pennsylvania broadleaf harvested.

One-fifteenth of the crop is Havana, but that cut so far is not up to standard. The leaves are too narrow and much lighter in weight.

The broadleaf that has been cut, in fear of hail or frost, is not yet ripe, which will hurt its price.

The shortage of the crops this year is bound to help those who have old leaf on hand. One leaf grower said the other day that he had some 1909 leaf he had held for three years, waiting to get a price, and if he could keep it three he could keep it four. The result of the apparently poor crop has been to bring in a call for 1911 goods. There is also some demand for 1912 leaf, but the packers do not seem particularly anxious to put a price on that yet.

YORK, PA.

Due to the late planting and backward spring, present indications are that the tobacco production in this part of the country will fall below the average of the past ten years. As the farmers in this section have planted only about half the acreage of last year, at the best, the production will not be more than half of the 1912 amount. The low prices of last year discouraged many growers from putting in their usual acreage of tobacco. The planting of Havana leaf in this vicinity has for the past ten years been very small. This year, however, the planting exceeds that of any other. Green worms and cut worms have damaged the leaves to some extent.

CONNECTICUT.

SUFFIELD, CONN.

The tobacco crop in this vicinity is now practically harvested, although there was some two hundred acres still standing when the first frost came. Farmers who had tobacco out were hustling to get it housed before another frost could damage it. The first frost fortunately did not injure the crop that was still standing, and by the time the WORLD goes to press every pound of tobacco should be under cover.

At the finish of the harvest of the shade-grown tobacco of the American Sumatra Tobacco Company, the plantation manager, Myron E. Potter, was presented by the employees with a handsome oak roll-top desk; James Sweeney, foreman, received a token in the form of a shaving set; Luther Potter, timekeeper, was remembered with a set of gold cuff links.

The lowest prices that have been paid so far is 15 cents a pound in the bundle. Other prices have ranged from 17 cents to 20 cents in the bundle. Two-thirds of the crop is said to have been bought or bargained for at fairly good figures.

WINDSOR, CONN.

The first frost of the season has come to worry the tobacco growers, but there is little tobacco out now and every energy is being devoted to getting that under cover. The harvest this year has been longer drawn out than usual and the growers have been harassed by the drought which held back the growth of the plants.

Except for the hailstorm of August 27, which damaged a few acres, the weed has been found free from injury. Some of the farmers have begun to deliver their primed tobacco to the packing houses. In a few weeks the packing season will be on, and the hands that have worked in the fields will now find employment in assorting the tobacco.

The yield has been very good and most of the growers will realize a profit.

THOMPSONVILLE, CONN.

The tobacco growers have practically completed their harvest here, as is indicated by the return to school of a large number of pupils. Notwithstanding the drought of late June and early July, the crop is considered good, and the prices are expected to be as high as last year. Many of the growers set out a larger acreage this year, and they are rejoicing to think that they got the crop in before it was nipped by the frost.

Although the crop is somewhat light in weight, it is of excellent quality and the buyers are offering good prices.

KENTUCKY.

LEXINGTON, KY.

Estimates by various crop reporters in the state show the outlook to be anything but encouraging and rainfalls would not help conditions. Firing of the crops has become quite general and has added to the hardening of the stock. There is no other hope or remedy save to cut and house the weed as soon as possible.

Owing to the scarcity of help, owners have been unable to get the needed hands for the cutting and many crops have already turned yellow. As a whole the crop is one of the smallest and poorest in quality ever raised.

Estimates based on the 1912 crop, the smallest in many years, show this year's crop not up to that even. Most of the tobacco is small, never having reached maturity, and yellow from firing rather than ripeness. In many cases it is burned by the sun and cured in the fields. There are very few good crops.

At present it looks like a shortage of at least 50,000,000 pounds, and this means that prices will certainly soar. While Burley tobacco remains at the sixty-five per cent. mark, it looks as if the field for speculation this year is a big one.

A large part of the crop has fired at the bottom up four or five leaves. In the top of most of the plants are small unmatured leaves. The stunted growth, and the necessarily low topping, has left but a few leaves to be depended upon for the yield.

WISCONSIN.

EDGERTON, WIS.

The drought that has been stunting the growth of the plants has come to an end and cooler weather and moisture should do something for the late crops. The harvested tobacco has been benefited by the wet spell, as during the hot weather it was curing entirely too fast to secure good color.

Almost every farm has some late tobacco on it, but it is impossible to tell yet whether the rains have done it much good. This will cause much uncertainty in the late fields, and as is already indicated, the crop at the best will be an uneven one. While there has been a general increase in the acreage of 1913, bad weather and other causes will probably keep the crop down to average yield.

So far the new law seems to be accomplishing its purpose in preventing field buying of the tobacco crop. The large operators are watching one another closely with their men ready to invade the fields should a break occur, but none care to take the initiative or assume the consequences should they bump against the penalties prescribed by contracting for future delivery. Taking it all around the buyers are generally better satisfied with the law than many of the growers who are cordially condemning its provisions. Most dealers think it a pretty good year to stay out of an early market.

THE CAROLINAS.

WINSTON-SALEM, N. C.

The consensus of opinion in these parts is that the 1913 crop is not only of increased acreage but excellent quality as compared with the harvest of 1912. It appears to be the finest and largest in this State in recent years.

Farmers are now busy cutting and curing. One-half the crop has been cut; cures are especially good and particularly those of the primings. Tobacco has come to the warehouses rapidly; it is fine in quality and color and the prices are good.

FLORENCE, S. C.

From all accounts the tobacco season in this State has been an exceptionally good one. The farmers seem pleased with the prices, which have averaged about 15 cents. Considering that the weed is marketed ungraded, this means practically another cent a pound to the grower. Prices have so encouraged the farmers that no doubt there will be a large increase in 1914 acreage. It is understood that more markets are being contemplated.

Most of the warehouses will be closed, if not all, by the time the next issue of the WORLD is off press. The Florence market has done better than last year, but at that it has lost by reason of the opening of two new markets in the territory that this city has drawn from.

Heard Among Leaf Men

Will County, Ill., is said to have proven rich in tobacco soils. Attention has been drawn to this fact by the experiments in tobacco culture by Prof. W. N. Clute.

A man in Wenatchee, Wash., reports that he raised his smoking tobacco in his own back yard. It is said to have attained a height of more than four feet, and to have thrived wonderfully. The man now wants to make Washington a tobacco-growing State.

At a mass meeting held in Sumter, S. C., it was unanimously decided to make Sumter a tobacco market in 1914. A committee was appointed to secure funds for building a warehouse, while many of the farmers present signified their intention of raising tobacco next year.

J. D. Noel, a representative of the American Tobacco Company, who has returned to Lexington, Ky., after a trip through the Burley belt, says that the condition of the tobacco is not so bad as has been reported.

Reports from Tennessee indicate a poor crop. Cutting began before the crop was ripe, which will make a poor quality. Buyers have been riding about the country, but have made no offers. It is thought that the market will open at seven or eight cents.

The tobacco warehouse owned by Samuel Rothenberg, of Dayton, O., suffered a loss of about $1200 from fire on the 12th. The warehouse contained about $60,000 of tobacco, and only the prompt work of the firemen saved the owner from a heavy loss.

The prosperity in the leaf tobacco trade has influenced East Texas growers to again try their hand at this product. Nacogdoches and Montgomery Counties report a revival of the industry and it looks as if other Texas counties might be induced to give tobacco a trial as a diversified crop. One thing about it is that it solves its own marketing problem by selling for cash.

The election of officers for the Burley Tobacco Society will probably be postponed from October 7 to November 1, pending a decision in a case now in the Court of Appeals.

Stuart, Va., is preparing to give a royal welcome to the buyers and growers who attend the first opening of the People's Tobacco Warehouse at that place on October 1. A special train will be run between Danville to Stuart on that date to enable buyers to make connection for Richmond, Danville and Winston-Salem.

To J. Henry Privett, of Darlington County, assisted by W. E. Lea, goes the honor of having sold recently at the Banner Warehouse, Timmonsville, S. C., one curing of tobacco which netted $731.80. This was followed by another from the same house later, which brought $877.10.

At the tobacco sale recently held in the warehouse of the Planters' Protective Association, Second and Jefferson Streets, Paducah, Ky., more than 200 hogsheads of tobacco were sold. The American Snuff Co. and V. J. O'Bryan are named as the principal buyers, having purchased almost the entire stock. Considering the low grade of tobacco offered, the prices obtained were excellent.

Letters to the Editor

How About Electric Cigar Lighters

DANVILLE, PA., September 13, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly furnish us with address of firm manufacturing Electric Cigar Lighters?

Sincerely yours,
UGANDA CIGAR CO.

Answered by letter.

Who Manufactures "Aplomo" Cigars

PHILADELPHIA, September 17, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly advise me who manufactures "Aplomo" cigars and also distributor for Philadelphia and vicinity.

Very truly yours,
AUFTERHEIDER,
Third and Walnut Streets,
Philadelphia, Pa.

Answer.—Made by Salomon Bros. & Stern, Factory 551, Second District of New York. Philadelphia representative, Yahn & McDonnell, Fifteenth and Chestnut Streets.

What Are Your Cheapest Cigars?

BLOOMFIELD, NEB., September 11, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly favor me with the name of a large cigar manufacturer of your city, having him forward me prices on his cheapest to his best five-cent cigars in 5,000 and 10,000 lots, and oblige?

Yours very truly,
J. AUGUSTINE.

Answered by letter.

Who Published This?

September 17, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—In a recent issue of a trade journal there appeared an article relative to the Woerner Cigar Packing Press, made by the Deutsche Woerner Werke of Mannheim, Germany, and I am anxious to secure a copy of this article, so if it appeared in your paper, won't you please be kind enough to send me a copy of this edition?

Yours very truly,
GEORGE G. FINCH,
Secretary.
SEIDENBERG & COMPANY, 111 Fifth Avenue, New York.

McHie-Scotten Company Now Controls "Worthy Scrap"

Having purchased from the Krummel Tobacco Company, of Cincinnati, O., their brand and good will of "Worthy Scrap," the McHie-Scotten Tobacco Company, of Detroit, Mich., will now feature this scrap as a control brand for jobbers.

However, in exploiting this brand in the respective jobbing territories, it is the intention of the McHie-Scotten Tobacco Company not to conflict in any way with the special work they are doing on "Union Scout Scrap," and brands they have made their leaders.

Fred Ohm of Fond du Lac Gets New Home

Fred J. Ohm, the well-known cigar and tobacco man of Fond du Lac, Wisc., who has been operating a shop and factory at 349 Armory Street, that city, recently purchased the wholesale cigar and tobacco business of Theodore Laudolf, located 35 North Main Street, and will hereafter be located at the latter address, having combined his own with the new business. The new acquisition is one of the oldest, if not the oldest, of its kind in the city of Fond du Lac, having originally been started by George Settler and C. A. Wilkie in 1878 under the firm name of Settler & Wilkie. Upon the death of Mr. Settler, the business was carried on by Mr. Wilkie until taken over by Mr. Laudolf sixteen years ago. He has been the sole owner until recent acquirement by Mr. Ohm.

Key West

Indications for Fall Business Good—E. H. Gato Cigar Company Working to Capacity—New Hotel Promised Soon

KEY WEST, FLA., September 27, 1913.

THE busy fall season has opened up auspiciously with the cigar trade of this city. Nearly all of our cigar factories have on file a heavy batch of immediate and future delivery orders, and they are taking on "Regalia" workmen as fast as they can be had. Heavy invoices of leaf tobacco are being brought in by every steamer from Cuba. Withdrawals from the bonded warehouses also show a decided improvement. Shipping figures are also excellent. Taking everything into consideration the fall business is going to be very large.

A very large percentage of the cigars manufactured in Tampa, Fla., for the Pacific Coast trade, are shipped through Key West, via the Mallory Steamship Line to Galveston, Tex., thence on to their destination by rail. This is clear proof that the shipping facilities of Key West are now the best and cheapest in the State.

Business is on the hustle at the big factories of the E. H. Gato Cigar Company. They have now about 550 cigarmakers enrolled on the manufacturing floor, and are carrying pretty near 200 strippers in the stemming department. Large shipments of fall goods to the company's territory throughout the United States are going forward by every available route. Their shipments to S. Bachman & Co., San Francisco, Cal., are especially very heavy.

S. M. & M. J. Gans, prominent leaf men of New York, were callers on the local trade recently.

Sam J. Wolf, of S. Wolf's Sons, has received his promotion from Major to Lieutenant-Colonel from the Governor of Florida.

Juan Gonzalez (El Nino), of J. W. Roberts & Son, Tampa cigar manufacturers, passed through the city recently, being en route to the Havana leaf markets.

The Cortez Cigar Company has showed its fall colors by filling up their main building and annex with skilled cigarmakers. "Maxine Elliott" and "Herman Cortez," in their many different sizes, are enjoying a good demand, and are being shipped in large quantities to all parts of the country.

Jaime Pendas, manager of Moreda & Co., paid a short business visit to Tampa recently. Jose Lozano, M. A. Gunst & Co.'s Havana leaf buyer, was a visitor at the office a few days ago, while en route to Cuba.

Things are on the hum at the Havana-American Company's factory. Their building, one of the largest in the State, is filled to its capacity on the cigarmaking floor. The company received about 500 bales of tobacco from Cuba a few days ago.

Viciente Martinez, who sold out his cigar factory a month ago to the Principe de Golfo Cigar Company and left for Cuba to do business and reside in the future, after having been a citizen of Key West for about twenty years, has returned and has filed his application for a cigar-manufacturer's license. He states that while Cuba is his native land that there is no place like "Cayo Hueso."

President Eduardo H. Gato and Vice-President Fernando H. Gato, of the E. H. Gato Cigar Company, returned this week from a pleasure trip to the North. Fernando H. Gato was accompanied by his wife and daugthers, Miss Lozario and Miss Mercedes. President Gato was in conference during the week with Mr. Ware, representative of the Forbs Hotel interests in regard to the proposed erection of a hotel here in the very near future.

Ignacio Casteneda, of Jorge & P. Casteneda, the leaf dealers of Havana, spent a few days in town this week.

Jose Aixala, of the house of Aixala & Co., of Havana, and M. J. Bloom, the New York leaf dealer, were callers on the local trade this week. Both of them did a nice business.

Don Luis Martinez, president of the Martinez-Havana Company, is scheduled to arrive from New York to-morrow.

V. Diaz, F. Lozano Sons & Co., passed through the city this week while en route to Tampa.

Emilio Pons and Ernest Bergen, of the Tampa-Cuba Cigar Company, were through passengers to Cuba during the week.

J. Newton Curry, office manager of the Cortez Cigar Company, returned this week from a pleasure trip through the West. Vivian Myers, of the Lee Roy Myers Cigar Company, of Savannah, Ga., is speding a few days in the city this week. During his stay here he is making his headquarters at the Cortez Cigar Company's office.

INGLACITA.

A recent ordinance introduced by Mayor Schnepp, of Springfield, Ill., makes it necessary for all dealers in tobacco and cigars to take out a license and give bond in the sum of $500. The license fee, which amounts to one dollar, is to be paid to the city clerk. Penalty for violation of the ordinance is fixed at a fine of from $25 to $100 and $25 per day for persisting in such violation.

"Omars" by Express

Many cigar and tobacco dealers would do well to pattern after the Tobacco Company of California, Incorporated, San Francisco, when it comes to a question of serving the customers' needs. Being big distributors of the "Omar" cigarette in that territory, which by the way has been on the market only about six months, and having entirely exhausted their supply, they found it necessary to immediately stock up, and quickly, so great was the demand for "Omars." They, therefore, ordered a consignment of 2,000,000 "Omar" cigarettes, comprising a solid carload, and at a cost of $2000, the entire lot was transported by a well-known express company from New York City, leaving there September first, to San Francisco, the journey being accomplished in exactly four days, sixteen hours and four minutes, the shipment having been closely timed. When it is understood that the value of the carload was $12,000, it will be seen that the Tobacco Company of California places a high premium on service.

Owing to the unusual dry conditions that exist in Lansing, Mich., smokers have been warned not to throw butts or lighted matches in the grass along the city streets. Nearly a dozen fires have been started in the last few days by the careless throwing of lighted matches, etc., into the dry grass.

The Arcade City store on North Street, Pittsfield, Mass., has been purchased from Burdick A. Stewart by Thomas F. Dumont. Mr. Dumont was for several years in partnership with Arthur Blain in the cigar business.

NOTICE

The Quincy Sumatra Company of Quincy, Florida, will offer for sale at public auction on the premises, located about four miles west of Quincy, Florida, on the Mt. Pleasant Road, on the 23d day of October, 1913, at 2.30 o'clock p. m., all of its Real Estate and Personal Property, as follows:

320 acres of land (more or less) on which are the following improvements:
12 frame tobacco barns
2 two-story frame dwellings, one of 6 rooms and the other of 4 rooms
40 negro houses
1 brick packing house and equipments
6 mules
2 horses
1 irrigated plant bed, 2 acres
1 gas engine and pumping station
1 stock barn
40 acres of shade, all as good as new
16 acres with posts and stringers, but not lathed
Feed, (corn, oats, hay, etc.)
Numerous farm implements, consisting of plows harrows, wagons and other tobacco tools

Terms and conditions of sale to be made known by the auctioneer at time of sale. The land lies all together in one plat, and this is one of the best equipped tobacco plantations in Gadsen County, Florida, and is within two miles of railroad.

For further particulars, address or apply to

THEO. STERNEMANN, Pres., 120 W. Water St., Milwaukee, Wis.
I. H. WEAVER, Vice-Pres., Lancaster, Pa., or
W. J. LUKASWITZ, Secy., Dayton, O.

The Quincy Sumatra Company

THEO. STERNEMANN, Pres.
W. J. LUKASWITZ, Secretary.

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One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

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EDWARD'S CENCIBLE:—28,151. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 9, 1913. Columbus Cigar Factory, Columbus, Miss.

FIVE FINGER:—28,152. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 9, 1913. Jacob Miller, Philadelphia, Pa.

LIMITATION:—28,153. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 10, 1913. Petre, Schmidt & Bergmann, New York.

CONVEYODAD:—28,154. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 10, 1913. Cole Lithographic Co., Chicago, Ill.

SYRIAN QUEEN:—28,155. For cigars, cigarettes, cheroots. stogies, chewing and smoking tobacco. September 10, 1913. Cole Lithographic Co., Chicago, Ill.

CONVEYOR:—28,156. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 10, 1913. Cole Lithographic Co., Chicago, Ill.

HOFFMAN'S AAA:—28,157. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and smokers' articles. September 11, 1913. American West Indies Sales Co., New York.

TONHILL CIGAR:—28,158. For cigars. September 11, 1913. Emanuel Ellenburger, Chicago, Ill.

CANADIAN STRAIT:—28,159. For cigars. September 11, 1913. Emanuel Ellenburger, Chicago, Ill.

LILLIAN FRANKLIN:—28,160. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1913. Kaufman, Pasbach & Voice, New York.

EL UFANO:—28,161. For cigars. September 11, 1913. M. Rosenstein, Philadelphia, Pa.

RIVOLA:—28,162. For cigars. September 11, 1913. M. Rosenstein, Philadelphia, Pa.

KLEIMANOLA:—28,163. For cigars. September 12, 1913. Solomon Kleinman, Philadelphia, Pa.

SIX DAYS:—28,164. For cigars. September 12, 1913. Sig. C. Mayer & Co., Inc., Philadelphia, Pa.

FINK'S HAVANA SMOKERS:—28,165. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 12, 1913. Speed S. Goodloe, Philadelphia, Pa.

BANKER'S SUPERBA:—28,166. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 13, 1913. M. L. Ausell.

LORD CHUMLEY:—28,167. For cigars, little cigars, cigarettes, chewing and smoking tobacco. September 13, 1913. Theo. Schneider, New York.

ADMIRAL KONTOURIOTES:—28,168. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 13, 1913. D. Phronimos, New York.

DOLFIN:—28,169. For cigarettes. September 15, 1913. Cambyses Co., Boston, Mass.

REAL AMERICAN:—28,170. For cigars. September 15, 1913. Central Cigar Box Co., St. Louis, Mo.

C. BOWMAN:—28,171. For cigars, cigarettes, cheroots. September 15, 1913. Chas. Bowman.

THE TALL TIMBERS:—28,172. For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 16, 1913. S. A. McNear, New York.

SARASOTA:—28,173. For cigars, cigarettes, chewing and smoking tobacco. September 16, 1913. Sarasota Cigar Co., Sarasota, Fla.

EVELYN Y. THAW:—28,174. For cigars, cigarettes, stogies. September 16, 1913. Michael Greco, Brooklyn, N. Y.

POLICEMAN AND POSTMAN:—28,175. For cigars. September 16, 1913. Rudolph Hoffman, Philadelphia, Pa.

THE WALTON SPECIAL:—28,176. For cigars. September 17, 1913. King-Bird Cigar Co., Mt. Carmel, Pa.

K. & B.'s STANDARD:—28,177. For cigars. September 17, 1913. King-Bird Cigar Co., Mt. Carmel, Pa.

KABERKO:—28,178. For cigars. September 17, 1913. King-Bird Cigar Co., Mt. Carmel, Pa.

FAMOUS LOOP-TWO BUTTS:—28,179. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 17, 1913. Graham & Smith, Red Lion, Pa.

HONORA GARCIA:—28,180. For cigars and cigarettes. September 18, 1913. Nicholas Erlich, New York City.

EVILSIZER'S 104:—28,181. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1913. Frank Evilsizer, Indian Harbor, Ind.

METRICO:—28,182. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1913. C. Mendez.

METRICAN:—28,183. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1913. C. Mendez.

VEE VEE:—28,184. For cigars, cigarettes and cheroots. September 18, 1913. The Calvert Lithographing Co., Detroit, Mich.

CAN'T HAVE SIX:—28,185. For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 19, 1913. Frank A. Bronson, Binghamton, N. Y.

MONEY SAVER:—28,186. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. September 19, 1913. E. Waegeman & Son, Bridgeport, Conn.

SELLER'S BOND:—28,187. For cigars, cigarettes, chewing and smoking tobacco. September 19, 1913. Moehle Lithographic Co., Brooklyn, New York.

MERCHANT'S BOND:—28,188. For cigars, cigarettes, chewing and smoking tobacco. September 19, 1913. Moehle Lithographic Co., Brooklyn, New York.

JOBBER'S BOND:—28,189. For cigars, cigarettes, chewing and smoking tobacco. September 19, 1913. Moehle Lithographic Co., Brooklyn, New York.

BROKER'S BOND:—28,190. For cigars, cigarettes, chewing and smoking tobacco. September 19, 1913. Moehle Lithographic Co., Brooklyn, New York.

LA CRUZ de YSABELLA:—28,191. For cigars, cigarettes, chewing and smoking tobacco. September 19, 1913. Moehle Lithographic Co., Brooklyn, New York.

JUDGE GORDON:—28,192. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1913. Cores-Martinez Co., Philadelphia, Pa.

BRUGGER'S BIG AND LITTLE HAVANA STOGIES:—28,193. For stogies. September 20, 1913. A. A. Brugger, Erie, Pa.

BLUE G. C. AND B. SEAL:—28,194. For cigars. September 20, 1913. B. R. Hahn Cigar Manufacturing Co., Bay City, Mich.

KOCHER'S UNIVERSE:—28,195. For cigars. September 20, 1913. Kocher Cigar Co., Joplin, Mo.

S. L. LEE & SON'S PANAMA:—28,196. For cigars. September 22, 1913. S. L. Lee & Son, Memphis, Tenn.

HAMPTON ARMS:—28,197. For cigars, cigarettes, chewing and smoking tobacco. September 22, 1913. Moehle Litho. Co., Brooklyn, N. Y.

HENRY MUD:—28,198. For cigars, cigarettes, chewing and smoking tobacco. September 22, 1913. George H. Sipple, Erie, Pa.

KLEEN-MAID:—28,199. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 22, 1913. Kaufman, Pasbach & Voice, New York.

SOUND UNION:—28,200. For cigars. September 24, 1913. Christian Backinger, Seattle, Wash.

HALF BITS:—28,201. For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 24, 1913. Rosenfeld-Rovig Co., Seattle, Wash.

IMPORTED HALF BITS:—28,202. For cigars, cigarettes, chewing and smoking tobacco. September 24, 1913. Rosenfeld-Rovig Co., Seattle, Wash.

PORTO RICO HALF BITS:—28,203. For cigars, cigarettes, chewing and smoking tobacco. September 24, 1913. Rosenfeld-Rovig Co., Seattle, Wash.

COUNTY CLERK:—28,204. For cigars, cigarettes, stogies, chewing and smoking tobacco. September 24, 1913. Retailers' Co-operative Cigar Co., Inc., Newark, N. J.

ASSET:—28,205. For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 24, 1913. Heineman Bros., Baltimore, Md.

EL AYRES:—28,206. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 24, 1913. El Ayres Cigar Co., Milwaukee, Wis.

CANCELLATIONS.

AUTO POLO:—28,085. For cigars, cheroots, chewing and smoking tobacco. Registered August 21, 1913, by Moehle Litho. Co., Brooklyn, N. Y. Cancelled September 23, 1913.

PALM-O-CUBA:—28,081. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 21, 1913, by Kaufman, Pasbach & Voice, New York. Cancelled September 23, 1913.

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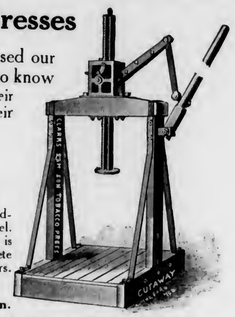

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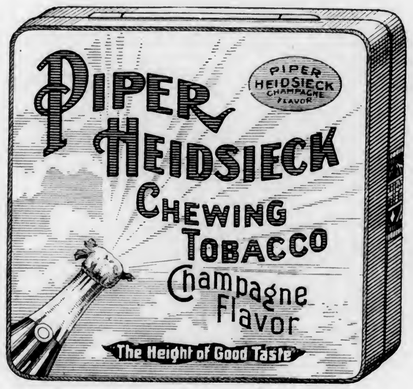

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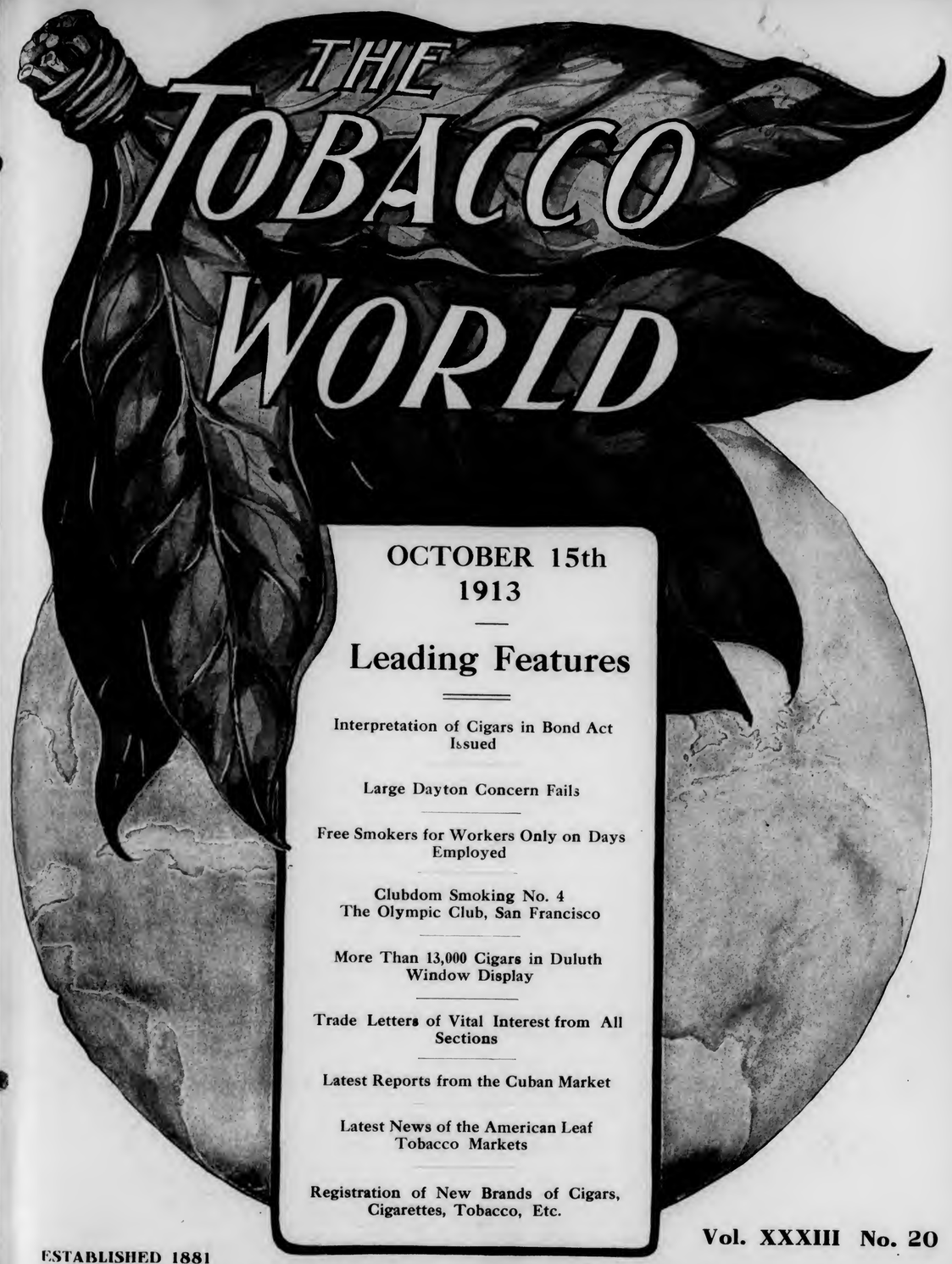

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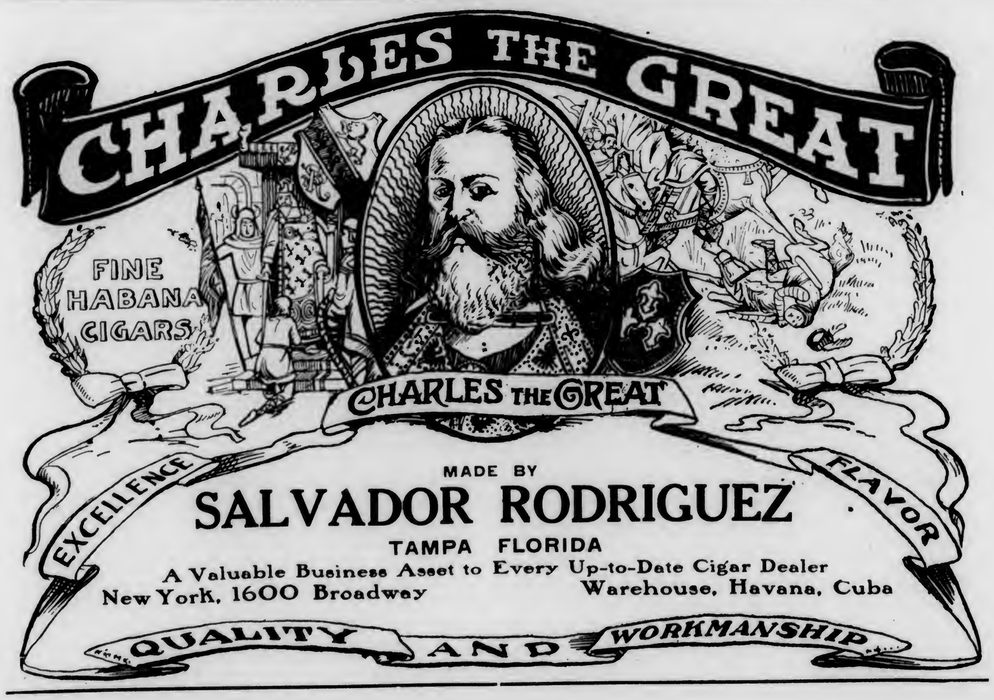

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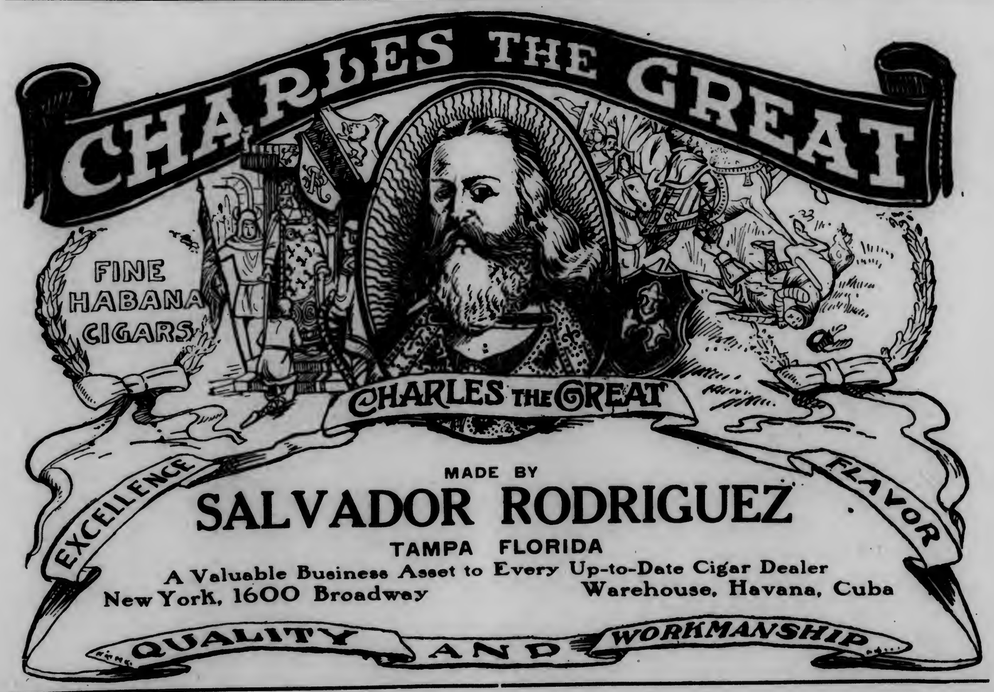

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44
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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
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all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
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They Lead the Leaders
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GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
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Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
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MADE IN PENNSYLVANIA

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Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

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¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

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The Sumatra Island of the Dutch East Indies are famous for the tobacco they raise. This tobacco is best adapted for wrapping purposes; but, like everything else, it is graded according to quality.

B-O-L-D

cigars are wrapped with the recognized highest grade of **Sumatra** known as **Deli My/A. B.** This particular grade is used almost exclusively by manufacturers of 10c. cigars, but in keeping with **BOLD** quality, we use **Deli My/A. B. Sumatra** wrappers and we can safely say that the **BOLD** is the only **Nickel Cigar** on which this extraordinary quality tobacco is used.

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Such a reputation is extremely difficult to acquire and equally difficult to maintain.

The Cayey-Caguas Tobacco Company occupies this position in the realm of Porto Rican cigars, by virtue of a deliberate purpose to produce cigars of such quality, and to conduct its business on such a plane and thru such representative dealers as would naturally give it first rank in its field.

Clearly no other cigar company has been in a position to contribute so much to the actual improvement of Porto Rican cigar quality as has this company. With the facilities and experiences of our large organization to draw upon, it has been possible to evolve a cigar of such fine quality and such uniform goodness as to practically establish a new era in Porto Rican cigar making.

Our best efforts, our finest tobacco and most expert workmanship have been given to our main factory brand.

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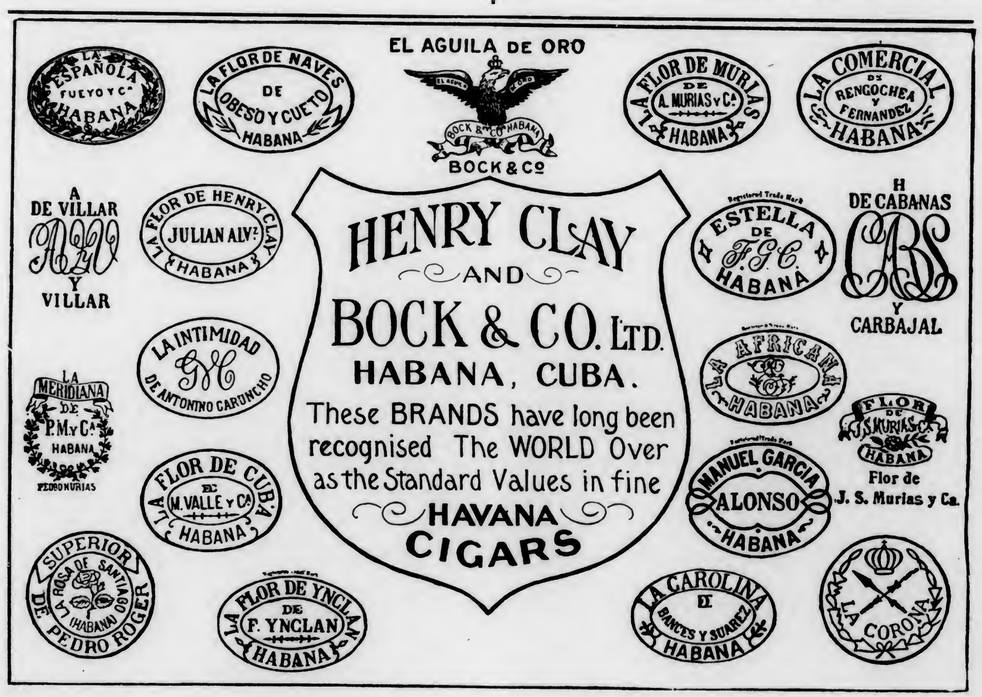

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They use it in ***preference*** to Sumatra, strictly on its merit, ***regardless of cost.***

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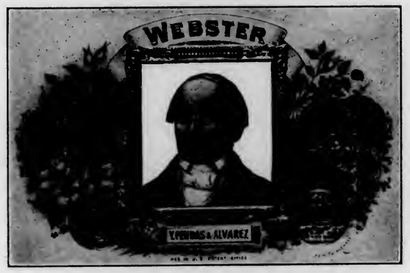

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THE TOBACCO WORLD

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LARGE DAYTON CONCERN FAILS

Bucher Cigar Company Files Voluntary Petition in Bankruptcy—Liabilities of More Than $38,000, While Assets Are Listed at $31,660.08—Philo G. Burnham Appointed Custodian of Assets

DAYTON, O., October 4, 1913.

ONE of the largest cigar manufacturing firms in Central Ohio, the W. L. Bucher Cigar Company, has filed, through its attorney, John C. Shea, a voluntary petition in bankruptcy in the local United States District Court.

Its schedules sworn to by W. L. Bucher, president and treasurer, list the liabilities at $38,294.37, while assets aggregate $31,660.08. There are but few creditors holding claims for merchandise which total but $375.31.

The assets of the company consist chiefly of leaf tobacco, most of which is stored at the warehouse of the American Cigar Company, at Lancaster, Pa., and in Philadelphia warehouses.

The stock in trade and fixtures of the company at its factory, 1409 East Fifth Street, Dayton, is valued as follows:

Fixtures, $700; manufactured cigars, $5,400; stemmed tobacco, $950; unstemmed tobacco, $5,360, and labels, $150. Tobacco valued at $3,450 is held at Lancaster, subject to the order of B. Labe & Sons, of Philadelphia, and Sumatra to the value of $1,571.20 and primed and Georgia valued at $486 is held at Philadelphia, also subject to the order of Labe & Sons. Besides the twenty-five cases of seed leaf upon which they claim a lien, Wolf & Lukaswitz have stored in warehouse seventy cases of Connecticut binder valued at $4,200, owned by the bankrupt company.

Other assets of the company are debts due on open accounts aggregating $7,435.48; cash on hand, $155.70, and bills receivable, $348.

The only secured creditor of the bankrupt company is the firm of Wolf & Lukaswitz, of Dayton, which claims a lien upon twenty-five cases of Ohio seed leaf of an estimated value of $950, as security for a note of $1,041.59. Unsecured promissory notes of the bankrupt company aggregating $36,877.47, are held as follows:

Wolf & Lukaswitz, $1,041.59; Sunny Brooke Tobacco Company, New York, $300; Allen & Wheeler Company, Troy, O., $400; Merchants' National Bank, Bangor, Pa., $1,175.32; Guardian Trust Company, York, Pa., $2,502.84; First National Bank, Hanover, Pa., $1,824.16; Franklin National Bank, Philadelphia, Pa., $1,751.42; Farmers' Bank, McSherrystown, Pa., $217.10; Bank of North America, Philadelphia, Pa., $1,029.82; Girard National Bank, Philadelphia, Pa., $6,885.88; Fulton National Bank, Lancaster, Pa., $6,169.27; Farmers' State Bank, Hanover, Pa., $4,965.84; Farmers' National Bank, Pennsburg, Pa., $3,326.22; Lancaster Trust Company, Lancaster, Pa., $2,662, and the Manufacturers' National Bank, of Philadelphia, Pa., $2,625.66.

Upon application the court appointed Philo G. Burnham of Dayton, as custodian of the assets of the bankrupt company and fixed his bond in the sum of $5,000. He is to have charge of the bankrupt's business pending the appointment of a trustee in bankruptcy.

CIGAR RULES FOR MAKING IN BOND

First Instructions Regarding New Law Given Out—Assistant Secretary of Treasury Conservative in His Interpretation—Strictly Legal Ruling Issued

(Special to the "Tobacco World.")

Washington, D. C., October 11, 1913.

FOLLOWING close on the passage of the Underwood Tariff Bill last week, a number of cigar manufacturers, immediately applied to the Treasury Department for specific information concerning the regulation which the department would make for the manufacture of cigars in bond. Today, the Treasury Department, through Assistant Secretary Hamlin, has given out the first instructions concerning the new law.

The department has been very conservative in its interpretation and does not attempt to enlarge upon the wording of the act in the least.

Anticipating the immediate use of this law, Assistant Secretary of the Treasury Hamlin has issued the following instructions to collectors of customs:

"Section V, paragraph M, of the tariff act of October 3, 1913, provides in part 'That cigars manufactured in whole of tobacco imported from any one country, made and manufactured in such bonded manufacturing warehouses, may be withdrawn for home consumption upon the payment of the duties on such tobacco in its condition as imported, under such regulations as the Secretary of the Treasury may prescribe, and the payment of the internal revenue tax accruing on such cigars in their condition as withdrawn, and the boxes or packages containing such cigars shall be stamped to indicate their character, origin of tobacco from which made and place of manufacture.

"The provisions of articles 506 to 513, inclusive, articles 514 to 524 inclusive, only so far as applicable, and articles 525 to 538, inclusive, of the customs regulations of 1908, are hereby extended to the bonding and operation of warehouses for the manufacture of cigars.

"Only tobacco imported from one country may be taken into premises bonded for the manufacture of cigars, for use in making cigars. Cigars manufactured from such

(Continued on Page 21)

Watertown Tobacco Company Enlarges

The Watertown Tobacco Company, of Watertown, N. Y., occupying the building on the north side of the public square, are renovating their place of business and adding a four-story addition.

The company, of which G. L. Traver and I. L. Traver are the controlling factors, has decided to increase its capitalization from $20,000 to $40,000, for the purpose of making these improvements and a possible further extension of the business.

The plans call for a new plate glass front to the building, in addition to other changes. When finished the wholesale department of the company will be moved from the second story to the basement, and the upper stories rented for offices.

The retail department will also be greatly enlarged and will occupy the entire ground floor of the extended store, with the offices in the rear.

Schinasi Brothers Win

SUPREME Justice Nathan Bijur, of New York, last week granted a permanent injunction against A. Schinasi & Brothers, to prevent the use of the name "Schinasi" in the manufacture of cigarettes.

As is well known, Schinasi Brothers have been for years leading manufacturers of Turkish cigarettes in New York City, producing the "Natural" and "Prettiest" brands.

Recently a new corporation was formed by Albert Schinasi, who came to the United States in June last and the company was known as A. Schinasi & Brothers, Incorporated.

They opened offices in the Fitzgerald Building, 1482 Broadway, and established a factory on Canal Street, placing on the market a brand of cigarettes known as "Schinasi's Natural Aromatic."

The pioneer firm Schinasi Brothers, through their attorneys, Horwitz & Rosenstein, applied for a temporary injunction and by the opinion of the court, last week, this was made permanent.

A "World" man then called at the offices of A. Schinasi & Brothers on several occasions, but found them closed. It was stated, however, by one of the members of the company, that they would continue the manufacture of cigarettes under new and different arrangements.

Pixley to Represent Pera Company

An interesting item of news from the West is to the effect that W. I. Pixley, whose fame as a cigarette salesman is well known, has come to an agreement with the Pera Cigarette Company, and that he will represent this firm on the Pacific Coast.

"Scenes in Savarona Land"

F. R. Hoisington, President of the Cayey-Caguas Tobacco Company, has gotten out a most attractive booklet entitled "Scenes in Savarona Land." Mr. Hoisington's idea, as stated to the Tobacco World correspondent, was to give the cigar clerks, salesmen both of jobbers and retailers, first hand information with reference to the origin and manufacture of "Savarona" cigars, and the booklet will be mailed to any one who wants to see this beautiful set of tropical views. The booklet begins with Mr. Johnson, as that is the way the Cayey-Caguas Tobacco Company began.

It was founded by a man who knew how to make cigars, and he has made at least as good cigars as any one else on the Island. It shows Mr. Johnson's residence with the factories in the background, and carries the reader along by pictures and reading matter through the plantations, warehouses, shade tobacco, curing, sorting, up to the finished product. Altogether the book is a most interesting and attractive and instructive bit of cigar literature. The pictures alone make it attractive and many of these books will find their way into the homes on account of the interesting pictures.

The Cayey-Caguas Tobacco Company expects also to put these booklets on the retailers' counters wherever "Savarona" cigars are handled, so they may be distributed to smokers.

Perez & Co. Make an Assignment

TEODORO PEREZ and Samuel J. Janover, who compose the firm of Teodoro Perez & Co., importers of leaf tobacco, at 212 Pearl Street, New York City, and a business at Marianao, Cuba, as the Monroe Commercial Company, have made an assignment to Leonard D. Greenhall. The firm was formed on January 1, 1909. Mr. Perez had previously been president of the West Indies Cigar Company.

Charles L. Greenhall, representing the assignee, said that the liabilities were $72,000, of which $22,000 were secured and assets are probably $40,000, consisting of equity in pledged merchandise and accounts and customers' notes. Nearly all the liabilities are to creditors in Cuba.

President Hill Goes Abroad

P. S. Hill, president of the American Tobacco Company, sailed for Europe on the seventh inst., for a ten days' stay in London. He is visiting the other side on a strictly business matter and will return to New York about the first of next month, planning after that for a quick trip to Havana.

"Milo" in Melachrino's Hands

Announcement came from the Tobacco Products Corporation a few days ago that on and after October 1, the exclusive sales of the "Milo" cigarettes had been placed in the hands of M. Melachrino & Company, a subsidiary of the Tobacco Products Corporation.

This change, according to Vice-President Ellis, has no significance other than that for the better balancing of the firm's business.

J. W. Merriam Optimistic

Genial "Jack" Merriam, as his host of friends know him, returned home a week ago, from a three weeks' trip out West and expressed himself in the most optimistic terms concerning the business which he had personally done and the general outlook for future trade. The tariff bill seems to have been thoroughly discounted according to Merriam and business will not be at all interrupted.

Opening of New Gunst Store

Several thousand people visited the newly-opened smoke shop of M. A. Gunst & Company, at Broadway and John Street, on Monday and carried away as a souvenir of the opening a cigar or cigarette holder or a leather purse. Visitors also received gifts of dainty rosebuds as long as they lasted.

This new store represents the latest and most modern in interior fittings and lighting effects. The wall cases and counters are of solid mahogany, the fittings are in excellent keeping with the other appointments of the store and the whole equipment is sure to meet the hearty approval of the customers.

FREE SMOKES ONLY FOR DAYS ACTUALLY EMPLOYED

No Twenty-one Cigars a Week—Will Be Allowed Only Three Per Day When Working—Internal Revenue Commissioner Explains Position.

Washington, D. C., October 11, 1913.

COMMISSIONER of Internal Revenue Osbourn holds, under the free smokers law, that each employee of a manufacturer of cigars who works less than a full week, is held to be entitled to only three cigars per day for each full day actually employed.

Explaining his position on this point, he recently sent a letter to one of his collectors, saying:

"This office is in receipt of your letter of the 19th instant in which, referring to Treasury Decision No. 1875, you state that the question has arisen whether a manufacturer of cigars, if he chooses, would be allowed to furnish an employee with twenty-one cigars in any one week should the employee be actually employed a portion of the week only, that is, one, two or three days, or less than six days, as, you state, is often the case. You ask, also, in case tax free cigars are not furnished employees nor employees allowed to take them, whether the manufacturer is required to make daily report on Form 72 of the number of cigars 'manufactured,' 'removed tax paid,' and 'total number of cigarmakers employed.'

"You are advised in answer to your first question that while the law reads 'Each employee of a manufacturer of cigars shall be permitted to use for personal consumption and for experimental purposes, not to exceed twenty-one cigars per week,' it is contemplated that to be entitled to the twenty-one cigars per week, the employee shall have been at work each day of the week and if he is employd for a less period than a full week, it is held that he shall be entitled to only a proportionate number of tax free cigars, or three cigars per day, for each full day actually employed by the manufacturer. Where an employee is engaged on piece-work or is paid so much per hundred cigars and such employee does not work a full week, he shall be entitled only to tax free cigars for personal consumption and for experimental purposes at the rate of three cigars for each full day employed.

"Relative to your second inquiry, you are advised that no report of the number of cigars 'manufactured,' 'removed tax-paid' or 'total number of cigarmakers employed' each day need be made on present Form 72 if no tax free cigars are furnished to or taken by employees. Monthly return Form 72, however, should contain a statement to that effect which must, without fail, be made with the understanding that it applies to cigars consumed within as well as off the bonded factory premises.

"Each cigar or 'smoker' manufactured and consumed by an employee, either within or off the bonded factory premises, must be reported as having been manufactured and its disposition accounted for, in accordance with the law and Treasury Decision referred to."

V. Gilmore Iden.

When the Board of Charities and Correction, at Butte, Mont., recently met for the purpose of awarding the contracts for supplies to Montevue and the jail, H. J. D. Hagan was given the contract to supply tobacco for the three months' period.

Waiting for Rules to Make in Bond—A. L. Cuesta, Jr., Ill—New Manager for Tampa Bay Hotel—Astounding Shipments.

TAMPA, October 11, 1913.

THE factories here are fully as well engaged as they were two weeks ago when I last reported, and if anything, orders are increasing more rapidly than even the most sanguine expected.

The Clear Havana Manufacturers' Association are awaiting definite news from Washington concerning the interpretation of the new "Made in Bond" provisions of the Tariff Bill which has just been passed, and three manufacturers who do not care to give out their names just yet, have already assured me that they intend to commence the making of goods in bond immediately.

Vice-President E. J. Stachelberg, of the Sanchez & Haya factory, is up to his capacity with orders all along the line and told me that they have had some phenomenal orders from Chicago during the past ten days, and that the sales of "Sanchez & Hayas" in Denver, Salt Lake, and all along the Pacific Coast, are heavier than ever. Mr. Stachelberg received a clipping a few days ago from a New York paper, showing him that his sister, who resides in Paris, had an old balance of several hundred dollars in a New York bank, which had stood for a number of years and the fact was advertised according to law.

The San Martin & Leon Company have been in receipt of some excellent orders from Philadelphia, where C. J. Castillo, and President Jorge Leon have been visiting during the last three or four days.

Many friends will regret to hear of the untimely death of R. R. Windhorst, who was for some years with the Rey-Strauss Company and represented them on the road until a year ago, who died in this city a few days since, a victim of consumption. Mr. Windhorst gave up the road about a year ago and had been endeavoring to regain his health since that time.

A. L. Cuesta, of Cuesta-Rey factory, reached home last Sunday and his return was overshadowed by the fact that his son and namesake was down with typhoid fever, in the Halcyon Hospital.

The reports on the young man, at this writing, are favorable, and the physicians say that he will pull through all right.

T. H. Burt, the district manager for the Reynolds Tobacco Company, in this city, will start on Monday to market his company's new brands of cigarettes here, the "Reyno" and the "Osman."

Benjamin Cosio, the efficient manager of the Jose Lovera & Company factory in this city, is out of town for a few days on a business trip through Jacksonville. He expects to return on Monday.

Members of the trade will be glad to hear that an expert hotel man in the person of W. F. Adams, has been engaged to run the Tampa Bay Hotel for the coming year. He expects to open the house on September 15, after it has received a thorough overhauling. Mr. Adams was for seven years manager of the Senate restaurant in the capital at Washington.

During the week ending Saturday, October 4, 1123 cases of cigars containing 5,615,000 cigars were shipped out of this city, the product of Tampa cigar factories for that week.

Up to date this year 40,423 cases for the same time last year.

This means that 202,115,000 cigars have been shipped out as compared with 187,745,000 last year, or a gain of 14,370,000 cigars in this year over last.

Up to October 4 this year there were 238 working days, so that Tampa has made and shipped an average of 849,000 cigars every working day during 1913.

It surely is the clear Havana cigar city of the world, and we are proud of it.

PERFECTO.

Important Auction

Elsewhere in this issue appears a notice from a prominent tobacco company in Florida, relative to an auction sale of all their real estate and personal property, and of which they are desirous of disposing. Manufacturers looking for new equipment would do well to write and ascertain concerning the effects to be offered, or better still, might make a visit to the town in question, and find it worth their while.

B. W. Thornsburg, a cigar dealer of Cedar Rapids, Ia., was a recent visitor to Waterloo, Ia.

IRREGULAR PAGINATION

FRANK OLDHAM, who is a clever tobacconist out in Wisconsin, has struck upon a useful idea to stimulate trade among his farmer friends and those whose homes are located some distance from his shop. Once every week he sends out small boys with handbills numbered consecutively and stating thereon in bold-face type that fifty of the handbills call for a free gift at his store on Saturdays.

On the appointed days he takes fifty pipes, packages of cigarettes, small bundles of cigars, smoking novelties, and arranges them on the gift shelf with the numbers conspicuously displayed.

During the two months that he has used this scheme, he has distributed as high as five thousand handbills, numbered from one to five thousand and out of this list, picked the fifty gift numbers and thus far he reports not one number has been overlooked on any Saturday.

It means that he gets a sure several thousand callers on the designated day and even our conservative farmer friends who come in with handbills calling for a free pipe, hesitates to walk out of the store without buying at least a tin of tobacco to smoke in it.

Mr. Oldham has caught a few getting away, but a kindly word turned them back toward the counter and enabled him to separate them from a dime at least.

The scheme is not a lottery, for there is absolutely no money exchanged for the gifts which he hands out.

* * *

A new phase of the fair sex's rapidly increasing prerogative of smoking, has developed on the West Coast, and unless something is done forthwith, the beautiful Hotel Oakland, will shortly have to get a new manager for the Broom Squad. It seems that Tom Num, house-cleaning expert at the hotel, is peeved. Tom works all night with a corps of assistants, and the more he works the more he has to do. This is because ladies smoke in the hotel occasionally. At the smart afternoon teas silver cigarette cases are opened and Turkish cigarettes are smoked.

According to Tom, the ladies smoke differently from the sterner sex. The men drop their ashes into ash-trays or cuspidors. The fair smokers at society teas drop their fluffy cigarette ashes on the carpets. For some time Tom has had much ado to clean them up, and recently he rebelled. Approaching Maitre d' Hotel Petersen, he demanded that notices, calling women's attention to ash-trays in the lobby, be printed and displayed.

"Nothing doing," said Petersen. "The ladies can smoke how and where they please in this hotel, and if they spoil your carpets get new ones. We must please the ladies."

Wherefore Tom still goes over the carpet three times with the vacuum cleaner to remove the ashes, and mutters strange Chinese oaths.

I see that the retail handlers of cigars and tobacco in France have finally banded into an association to try and force the French government to treat them something like right in the manufacture of goods which they must sell. At a meeting last month, the dealers had representatives of the French Regie present, and laid the law down to them in strong terms, and adopted three resolutions which are worthy of being printed herewith, and I give them to you merely to show how lucky our American smokers are.

I. That the manufacture of "Levant elegantes" cigarettes at fifteen cents a pack be increased so as to supply the public demand. The State, it may be explained, manufactures "Levant Gauloises" cigarettes at twenty cents a pack, for which there is no demand, while the other size, the "Levant elegantes," are in great favor. The State, however, has a large stock of the unpopular article on hand and refuses to supply the popular one until this stock is exhausted.

II. That the scarcity in the supply of flat packs of Maryland cigarettes be remedied. Everybody who has been in France remembers the cylindrical packs of cigarettes. Of late years, however, an oblong packet has been introduced which has met with great favor, but the retailers cannot get a proper supply. They order the flat oblong packet, but the State persists in supplying the old round form.

As I have stated on several occasions, before, if you have ever been so unfortunate as to have to depend upon French cigarettes or cigars for your smoking comfort, you can at least understand that the blame rests upon the shoulders of the government.

* * *

I was very much impressed with the cleverness of the idea displayed by the Chicago manufacturers of the "La Bona" cigar, in the shape of their premium offer to dealers of a talking cigar cutter, which device embodies a combination cigar clipper and a phonograph. The Victor Talking Machine Company tell a most romantic tale concerning the adoption of their most remarkable and world-famous trade mark, "His Master's Voice," which depicts the intelligent dog in front of the horn of the phonograph recognizing the beloved voice of his master coming from a record.

This idea has been turned to good account in the cigar-cutter device and when a customer places his cigar therein, and clips off the tip, there issues from the cutter this plaintive appeal: "Try 'La Bona,' a one-half pure Havana long filler, so blended as to produce a mild, smooth smoke." The machine is guaranteed to make its announcements correctly for six months, and is being given free to dealers with each purchase of 1000 cigars.

A novelty like this, it seems to me, is sure to make the cigars talked about to an unusual degree, and publicity always means distribution.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Tampa's Big Gains

The official figures as published in our Tampa letter this issue, show that the marvelous little producing city of clear Havana cigars, has shipped out this year, up to date over 200,000,000 cigars in nine months, being an increase of some 15,000,000 over the same period of last year. The next three months easily promise to be the heaviest producing months in the history of the industry, and we should not be surprised if the product for the coming period would total 150,000,000 additional cigars, which would bring the year's output up to 350,000,000.

These figures are stupendous in their aggregate and give a faint idea of why the marvelous little metropolis of southern Florida has made such wonderful headway along all lines of progress, financial, commercial and otherwise.

It is well that our legislators at Washington should pay careful heed to everything which has the endorsement of the association of cigar manufacturers in Tampa for the industry as represented by them there, is powerful indeed.

* * *

"The best way to get what is coming to you is to meet it more than half way." Reach the man you want to sell by advertising in "The Tobacco World"; you can bet he is one of our subscribers.

Busy Factories and Advertising

Philadelphia and the vicinity seem constantly searching for cigarmakers. Reading claims that at the present time it could use at least five hundred more. Lancaster and York are both looking for good workmen, and everywhere there seems to be a demand for cigarmakers. Lack of them, and lack of places to put them to work, is putting many of the big manufacturers way back on their holiday goods.

A scheme, which is not a new one by any means, has been tried by several manufacturers and is working out all right for them in more ways than one. They have opened their own apprentice shops and are teaching the pupils how to make their brands of cigars, and the result is that when these apprentices are ready to go to work on the bench, they are fairly good on that particular line of smokes. In addition that line is the only one they do know, and for that reason it will be hard for them to desert that factory and go to another.

Advertising is the power that is turning the factory wheels and increasing the demand for cigarmakers, and advertising *now* will prevent the "dull" season that non-advertisers are always crying about. Many of the factories in Philadelphia that have been consistent advertisers have experienced the biggest summer season in their history. For several factories August was the biggest month they have ever known.

* * *

"Speedy execution is the mother of good fortune." The determination to start advertising, today, in "The Tobacco World" is a guide-post on the pathway to greater success.

* * *

Good Work at Washington

Manufacturers, whatever their political creed may be, are agreed that the officials connected with the present administration at Washington are taking prompt measures to give the trade at large the benefit of whatever information they have, so that business can pursue its calm, even course.

As will be seen elsewhere, not more than a week had elapsed after the passage of the Underwood Tariff Bill before Assistant Secretary Hamlin, recognizing the importance of the "made in bond" proviso, issued definite instructions so that any manufacturers who were desirous of inaugurating the new system, could have a foundation upon which to lay their plans.

The definite regulations concerning free smokers, which have been issued from the Treasury Department within the past ten days, while they may not accord with the views of manufacturers generally, at least, settle a much mooted question, and put everyone upon an equal basis in each revenue district.

Generally speaking, the tobacco industry seems to be thoroughly appreciated by the Wilson administration, and the spirit shown at Washington, thus far, appears to be an eminently fair one.

* * *

"There is greater wealth in the time men waste than in all the gold mines of the world." There is greater loss to those who do not advertise than there is profit to those who do. Don't be a loser! Try "The Tobacco World."

PHILADELPHIA.

Terry & Duncan Dissolve

A. W. Terry, Jr., and W. D. Duncan, comprising the well-known cigar firm of Terry & Duncan, located at Tenth and Chestnut Streets, Philadelphia, have dissolved partnership.

Mr. Duncan has, it is understood, allied himself with the Mutual Life Insurance Company, and Mr. Terry will continue the business under his own management.

The same high grade of goods will be carried as heretofore, and the Sanchez & Haya Company will distribute their goods through Mr. Terry.

Other well-known brands handled by the firm are "Cortez," "Lozano" and "Luxello," the latter brand being made by Luckett, Luchs & Lipscomb, of Philadelphia.

City Notes

Juan F. Portuondo report a heavy business on holiday goods. The line of "La Flor de Portuondo" is going especially well and the factory is busy caring for the demand for special Christmas packings in boxes of twenty-five.

Jorge Leon and Chas. Castillo, representatives of the San Martin & Leon Company, Tampa, Fla., paid a visit to the Quaker City trade last week.

C. E. Turner, representing Salvador Rodriguez, manufacturer of the well-known "Charles the Great" cigar, closed a trip in Philadelphia recently with a well-filled order book.

Before he took the train for Cedar Rapids, Henry Reisenberg put in a good stroke for his factory when he arranged with Morrison, Plummer & Co., of Chicago, to become the agency in that city for the "Bold" cigar. Then, at his next stop, this energetic salesman lined up the Churchill Drug Company, of Cedar Rapids and Burlington, as jobbers for the "Bold" brand in those territories. Mr. Reisenberg is now in Minneapolis, where it is expected that he will put over another good stroke for his fast selling brand.

Labe Creditors to Meet

George E. Shaw recently sent out a notice for the meeting of the creditors of Benjamin Labe & Sons, to be held at the Girard National Bank, Philadelphia, on Friday, October 17, the meeting to be called at 3 o'clock in the afternoon. In his communication, Mr. Shaw stated that it was very important that all creditors be represented.

"Bonair" Cigar a New Comer

The cigar department of the Mitchell, Fletcher & Co. stores have just placed a new brand on sale in their various stores under the title of "Bonair."

The new product is a seed Havana, packed in londres, Rothschilds and regalia, selling for $4.50 per hundred. Perfectos and especials are banded and sell for five cents straight or $5.00 per hundred.

These new goods are from the factory of a well-known Philadelphia manufacturer, who claims to have secured a pleasing blend of choice tobaccos.

With the "44" Salesmen

M. A. Funk, secretary and sales manager of the "44" Cigar Company, has been in Chicago recently, directing G. T. Loker and his son in their distribution of "44's" and "Adlons," through the Thorwart & Rhoeling Company. This firm is now doing a tremendous duplicating business on these brands, proving that the new distributors are doing their share in interesting the smoking public in these popular cigars.

Success is smiling upon the efforts of Tillman Funk and his specialty men, C. F. Clark and E. H. Busbee, in their work on the house brands in South Carolina, Georgia and Tennessee.

James F. Cormany, Western representative, is working with the Omaha Tobacco Company in Nebraska, assisting them in their efforts to care for the unusual number of "repeat" orders that are piling in upon them.

M. Zander, with his son, G. W. Zander, is building up a fine line of business in the Southwest for the "44" cigar.

W. H. Nicholson is now lending his aid to the work of the Flat Top Grocery Company, who are the West Virginia distributors in that territory. Mr. Nicholson's specialty man, I. N. Rayfield, is assisting him in the successful campaign which they are now carrying on.

F. W. Crawford, New York and Middle West representative, has been spending a few days in Buffalo and the vicinity. He reports heavy runs on "44's" and "Adlons."

The factory reports show that the advance business this season exceeds by far that of other years, and that the demand for "44's" is constantly increasing.

C. W. Saunders, of the Cortez Cigar Company, Key West, Fla., collected an attractive bunch of orders while in Philadelphia.

"Solace" Cigars in Pittsburgh

THE Fifth Avenue Arcade Cigar Store in Pittsburgh, has recently had a splendid display on "Solace" cigars. This well-known brand of clear Havana cigars is made by George W. Nichols & Company.

The cigar stand which is shown in the illustration is operated by Joseph Maher, who secured Howard Peel, of Reymer Brothers, to put up the "Solace" display for him. It has proven a big hit with smokers in the "Smoky City," and has added quite a bit to Mr. Maher's sales on the brand.

Cigar Rules for Making in Bond

(*Continued from page 15.*)

tobacco may be withdrawn for consumption in the United States upon the filing of an entry in the form provided by article 257 of the customs regulations of 1908 for the withdrawal of merchandise from bond for consumption, such form of entry to be modified to correspond to the facts.

"The entry must specify in detail the quality of tobacco from which the cigars were made and duty shall be paid on the tobacco used, in its condition as imported, at the rates provided in the appropriate paragraphs of the tariff act of October 3, 1913.

"In order to comply with the requirement that duty shall be paid on the tobacco used, in its condition as imported, collectors will require the weighing and examination and proper records to be kept of all tobacco taken directly into the bonded manufacturing warehouse from the import vessel. In the case of tobacco transferred from bonded warehouse into a bonded manufactuing warehouse. from which to make cigars, the records of the examination and weights at the time of the importation and entry of such tobacco will be used in arriving at the correct amount of duties due on the tobacco.

"The collector will require, before the removal of the cigars from the bonded premises under a withdrawal for consumption, that internal revenue stamps shall be affixed to the boxes containing the cigars and that the boxes shall be stamped to indicate the character of the cigars, the origin of the tobacco from which made, and the place of manufacture."

V. Gilmore Iden.

Recent Incorporations

Tower Cigar Company, of Chicago, Capital $2,500; for the purpose of manufacturing and selling tobacco and cigars. The incorporators are L. R. Verhoeven, K. E. Fallon and C. G. Reid.

The Central Bowling and Cigar Company, Fir Fitchburg, Mass.; capital $20,000. The incorporators are C. O. Amazeen, Porter W. Lowe and Elmer E. Stackpole.

Lexington Tobacco Board of Trade, Lexington, Ky. The incorporators are J. D. Noel, J. D. Petty, Thomas H. Gray, S. H. Halley, F. W. Clare and M. H. Irvine.

A. L. Knuepfer Company, Chicago, Ill.; capital $2,500; for the purpose of selling general merchandise, cigars and tobacco. The incorporators are A. L. Knuepfer, Edward J. Best and William Raith.

E. A. Feltman Company, of Richmond, Ind.; capital $25,000; cigars and tobacco. The incorporators are E. A. Feltman, L. A. Jones and Charles Valker.

William B. Beach & Co., of Petersburg, Va.; capital stock $50,000; for the purpose of manufacturing, buying, warehouses, etc., in tobacco of all kinds. The incorporators are W. B. Beach, T. B. Maclin, Nannine L. Beach.

OBITVARY

Martin Kinsport Dead

MARTIN KINSPORT, one of the largest employers of labor in Lancaster County, died suddenly at his home on North State Street, Ephrata, Pa. Mr. Kinsport had been to Philadelphia and had returned home in time for dinner. Following the meal he was taken with a hemorrhage which resulted in his death.

Mr. Kinsport was born in Manheim Township on March 8, 1850. About thirty-two years ago Mr. Kinsport engaged in the cigar manufacturing business on a small scale. A year later he built a factory in Ephrata.

For the past thirteen years Mr. Kinsport had been connected with the United Cigar Manufacturing Company and conducted the cigar business at Ephrata, Hopeland, Rothsville, Schoeneck, Lititz, Brownstown and Reinhold's. In company with his son he operated a cigar factory at Reamstown in his own name.

Beside these interests Mr. Kinsport had a box factory and printing office at Ephrata, as well as a stripping plant; also two sawmills, one at Benton and one at Ephrata. He owned the factories and the equipment of the above factories with the exception of those at Brownstown and Reinhold's.

Mr. Kinsport was probably the largest employer of cigarmakers in the county.

He was one of the organizers and at the time of his death a director in the Ephrata and Lebanon Street Railway Company. He was a Republican in politics and served as burgess of Ephrata in 1892, being the borough's second burgess. He was widely read and took an active interest in current affairs.

Mr. Kinsport was a member of the Hamilton Club, of this city, and of Lancaster Lodge, No. 134, B. P. O. of E. He was also a member of the Lancaster Automobile Club and formerly one of its officers.

Besides his wife, the deceased is survived by a son, Horace R. Kinsport, of Ephrata. A brother, Harry, of Boston, also survives. On the day of the funeral every factory under his management was closed.

Ignatz A. Freund

Business worries and ill-health are said to have been the reasons which caused Ignatz A. Freund to commit suicide. Mr. Freund, who owned the Freund Cigar Company, at 78 Grand River Avenue, Cleveland O., and who also manufactured the "Carnation" cigar, shot himself in the bathroom of his home on October 6, and died immediately. He was sixty-two years old and had been a resident of Detroit for over forty years. According to a friend, Mr. Freund had been unusually depressed of late from anxiety over business affairs. His health, too, had been poor, as he suffered keenly from neuralgia. Mrs. Freund was not at home when the shooting occurred. She had come downtown to her husband's office, by appointment, to meet him and talk over business affairs. As she sat in the office awaiting him, the telephone rang and she was told to come home at once, where the news was told her.

Only his wife survives him. The couple had no children.

Henry Hoffman

Henry Hoffman, for more than twenty-four years in the employ of the Weyman Tobacco Company, of Pittsburgh, Pa., died after an illness of three months, at his home.

The deceased is survived by a wife, three daughters and two sons.

Homer B. DeLong

Homer B. DeLong, a veteran of the Civil War and up until a few years ago engaged in the wholesale tobacco business in Chicago, died at his residence, 611 East Forty-fourth Street, Chicago, Ill. He was born in Watertown, N. Y., in 1829, and was a member of the Grant Post, G. A. R.

Mr. DeLong is survived by a widow, two daughters and a son.

Edward Bleuer

Edward Bleuer, a well-known cigar manufacturer of Davenport, Ia., died of heart trouble on October 1, after an illness of ten days. Mr. Bleuer had been ailing for some time, but not seriously until a short time ago.

The deceased was a widely known business man of the city, an excellent musician, and was manager and director of Bleuer's Band for a number of years.

Mr. Bleuer is survived by a widow and one son. Besides these, eight brothers and two sisters are living.

Reuben R. Engle

Reuben R. Engle, Berks County's first revenue assessor, and for the past fifty years proprietor of a cigar factory at Boyertown, died suddenly at his home in Morysville, on October 3. The deceased was seventy-eight years old. His death was due to paralysis of the heart.

The deceased was born at Englesville and moved to Morysville in 1857. For the past thirty-six years he conducted a general store and also a cigar factory, being in the latter business for fifty years Several years ago he turned the business over to his son, Alman, who recently retired and moved to Reading He was revenue assessor during the Civil War. His wife, Rebecca Gresh, died eighteen years ago.

Mr. Engle was a member of the Boyertown Reformed Church of the Good Shepherd, and belonged to Selah Castle, No. 46, A. O. K. of M. C.

The deceased is survived by two sons and two daughters. One brother and two sisters are also living.

John M. G. Brace

As a result of heart failure, John M. G. Brace, a well-known citizen of West Hartford, Conn., died at his residence, 61 South Main Street, on October 8. Mr. Brace had been failing in health for some time.

John Mason Goode Brace was a descendant of two of the oldest families in the town, and during the past twenty-five years had been actively engaged in the tobacco business.

Mr. Mason was with the firm of John Hay & Company, of Philadelphia, who have a branch warehouse on State Street, Hartford. The deceased was considered one of the most expert tobacco judges in the Connecticut Valley.

Mr. Brace was born in West Hartford, February 16, 1864. He is survived by a granddaughter and a grandson.

George Cox

George Cox, a tobacco grower of Portland, Conn., died on October 6, from diabetes, at the age of sixty-eight.

Mr. Cox, who conducted a large milling business, succeeded his father, George Cox, in the business.

He is survived by a widow.

CLUBDOM SMOKING No. 4

OLYMPIC CLUB, San Francisco, California

(This is the fourth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:
No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.

THE Olympic Club, one of the old-time institutions of San Francisco, has for many years been intimately connected with the commercial, as well as the athletic life of the Western metropolis. Organized May 6, 1860, originally as an athletic club, its scope has steadily widened until it is now one of the most popular organizations of the kind in the country, including among its members many of the leading business men of the city. In addition to the athletic department, the club now has an excellent library, over seventy sleeping rooms, and furnishes luncheon daily to over five hundred people. There is also a well-appointed bar, which at present handles the cigars and cigarettes.

In conformity with its original purpose, the club still takes greatest pride in its athletic department, which produced James J. Corbett and many other athletes of high standing; and the great majority of the members avail themselves of the gymnasium and magnificent bathing accommodations. An event of annual interest, both to members and to the city at large, is the New Year's Day race through the city and Golden Gate Park to the Cliff House, with a plunge in the icy surf; an event in which business men and athletes alike take part. The striking feature of the club building is the swimming pool, said to be the finest in the world—a pool 30 by 100 feet, lined with white tile, with plate glass covering electric lights on the bottom. The tank is filled thrice weekly, with filtered salt water, piped from the Pacific Ocean south of the Cliff House. Accessory to the pool are rooms equipped for all manner of baths, hydrotherapy, etc., with dressing rooms, lockers, etc.

In its accommodations the club has had a varied career. Starting in the back yard of H. W. A. and Charles Nahl, it occupied successively the quarters of the LaFayette Hook and Ladder Company, the St. Francis Hook and Ladder Company, Clay and Kearny Streets, the site of the old Grand Hotel, the Metropolitan Market Building, a site on Montgomery Street, the Morton House on Post Street, the Alcazar Building, and finally the site of its present home, where a fine building was erected. This building was destroyed in the fire of 1906, and the corner stone of the new building was laid May 6, 1911, the opening taking place June 15, 1912. The building covers a large ground area, rising six stories, and in design and decorative treatment has a high place among Pacific Coast club buildings.

The membership now amounts to 2800. The president is Wm. F. Humphreys, a prominent lawyer, and L. M. Hoeffler, also a member of the bar, is vice-president; the secretary being F. M. Fenwick, a well-known lumberman. Among the directors are Dr. E. G. McCullough, Andrew Carrigan, a wholesale hardware merchant; Frank G. Drumm, president of the Pacific Gas and Electric Company; Wm. H. Crocker, head of the Crocker National Bank; S. N. Rucker, an office furniture dealer; R. H. Postlethwaite, a prominent land owner, and F. I. Fitzpatrick, a lawyer. One of the life members was the late Charles DeYoung, publisher of the San Francisco "Chronicle."

Mr. Barker, manager of the club, states that the intention is to put in a regular cigar counter in the near

(Continued on page 38)

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, October 8, 1913

BUSINESS has not alone fully kept up to the previous magnitude, but the sales even outstripped the former record by a few hundred bales, during the past fortnight. American buyers, as usual, were our best customers, manufacturers and dealers participating actively in laying in their supplies at the ruling figures, although our packers and dealers did not stretch their pretensions for still higher prices at the moment.

What the future may have in store for us nobody can tell, but having goods to sell, it is always the best policy to do so, when there is a good demand for them. The farmers had the best end of it this year, as they sold their crops readily at high figures, while the packers and dealers were fearful in the beginning that they might lose money on their operations, which fortunately has not been the case, although the sales have not left them any great margin to speak of. If it had not been for the high prices which they obtained for their lower grades, they surely would have lost money, as they sold the upper classes at cost.

Remedios leaf has been the kind which has been principally in demand, particularly first and second capaduras, although Vuelta Abajo has also commanded enough attention, in factory vegas, as well as heavy quality goods. There is still a good call for Partido wrappers, which are becoming exceedingly scarce, while fillers, or defective leaf could be easily found at prices favoring buyers.

In our local market the cigarette manufacturers have not stopped to purchase the low grades suitable for their trade, and some cigar factories have likewise continued to pick up all the vegas of merit. The Spanish Regie, instead of having purchased 3500 bales, as we stated in our last communication, had only acquired 2500 bales of low grades. Among the exports to Bremen and Hamburg, we surmise, that 1356 bales are destined for the Hungarian Regie, thus leaving only a small quantity in reality for the German market. The demand for the South American republics has not improved worth mentioning.

The receipts from the country are beginning to fall off, as this time we have reported the ones for the past three weeks, while in the previous letter we only gave the figures for the past two weeks. Most of the escogidas will close this month.

The weather up to now has been favorable for the seed beds, and there will be enough seedlings for planting after the 20th of this month, barring, of course, any unforeseen accidents, caused by Nature. As usual, we hear reports now, that in some places there have been washouts, or in others dry, scorching weather, but all such news has to be taken with a grain of salt.

Recent Leaf Sales.

Sales from September 16 to September 30, amounted to 33,884 bales in all, or which split up into its different kinds were: Vuelta Abajo, 13,137; Partido, 2,994, and Remedios, 17,753 bales.

Buyers were: Americans, 20,302; exporters to Europe, 4661; shippers to South America, 666; and our local manufacturers of cigars and cigarettes, 8255 bales.

Exports of leaf tobacco, from the port of Havana, for the three weeks ending October 4, were:

To all ports of the United States,	12,893	bales
To Bremen and Hamburg,	4,189	"
To Spain,	2,500	"
To London, England,	130	"
To Mexico,	50	"
To South America,	842	"
Total,	20,604	"

Receipts of Leaf Tobacco from the Country.

For three weeks ending October 2, 1913.			Since January 1, 1913.
Vuelta Abajo	22,919	bales	229,709 bales
Semi Vuelta	2,944	"	26,258 "
Partido	1,507	"	14,807 "
Remedios	25,495	"	130,123 "
Oriente	2,668	"	4,961 "
Total	55,533	Total	405,858

Leaf Buyers that Come and Go.

Arrivals—From New York: Allie Sylvester, President of the American Cigar Company, and Chairman of the Henry Clay & Bock & Company, Limited; Marco Fleishman, of S. Rossin & Sons; Richard Sichel, of B. Roseublüth; John E. Sutter, of Louis P. Sutter & Brothers; S. A. Friedlander, of Ernst Ellinger & Company; Lewis Cantor, of Lewis Cantor; and S. Frieder, of S. Frieder & Company.

From Tampa: E. J. Stachelberg, Vice-President of Sanchez & Haya; Francisco Bolaño, of Francisco Bolaño & Company; José Escalante, of José Escalante & Company.

From Key West: Jaime Pendas, of Moreda & Company; E. H. Gato, of the E. H. Gato Cigar Company; Francisco Fleitas, of S. & F. Fleitas.

From Chicago: Nathan Elson, of Grommes & Elson; A. E. Landfield, of Randell-Landfield Company; Harry Slavinsky, of the Havana Importing Company; Peter Wohl, of the Wohl & Comstock Company.

From Philadelphia: Louis H. Eisenlohr and C. H. Einerbrink, of Otto Eisenlohr & Brothers; Ventura Blanco, of Ventura Blanco.

From Hamilton, Ont.: R. J. Presnail, of the Tuckett Manufacturing Company.

From Brooklyn, N. Y.: Francisco Garcia, of Francisco Garcia.

Returned—Manuel Lopez, of Calixto Lopez & Company; Antonio Villaamil, of Antonio Villaamil; Francisco Arango, of the Henry Clay & Bock & Company, Limited, since resigned.

Departures—To New York: Bernhard Lichtenstein, Richard Sichel, Morris Rosenberg, Joseph and Harry Mendelsohn, and S. Frieder.

To Chicago: M. Friedman, Nathan Elson, A. E. Landfield, Anton Kerr, Celestino Puento, Benito Martinez and Emil Wedeles.

To Tampa: E. J. Stachelberg, Celestino Vega, Favundo Argüelles, José Lovera.

To Philadelphia: Felix Eckerson, E. A. Calves.

To Key West: E. H. Gato, José H. Cayro, Jaime Pendas.

To London, England: Calixto Lopez.

Cigars.

According to our official custom house returns the export figures of September, 1913, and 1912 were, as follows, viz.:

From the port of Havana from September 1, to September 30, 1913,	13,761,421	cigars
From the port of Havana from September 1, to September 30, 1912,	20,506,159	"
Decrease during the month of September, 1913,	6,744,738	"

This is an awful bad showing at this season of the year, and it is exceedingly hard to find the correct explanation, although there are some rumors, which we do not wish to publish, however. In looking over the different countries, we find the following shrinkages in the month of September, 1913, as compared with the same period of 1912, viz.:

1. Great Britain and Ireland	4,379,922	cigars
2. The United States	1,238,669	"
3. Canada	364,583	"
4. Germany	343,207	"
5. Argentine Republic	315,279	"
6. Chile	110,609	"
7. Brazil	98,050	"
8. Portugal	62,300	"
9. Uruguay	49,127	"

There are only three countries that show any increases of importance, viz.:

1. Spain	137,650	cigars
2. Egypt	93,875	"
3. Belgium	64,830	"

The figures for the first nine months of this and the preceding year are now, as follows, viz.:

Fram January 1, to September 30, 1913,	130,240,156	cigars
From January 1, to September 30, 1912,	127,776,246	"
Increase during the first nine months of 1913,	2,463,910	"

Don Francisco Arango, who has been the general manager of all the factories of the Henry Clay & Bock & Company, Limited, here, and also of the factories belonging to the American Cigar Company in Tampa and Key West, has resigned, and his resignation has been accepted. When we saw Mr. Allie Sylvester, the Chairman and President, respectively, he stated, upon our question who would be the successor, that this position had been suppressed, consequently there would be no successor. The foremen of the different factories would continue to do their work as heretofore, and he himself would look after the final supervision. He also said that business was good, as they were ahead of last year.

Romeo y Julieta are certainly not caught by the receding wave of the tide, as on the contrary, they have advanced and have been making as high as 100,000 cigars per day.

H. Upmann & Company are also not aware of any shrinkage in orders, as they have enough on hand to keep them working under a full head of steam.

Partagas, instead of decreasing the number of their cigarmakers, have on the contrary filled up all the available space in their factory here and in Güines.

Hija de José Gener, or better nown by her brand, "Hoyo de Monterey," is also crowded with a full order slate for the United States.

Por Larrañaga can neither complain, as its factory is filled with cigarmakers, and Don Eustaquio Alonso has been very successful on his trips to Europe and the United States. He is at present still in the United States, but expected here soon.

Sol states that business is satisfactory, and Behrens & Company say they are receiving continuously fresh orders.

Castañeda reports that business with them is ahead of last year, particularly for the United States.

Flor del Fumar is chiefly busy on fine regalia sizes, at high prices, and as only the most expert cigarmakers can produce this kind of artistic work it takes a long time to execute such orders.

Other factories such as Punch, Belinda, La Flor de A. Fernandez Garcia, Allones Limited, La Flor de José Otero and C. E. Beck & Company all claim to be satisfied with the orders that they have on hand not alone, but which they are deceiving right along.

Selling, Buying and Shipping.

The principal sellers during the past fortnight were: Sobrinos de A. Gonzalez, 4403 bales; Gutierrez & Diehl, 2557; Rodriguez, Menendez & Company, 2200; Aixala & Company, 1941; Herrera, Calmet & Company, 1400; Perez Hermanos, 1325; José Puente & Company, 1067; F. Rocha & Company, 1028; Manuel Herrera, 1000; Selgas & Company, 824; José Menendez, 664; Viuda de Luis Muñiz & Company, 560; Basarrate e Higuera, 500; Nuñez & Company, 399; Camejo y La Paz, 363; I. Kaffenburgh & Sons, 300; H. H. Strater, 300; and Diaz, Herrera & Company, 103 bales.

The principal buyers were: Mark A. Pollack, 3715 bales, independent of his customers in town; Maximilian Stern, 2600; Mendelsohn, Bornemann & Company, 1975; Leslie Pantin, 1547, upon direct orders by cable from his American customers, not in the city here; Felix Eckerson & Company, 1324; Boltz, Clymer & Company, 1200; Michaelsen & Prasse, 1200; Hinsdale, Smith & Company, 1200; E. H. Gato Cigar Company, 1057; Morris Rosenberg & Company, 957 additional, making a total of 1957; Wedeles Brothers, 897; Cifuentes, Fernandez & Company, 822; Celestino Vega & Company, 800; H. Upmann & Company, 782; J. F. Berndes & Company, 713; Diego Montero, 666; Corral, Wodiska & Company, 630; José Lovera, 600 additional, making a total of 2550; Cuesta Rey & Company, 600; Bustillo Brothers, 600; B. Rosenblüth, 575; Por Larrañaga, 371; Adolfo Moeller, 364; Randell-Landfield Company, 325; Sanchez & Haya, 300; and E. A. Calves & Company, 300 additional, making a total of 1500 bales. Besides we have learned that Mr. Bernhard Lichtenstein had purchased 1200 bales of very choice vegas for his customers.

Shippers above 200 bales of leaf tobacco from Havana were: Sobrinos de A. Gonzalez, 2812; Mark A. Pollack, 1258; Maximilian Stern, 1250; José H. Cayro e Hijo, 1198; Rodiguez, Menendez & Company, 1155; H. Upmann & Company, 990; J. F. Berndes & Company, 713; Leslie Pantin, 682; Ernest Ellinger & Company, 525; Selgas & Company, 471; Adolfo Moeller, 364; Diego Montero, 305; Sidney Rothschild, 300; Manuel Suarez, 264; Morris Rosenberg & Company, 256; Allones, Limited, 256, and Gutierrez & Diehl, 226 bales.

ORETANIV.

Green River Pool Out

In a public statement recently issued, the Green River Tobacco Growers' Association declared that it will not go into the proposed consolidation of tobacco organizations in the state. It further states that the plans of the new organization show that it proposes to handle only about 35,000,000 pounds at a cost approaching $70,000. The association points out that it annually handles about 25,000,000 pounds with a cost not exceeding $13,000.

W. G. Riney, president of the Green River Tobacco Growers' Association, has resigned and Hiram Marksberry elected to his office. Mr. Riney's reason for withdrawing is believed to have been because he favored consolidation.

News of the Trade

George Bennethum and James Adams, two well-known young men of Freeport, Ill., have purchased the cigar business of B. K. Heisler in the Cronkrite Building. The store will continue under Mr. Heisler's management for the present.

It is stated that the Ferguson Brothers, of Canton, Ill., will open a new cigar factory in Farmington. The factory is to be located in the rooms over Propp's clothing store. The Ferguson firm has been very successful and no doubt their new operation will prove a good venture.

Mr. and Mrs. D. R. Staples, of Nowata, Okla., have purchased the cigar stand at the Hotel Campbell from Bud Moore. Mr. and Mrs. Staples have taken charge.

L. J. Theriault has purchased the Stag cigar stand at Maimi, Arizona, from Frank Cota, and is now busy serving his friends with their favorite brands.

Homer C. Rainault has taken over the cigar store of Alderman Charles E. Boudreau, 269 Main Street, Holyoke, Mass.

James Whitney, a cigar dealer of Bennington, Vt., is now located in the Dewey Building, alterations to that building having recently been completed.

Samuel F. Taylor, having resigned his position as manager of the Poughkeepsie branch of the United States Cigar Company, William McElrath has been installed to continue in the same capacity.

It is rumored that William McCarthy, a cigarmaker employed by U. J. Hedrich, Bangor, Me., is about to open a cigar store in that place, it being his intention to combine retailing with manufacturing, which is to form a principal part of the enterprise.

The Neudecker Tobacco Company, of Baltimore, Md., has purchased from Margaret A. Drexel and Anna M. A. Smith and others, the building lot at 104 South Street. The purchase price was recorded as $7500, the sale being in fee simple.

Nathaniel Johnson, of 33 Cedar Street, Augusta, Me., is experimenting on a small scale with the cultivation of tobacco. He has a few plants of the Connecticut brand in his garden, which are doing fine. This is the second year that he has devoted to the cultivation of tobacco.

Huber Brothers, of Stirling, Ill., are making a number of changes in the interior of their cigar factory, in order to add to the space facilities. By the change they are able to seat several more workmen.

At Rock Island, Ia., recently, was opened the sixth store of the Martin Cigar Co., George Martin, proprietor. Of these four are in Davenport and the other in Moline. The new store is well stocked and is handsomely furnished. The policy which has made for success in Mr. Martin's previous ventures in the cigar field is to be carried on in his latest acquisition.

Key West

Heavy Demand for Fine Sizes and Shapes—Factories Seek Cigarmakers of the Regalia Class—New Sizes in the "Solace" Brand—$250,000 Hotel Project Deferred Until First of Year

KEY WEST, FLA., October 9, 1913.

SINCE the advent of fall the weather has been much cooler and this has had a stimulating effect on everybody and every line of business, but especially the cigar trade. At the factories a very heavy demand for fine sizes and shapes has set in and recruiting of forces is the order of the day.

While all of the shops have been carrying large forces of "Regalia" cigarmakers throughout the summer, orders for fine sizes have assumed such large proportions during the past two weeks that now at many of our factories from fifty to one hundred additional workmen of this grade can readily find employment. Long hours and seven days to the week have been inaugurated by many of our factories in order to relieve this congestion to some extent. Large shipments are being made by every available route and on every hand there are indications that trade is going to be on the rush through the fall and winter seasons.

S. and F. Fleitas are enjoying an increased demand for "Homerica" in its fine sizes, and no high-grade workman who applies for a job is refused. Don Francisco Fleitas made a flying trip to the leaf markets of Havana recently.

"Belvideres" and "Regalia Reina Extra Fina" are two new sizes of the "Solace" brand of George W. Nichols & Company, recently introduced to the trade.

Charles Gwynn, resident manager of Gwynn, Strauss & Company, left recently for a run to Jacksonville and other points through Florida. At the factory business is on the up grade and a healthy demand has set in for "Bouquet de Martin."

Southern Manager M. F. McLeod and bill-poster captain George Upchurch, of the American Tobacco Company, were in the city recently in the interest of "Sovereign" cigarettes. The dealers now are offering their trade one package of "Sovereign" cigarettes, one package of gum and two half-cent coupons for five cents. It seems as if there will never be an end to the price-cutting war among the large cigarette manufacturers.

Santiago Verona, a leaf dealer of Cuba, passed through the city recently en route to Tampa, on business.

The Jewish population of this city closed their places of business on the 2nd inst., for two days in order to celebrate their New Year.

Dr. Pablo Desvernines, Cuban Minister to Washington, accompanied by his wife and three daughters, passed through the city recently en route to Havana.

President E. H. Gato and Vice-President E. H. Gato, Jr., of the E. H. Gato Cigar Company, left recently for Havana and the latter has since returned to the factory. The firm has added to their already large force since the advent of fall and the shop is now in full blast.

In his letter of thanks to the Martinez-Havana Company, for the box of excellent smokes recently presented to him, Vice-President Marshall says: "The brand which makes me forget the cares that infest the day." At the factory business is on the up-grade.

President A. W. Arnold, of the Mi Favorita Cigar Company, recently paid a brief business trip to the Havana leaf marts. The company is getting out a new packing of Park & Tilford's "Ideals" for their holiday trade. The smokes are packed five in a cardboard box, which are inclosed in a cedar cabinet containing from ten to twenty packages each. The box of five fits nicely into the coat pocket of the consumer and will no doubt be appreciated.

The office force at all of our factories have been busy the past week preparing statistics for the Department of Commerce as to the quantity of various tobaccos on hand October first. All the shops must have their reports filed by noon on October 10th.

President A. L. Sylvester, of the Havana-American Company, was a visitor at the office in this city recently, being en route from New York to Havana. At the factory business is in excellent shape and every table is manned. John M. Warren, of picking and packing department, last week took the oath of office of Deputy United States Marshal for this district, having recently been appointed.

The Free Smoker Law went into effect on the 1st instant, the cigarmakers now being allowed twenty-one smokes per week. Before the law became effective the workmen were given five cigars, or material to make that number, each day before knocking-off time. Both employer and employee appear to be satisfied with the provisions of the new law.

Ex-Mayor George L. Babcock is getting ready a large residence next to the Kress Building on Duval Street, for hotel purposes, which will be opened to guests about November 15. This is one of the best locations in the city and as he intends to set a good table he will no doubt enjoy a large patronage.

C. B. Ware, representing Foor's Hotel Syndicate, was in the city recently conferring with our business men in regard to the proposed $250,000 hotel project. He has returned to Jacksonville headquarters, having secured $40,000 of the $50,000 asked of our citizens. Nothing will be done in this matter, however, until the first of the year.

Trade is in very fine shape at the factory of the Cortez Cigar Company and orders by mail and wire are pouring in for "Maxine Elliott" and "Hernan Cortez" in the fine sizes and shapes. A very attractive line of samples of the company's various brands have been forwarded to Eugene Stoltz, recently appointed Pacific Coast representative. James H. Fort, head of the picking and packing department, is back from a brief vacation to the East Coast of Florida.

Everything is on the jump at the La Diligencia factory of Moreda & Company and they are using every available route to rush forward goods intended for the Holiday trade. Manager Jaime Pendas is back from Cuba, where he spent a few days recently attending to leaf purchases for his concern.

The M. Perez Company reports a lively demand for "Perla de Oro" and "Pinzon" in their fine sizes and shapes from old patrons and also the booking of several new accounts. Manager Rafael Menendez says from now on to December 15 the cigarmaking floor of the factory will put in seven days to the week.

Free samples of the "George Washington" brand of smoking and chewing tobacco are being distributed this week by our local dealers. This brand sells for five cents per package and is manufactured by the R. J. Reynolds Tobacco Company, of Winston-Salem, N. C.

A cablegram received in this city on Saturday conveyed the sad intelligence of the death of Col. T. J. L. Brown, at Englewood, N. J. Col. Brown has represented Key West at the national capital for several years and his place will be hard to fill. The whole State and city extends sympathy to his family.

President John Wardlow, of the Ruy Lopez Company, got back this week from a combined business and pleasure trip to New York City. At the company's factory everything is on the move and the foreman is open for fifty to seventy-five applications from workmen of the regalia type.

During the past several days about one hundred cigarmakers of the regalia grade came in from Cuba and readily found employment. It is said that another batch will come in this week.

Vice-President Eduardo H. Gato, Jr., of the E. H. Gato Cigar Company, is back from Cuba, where he went a few days ago to attend the celebration of the sixty-sixth birthday of the venerable E. H. Gato, the great cigar manufacturer and the founder of the industry in Key West.

Roy Voght has superseded LeRoy Roberts as office manager of the M. Perez Company. At the factory business is in excellent shape and Manager Rafael Menendez says he now has on file orders running into 1914.

Pancho Arango, of the Havana-American Company's Tampa branch, passed through town today, being en route to New York.

En route to Tampa, Francisco Bolano, of F. Bolano & Company.

En route to Havana, Jose Escalate, of Jose Escalate & Company; Max Schwatz, the New York cigar manufacturer.

Manufacturer Clements L. Knowles is back from a business trip to St. Louis and other parts of the country.

Francisco B. Guito & Company received a batch of orders this week and have strippers at work preparing stock and will on Wednesday next seat a few cigarmakers.

United States Marine Tobacco has a good run in this market and if the manufacturers of it would offer some inducement with each package its sales could largely be increased, as it is a good smoke and an excellent chew.

INGLACITA.

Leaf Tobacco Importations.

For the fortnight ending September 25:

	Bales
Cortez Cigar Company	159
Moreda & Company	22
M. Perez Company	101
Mi Favorita Cigar Company	75
Francisco B. Guito	6
Anturo Cobo	14
Juan Esperdy	25
E. H. Gato Cigar Company	40
Havana American Company	476
Total Bales,	918
Withdrawals,	558

For fortnight ending October 8:

	Bales
Cortez Cigar Company	36
Moreda & Company	17
Martinez Havana Company	43
A. Cobo	20
George W. Nichols & Company	153
Total Bales,	269
Withdrawals,	593

Cigar Shipments Per Mallory S. S. Line and Via East and West Coasts of Florida.

	Cases
Park & Tilford, New York, N. Y.	73
National Cig. Stands Co., New York,	2
Geo. W. Nichols & Co., New York	37
E. H. Gato Cigar Co., New York	18
United Cigar Stores Co., New York	36
Austin, Nichols & Co., New York	10
Martinez-Havana Co., New York	20
Metropolitan Tob. Co., New York	2
Lowden & Co., New York	8
Ruy Lopez Ca., New York	3
M. Perez Co., New York	3
Gwynn, Strauss & Co., New York	2
Godfrey S. Mahn, New York	2
Acker, Merrall & Condit Co., New York	2
Havana-American Co., New York	7
M. A. Gunst & Co., New York	2
J. S. Gold, New York	2
Geo. E. Van Vorst, New York	2
W. A. Davis, Syracuse, N. Y.	1
Matt Wagner, Buffalo, N. Y.	1
Haas Bros. Tob. Co., Buffalo, N. Y.	2
Potter, Sloan & O'Donahue, New York	1
J. F. Jones, Wilmington, Del.	1
A. B. Greenwald Cig. Co., Los Angeles, Cal.	1
U. Koen & Co., New Orleans, La.	1
Chas. Myer & Co., New Orleans, La.	1
Crescent News Co., New Orleans	2
Valloft & Dreux, New Orleans, La.	3
J. N. Taub & Son, Houston, Tex.	1
Houston Drug Co., Houston, Tex.	2
E. J. Herb, Houston, Tex.	2
Davidson Bros., Houston, Tex.	2
Max L. Block, Houston, Tex.	1
Rattan Grocery Co., Waco, Tex.	1
Sam Freund, Waco, Tex.	3
C. N. Rhode, Galveston, Tex.	3

	Cases
Lewis Book Co., San Antonio, Tex.,	3
Geo. G. Edloff, Dallas, Tex.	1
E. Epstein, Dallas, Tex.	1
Simon & Salzstein, Dallas, Tex.	5
Metzler Bros., Dallas, Tex.	3
J. A. Victor, San Antonio, Tex.	2
Watts, Myer & Co., San Antonio	1
Casey-Swasey Co., Ft. Worth, Tex.,	2
Dayton Merc. Co., Dayton, Tex.	1
J. Oppenheimer, San Antonio, Tex.,	1
S. Goldstein, Austin, Tex.	1
J. F. Smith, Dallas, Tex.	1
F. A. Davis & Son, Baltimore, Md.,	10
Lilly, Dungan & Co., Baltimore, Md.,	4
Lee Williamson & Co., Baltimore	1
National Cigar Stands Co., Chicago,	1
United Cig. Stores Co., Chicago, Ill.,	13
Progressive Cig. Co., Newark, N. J.,	1
C. H. Muchman, Newark, N. J.	1
Joseph Way, Philadelphia, Pa.	2
Duncan & Moorehead, Philadelphia,	2
J. M. Stoever, Philadelphia	1
Irwin Deitrich, Philadelphia	1
E. H. Fellier, Philadelphia	1
Keymer Bros., Pittsburgh, Pa.	5
Royal Smoke House, St. Louis, Mo.,	1
T. Wright & Co., St. Louis, Mo.	2
E. A. Saunders Sons Co., Richmond,	1
Cliff-Weil Cigar Co., Richmond, Va.,	3
Cortez Cigar Co., Savannah, Ga.	40
Columbia Drug Co., Savannah, Ga.	5
J. S. Pinkussohn Cigar Co., Savannah, Ga.	1
Capital City Tob. Co., Atlanta, Ga.,	1
M. A. Gunst & Co., Seattle, Wash.,	1
Hix-Graveley Cig. Co., Montgomery, Ala.	3
Alabama Grocery Co., Birmingham, Ala.	4
A. B. Small Co., Macon, Ga.	2
Block-Lyons Co., Little Rock, Ark.,	2
Spurlock-Neal Co., Nashville, Tenn.,	4
Sanderin-Julian Co., Little Rock,	1
Union Pacific R. R. Co., Omaha, Neb.	2
Hemenway & Moser Co., Salt Lake City, Utah	4
Gingan Bar, Salt Lake City, Utah	1
C. L. Miller, Ogden, Utah	1
Porter, Mallard & Co., Jacksonville,	1
Turner & Fadger Co., Jacksonville,	1
Smith, Kline & French Co., Philadelphia, Pa.	1
Boothby Hotel, Philadelphia, Pa.	1
Mitchell, Fletcher & Co., Philadelphia, Pa.	1
Lanar, Taylor & Riley Drug Co., Macon, Ga.	5
Bourg & New, Seattle, Wash.	1
O-my-kee Hotel, Boise, Idaho	1
Lewiston Merc. Co., Lewiston, Ida.,	1
J. W. Burton, Freeport, Ill.	1
Taylor-Bayne Drug Co., Macon, Ga.,	1
Kelly Cigar Co., Chattanooga, Tenn.,	2
S. A. Rosenberg & Co., Pine Bluffs, Ark.	1
Smith Drug Co., Texarkana, Ark.	2
Bloomerslein & Wolf, Hot Springs, Ark.	1
M. A. Gunst & Co., Spokane, Wash.,	1
Rothenberg & Schloss Co., Kansas City, Mo.	4
Rothenberg & Schloss Co., Denver, Colo.	1
Metropolitan Cig. Co., Denver, Colo.,	4
Geo. M. Green, Clarksville, Tenn.,	1
Foster-Ward Drug Co., Memphis, Tenn.	1
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	1
Peeples-Pitner Co., Chattanooga	1
Phillips-Trantor Co., Nashville	1
Moseley-Robinson Drug Co., Memphis, Tenn.	1
H. H. Pinder, Orlando, Fla.	2
F. W. Smith, Spokane, Wash.	2
J. S. Pinkussohn Cig. Co., Jacksonville, Fla.	1
Rosenstein Bros., Butte, Mont.	1
Patterson & Hoffman, Oklahoma City, Okla.	1
C. & P. Sexton, Rock Island, Ill.	1
Hy Lamm Cig. Co., Ft. Worth, Tex.,	1
Peregoy & Moore Co., Council Bluffs, Iowa	1
Falk Wholesale Co., Boise, Ida.	1
Grinfelder Co., Spokane, Wash.	1
Pentran & Nader, Chicago, Ill.	1
Frank Reilly, Pensacola, Fla.	2
M. A. Gunst & Co., Portland, Ore.,	1
Hart Cigar Co., Portland, Ore.	11
Bourg & New, Seattle, Wash.	1
C. C. Taft & Co., Des Moines, Iowa	2
M. A. Gunst & Co., Spokane, Wash.,	2
D. J. Heins, Louisville, Ky.	1
Corner Cigar Co., Marion, O.	1
Moore & Jones, Nashville, Tenn.	8
Central Cig. Co., Memphis, Tenn.	1
Monypenny-Hammond Co., Columbus, O.	3
G. F. Young & Bro., Providence, R. I.	1
C. J. Sweet, Ann Arbor, Mich.	1
Virginia Cig. Co., Harrisburg, Va.	1
United Cig. Stores Co., Chicago, Ill.,	15
Reid, Murdock & Co., Chicago, Ill.,	1
Barton Store, Chicago, Ill.	1
Jno. T. Woodhouse & Co., Detroit, Mich.	3
Order, Detroit, Mich.	1
Order, Des Moines, Iowa	1
A. G. Spear, Inc., Portland, Me.	1
Murphy Bros., Portland, Me.	1
G. S. Mahn, Philadelphia, Pa.	4
Smith, Kline & French, Philadelphia,	1
E. B. Clark & Co., Philadelphia	1
Moore Cigar Co., Philadelphia, Pa.,	1
Order, Pittsburgh, Pa.	1
A. & O. Rice, Scranton, Pa.	2
E. G. Causen, Scranton, Pa.	1
Star Tobacco Co., Wilkes-Barre, Pa.,	1
James Poland, Wilkes-Barre, Pa.	1
Hartz & Bachman, Rock Island, Ill.,	2
I. Asch, San Francisco, Cal.	1
S. Bachman & Co., San Francisco,	101
M. A. Gunst & Co., San Francisco,	13
H. Bercovich, San Francisco, Cal.,	7
Glasier Bros., San Francisco, Cal.	1
United Cigar Stores Co., San Francisco, Cal.	1
Fred Barman & Bro., Los Angeles,	2
M. A. Gunst & Co., Los Angeles	1
Virginia Cig. Co., Harrisburg, Va.	1
C. J. Sweet, Ann Arbor, Mich.	1
G. F. Young & Bro., Providence, R. I.	1
Monypenny-Hammond Co., Columbus, O.	3
Cigar Shipments via Mallory S. S. Line to New York, Mobile and Galveston, and East and West Coasts of Florida, for Two Weeks, Ending October 9, 1913.	
Park & Tilford, New York	72
Geo. W. Nichols & Co., New York,	42
Austin, Nichols & Co., New York,	15
United Cigar Stores Co., New York,	26
Martinez-Havana Co., New York	17
Benj. Lopez, Ca., New York	8
Acker, Merrall & Condit Co., New York	5
Lowden & Co., New York	5
Gwynn, Strauss & Co., New York,	6
Potter, Sloan & O'Donahue, New York	4
National Cig. Stands Co., New York,	4
Godfrey S. Mahn, New York	2
Metropolitan To. Co., New York,	1
E. H. Gato Cigar Co., New York,	3
R. H. Macy & Co., New York	1
A. E. Banivicz, New York	1
M. Perez Co., New York	1
O. S. Karsch, New York	1
C. H. Grashoff, Rochester, N. Y.	1
M. B. Patch, Buffalo, N. Y.	2
A. B. Betancourt, Charleston, S. C.	1
Chas. G. Willer, Charleston, S. C.	1
United Cig. Stores Co., Chicago, Ill.,	26
Order, Chicago, Ill.	1
Fuller & Fuller, Chicago, Ill.	1
L. Singer Cig. Co., Jersey City, N. J.,	1
A. Ward & Son, Newark, N. J.	2
Progressive Cigar Co., Newark, N. J.,	2
J. Freary & Co., Newark, N. J.	1
Durel, Goodloe & Co., Philadelphia,	3
Joseph Way, Philadelphia, Pa.	3
Godfrey S. Mahn, Philadelphia, Pa.,	6
Jacob Langsdorf's Sons, Philada.,	3
Duncan & Morehead, Philadelphia,	2
Coates Coleman, Philadelphia, Pa.,	1
Moore Cigar Co., Philadelphia, Pa.,	1
E. Bradford Clark & Co., Philada.,	1
Finley Acker Co., Philadelphia	1
S. S. Goodloe & Co., Philadelphia	1
W. H. Nichols, WilkesBarre, Pa.,	1
New Jersey Tob. Co., Paterson, N. J.,	1
P. R. Goebel, Zanesville, O.	1
Arthur Weil, Richmond, Va.	1
F. G. Davis & Co., Lewiston, Me.,	1
Keymer Bros., Pittsburgh, Pa.	2
Dilworth Bros. & Co., Pittsb'gh, Pa.,	1
Order, Baltimore, Md.	1
W. A. Hollacher Cig. Co., St. Louis, Mo.	9
Mountain City Club, Chattanooga, Tenn.	1
Kelly Cigar Co., Chattanooga, Tenn.,	1
Moore & Jones, Nashville, Tenn.,	1
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	4
J. R. Cohn & Son, Des Moines, Ia.,	1
J. Punkurrohn Cigar Co., Jacksonville, Fla.	1
United Cig. Stores Co., Jacksonville, Fla.	1
Hill Bros., Miami, Fla.	1
Baker & Holmes, Miami, Fla.	1
Saunders & Peacock, Cocoanut Grove, Fla.	1
Bracy Drug Co., De Land, Fla.	1
Anderson Pharmacy, Ocala, Fla.	1
Cortez Cigar Co., Savannah, Ga.,	41
Columbia Drug Co., Savannah, Ga.,	1
Lamar, Taylor & Riley Drug Co., Macon, Ga.	2
J. Miller & Co., Augusta, Ga.	1
W. D. Dunanway, Valdosta, Ga.	1
U. Koen & Co., New Orleans, La.,	7
Valloft & Dreux, New Orleans, La.,	6
Mayer Bros., New Orleans, La.	2
Metzger Bros., Dallas Tex.	4
Carey-Swasy Co., Ft. Worth, Tex.,	2
Lowenstein & Son, Houston, Tex.,	3
Blair & Hughes, Dallas, Tex.	2
Gomers' Drug Co., San Antonio	1
Z. E. Marvin, Dallas, Tex.	1
Skinner & Knecht, Los Angeles, Cal.,	4
Sam Freund, Waco, Tex.	7
Houston Drug Co., Houston, Tex.	3
S. Goldstein, Austin, Tex.	1
Southwest Cigar Co., Dallas, Tex.,	2
E. Meredith, Sherman, Tex.	1
C. N. Rhode, Galveston, Tex.	4
L. & B. Moas Co., Cincinnati, O.	17
Phillips-Trawick Co., Nashville	1
W. A. Stickney Cigar Co., Salt Lake City, Utah	1
American Groc. Co., Americus, Ga.,	1
W. H. Schmidt, Chicago, Ill.	1
Hemminway & Maru Co., Salt Lake City, Utah	12
Spurlock-Neal Co., Nashville, Tenn.,	3
Bourg & New, Seattle, Wash.	1
M. A. Gunst & Co., Portland, Ore.,	1
Hy. Strauss, Cincinnati, O.	2
Geo. R. Newell & Co., Minneapolis, Minn.	3
W. A. May Co., Montgomery, Ala.,	1
Louis Sarazan, St. Louis, Mo.	2
Louis Friedman, St. Louis, Mo.	1
Kitchen Bros., Omaha, Neb.	1
Miller Groc. Co., Albany, Ga.	1
H. H. Pinder, Orlando, Fla.	1
Haas Cigar Co., Kansas City, Mo.,	1
W. N. Hill, Miami, Fla.	1
E. C. Frohn, Detroit, Mich.	1
C. Merks & Son, Newbern, S. C.	2
J. J. Gerig, Ocala, Fla.	1
E. M. Burt, Worcester, Mass.	1
A. E. Spoaner, Cleveland, O.	1
Callaghan Groc. Co., Bainbridge, Ga.,	1
Chas. F. Dillon, Miami, Fla.	1
E. Epstein, Dallas, Tex.	3
Kohlberg Bros., El Paso, Tex.	1
Hy. Lonjoure, Galveston, Tex.	1
Ilenz Bros., Waco, Tex.	1
Powers-Killy Drug Co., Waco, Tex.,	1
H. G. Swinford, Houston, Tex.	1
Schmidt & Madrigan, Houston, Tex.,	1
Ullman, Stern & Crause, Galveston,	1
Ford & Pennington, Greenville, Tex.,	1
Platter Tob. Co., Dallas, Tex.	2
J. M. Loeb, Beaumont, Tex.	1
Parkett & Lynn, Bellingham, Wash.,	1
Hart Cigar Co., Portland, Ore.	15
Schram, Johnson Drug Co., Salt Lake City, Utah	1
Hemingway & Moser Co., Salt Lake City, Utah	2
Clagett & Dyer, Salt Lake City, Utah	1
Reymer Bros., Pittsburgh, Pa.	1
J. & B. Moos Co., Cincinnati, O.	5
San Handuron Cig. Co., Little Rock, Ark.	1
Hotel Rennert, Baltimore, Md.	1
Lilly, Dungan & Co., Baltimore, Md.,	2
Alabama Gro. Co., Birmingham, Ala.,	4
Irwin Dietrich, Philadelphia, Pa.,	1
Harris Bros., Atlantic City, N. J.	2
W. A. Henderson, Washington, D. C.,	2
Goodkind Bros., Helena, Mont.	2
Star Tob. Co., Wilkes-Barre, Pa.,	1
F. J. O'Hara, Scranton, Pa.	1
W. H. Talmadge, Stamford, Conn.,	1
Murphy Bros., Portland, Me.	1
Reid Tob. Co., Milton, Pa.	1
Hunsicker & Co., Allentown, Pa.,	1
Kicksecker Cig. Co., Kansas City, Mo.	2
Geo. G. Edloff, Dallas, Tex.	2
Bert & Burrell, Memphis, Tenn.	1
Turner & Fudger Co., Jacksonville, Fla.	1
L. E. Campbell, Meridian, Miss.	1
L. L. Phillips, Seattle, Wash.	1
Kalispell Merc. Co., Kalispell, Mont.,	1
Missoula Merc. Co., Missoula, Mont.,	3
S. Bachman & Co., San Francisco, Cal.	72
H. Bercovich, San Francisco, Cal.,	7
M. A. Gunst & Co., San Francisco, Cal.	10
Goldthwaite & Son, Troy, Ala.	1
Ogburn-Griffin Groc. Co., Mobile, Ala.	1
Frank Valrino, Kansas City, Mo.,	1
Houston Drug Co., Houston, Tex.	2
Platter Tob. Co., Dallas, Tex.	2
Carey-Swarry Co., Ft. Worth, Tex.,	1
Renfrew Drug Co., Ft. Worth, Tex.,	1
J. Lowenstein & Son, Houston, Tex.,	3
Mo.	1
Sam Freund, Waco, Tex.	1
Emil Frank, Los Angeles, Cal.	7
Fred Barman & Bro., Los Angeles,	5
J. & B. Moos Co., Cleveland, O.	2
Lewis Bean Co., Pensacola, Fla.	1
Oberholtz & Poinsett, Kansas City, Mo.	1
Coates Coleman, Philadelphia, Pa.,	1
M. A. Gunst & Co., Seattle, Wash.	1
Arthur Weil, Richmond, Va.	1
Hains Cig. Co., Roanoke, Va.	1
John Srebenbaum, Ft. Townsend, Wash.	1
E. J. Bore & Co., Tacoma, Wash.,	1
Lewiston Merc. Co., Lewiston, Idaho,	1
C. B. Lowenson, Butte, Mont.	10
Thomas W. Short, St. Paul, Minn.,	1
Rothenberg & Schlass Co., Denver, Colo.	2
Dallas Grass, Lake Charles, La.	1
L. G. Deschler Co., Indianapolis, Ind.	1
J. F. Jones, Vicksburg, Miss.	1
W. F. Sandler & Co., Chicago, Ill.,	1
O'Dell Cigar Co., Louisville, Ky.,	1
Moore & Jones, Nashville, Tenn.	1
Talbot Foard, Anniston, Ala.	1
Albany Groc. Co., Albany, Ga.	1
Finley Acker Co., Philadelphia, Pa.,	1
Mitchell, Fletcher Co., Philadelphia,	1
Grommes & Ulrich, Chicago, Ill.	1
W. A. Stickney Cig. Co., St. Louis, Mo.	2
Niles & Moser Cig. Co., Kansas City, Mo.	3
S. Henderson Cig. Co., Little Rock, Ark.	1
Hix-Graveley Cig. Co., Montgomery, Ala.	3
Havana-American Co., New York	1
Gwynn, Strauss & Co., New York	1
Teuel Stan, Chicago, Ill.	1
Ryan & Raphael Co., Chicago, Ill.	1
Hy Hamer & Co., Chicago, Ill.	1
Lilly, Dungan & Co., Baltimore, Md.,	2
Hart Cigar Co., Portland, Ore.	6
Gritman Bros., Pendleton, Ore.	1
Spurlock-Neal Co., Nashville, Tenn.,	1
Kelly Cigar Co., Chattanooga, Tenn.,	3
Geo. S. McCarty, Chattanooga	1
Central Cigar and Tobacco Co., Memphis, Tenn.	5
Fred Barman & Bro., Los Angeles,	8
Skinner & Knecht, Los Angelos	1
Emil F. Frank, Los Angelos, Cal.	2
Dan P. Carter, San Francisco, Cal.,	1
S. Bachman & Co., San Francisco,	39
M. A. Gunst & Co., San Francisco,	3
H. Bercovich, San Francisco, Cal.,	1
M. Blackower, San Francisco, Cal.,	2
Montgomery Tobacco Co., Montgomery, Ala.	1
R. D. Burnett Cigar Co., Birmingham, Ala.	5
Metropolitan Cig. Co., Denver, Colo.,	2
Rothenberg & Schloss Cig. Co., Kansas City, Mo.	4
Oberholtz & Poinsett, Kansas City, Mo.	5
Niles & Moser Cigar Co., Kansas City, Mo.	2
Louis Friedman, St. Louis, Mo.	1
Butler Cigar Store, Seattle, Wash.,	3
Bourg & New, Seattle, Wash.	1
M. A. Gunst & Co., Seattle, Wash.	1
J. S. Pinkussohn Cig. Co., Charlesston, S. C.	1
Chas. Wilber, Charleston, S. C.	1
Cortez Cigar Co., Savannah, Ga.	15
Valloft & Dreux, New Orleans, La.,	1
U. Koen & Co., New Orleans, La.	2
Crescent News Co., New Orleans	1
E. Meredith, Sherman, Tex.	1
Sam Freund, Waco, Tex.	2
Casey-Swarez Co., Waco, Tex.	2
J. M. Cawok, Paris, Tex.	1
Powers-Kelly Co., Waco, Tex.	1
W. H. Procter, Houston, Tex.	1
Miller & Clark, Dallas, Tex.	1
Sam Freund & Co., Waco, Tex.	1
P. A. Victor, San Antonio, Tex.	1
Hy. Lowe Cigar Co., Fort Worth, Tex.	1
Thos. Keller Co., Houston, Tex.	2
V. Martinez, Houston, Tex.	1
Houston Drug Co., Houston, Tex.	4
James McCord, Fort Worth, Tex.	2
Collins Co., San Antonio, Tex.	1
Abe Frank, Austin, Tex.	2
J. M. Loeb, Beaumont, Tex.	4
Metzler Bros., Dallas, Tex.	6
Platter Tob. Co., Dallas, Tex.	3
Platter Tob. Co., San Antonio, Tex.,	1
Southwest Cig. Co., Dallas, Tex.	19
Martin Carey & Co., Ft. Worth, Tex.,	1
E. Epstein, Dallas, Tex.	2
Max L. Block, Houston, Tex.	5
W. D. Cleveland & Son, Houston	2
Corpus Christi Co., Corpus Christi, Tex.	2
Hotel Bender, Houston, Tex.	1
J. F. Primer, El Paso, Tex.	1
Simon Salitzstein, Dallas, Tex.	5
Sol. Zinberg, Ithaca, N. Y.	2
Patterson & Hoffman, Oklahoma City, Okla.	2

Leaf Men at York Fair

About forty members of the Leaf Tobacco Association of Baltimore visited the York County fair in a special car, traveling via the Northern Central Railroad. During their stay in York they were registered at the Colonial Hotel.

Francis Cigar Company Elects Officers

At a meeting of the members of the Frank W. Francis Cigar Company, in New Bedford, Mass., the following officers were elected: President, David L. Parker; treasurer, Frank W. Francis; directors, D. L. Parker, F. W. Francis, J. L. Flynn, H. S. Swain and W. T. Almy.

Los Angeles

Business in Full Swing—Campaign on "Flor de Mendels"—"Luxello" Receiving Big Distribution—"Picadura" Proving Big Seller—"Cinco" Breaking Record for Total Sales

LOS ANGELES, CAL., October 7, 1913.

IKE WENTWORTH, of Jose Lovera Company, Tampa, Fla., is undertaking a special campaign on the "Lovera" cigar and is meeting with unbounded success.

H. H. Manley, Coast representative for the American Cigar Company, has just returned to San Francisco after a four days' stay in this city. He has been shown a royal time while here by his friends and he, in return, has shown his appreciation to the sales force of Klauber-Wangenheim Company, this city, by tendering a banquet to them at the Blue Room in the Hotel Alexandra, for their efforts put forward on his cigars, of which he is representative. "Flor de Mendel" cigars were smoked profusely at this banquet.

Ed. Campbell, formerly with the American Cigar Company, has taken over a position with George W. Walker Cigar Company, covering their territory with "Counsellor" and "La Mazella" cigars. As Mr. Campbell has been in the cigar game for the past fifteen years, he knows the business to perfection and should surprise his followers with some mighty good work now that he has a new start with a hustling house.

I. Teitelbaum is in this city for two weeks doing some special work on the "Sarzedas" cigar, handled by J. J. Gans & Brothers, in this city, and manufactured by the firm of which he is manager. He is surely showing them how to "do it" when it comes to giving a new cigar a start.

The "Golden" cigar, jobbed through the A. B. Greenwald Cigar Company with the assistance of F. Jack Dominguez, is getting a wide distribution with fine results as is shown by the heavy demand for this cigar. Several attractive window displays are shown about the city.

I. I. Hess, known as "Optimo" Hess, is expected here by Klauber-Wangenheim Company in a few days, whereby he will put up a strong campaign on his favorite "Optimo." This cigar has always been the stand-by of the retailers and the most fashionable clubs in this city and territory.

J. B. Bonhaus, representing Klauber-Wangenheim Company, this city, left for Bakersfield for a week of business. While on this trip he will take orders for holiday package goods, but in the meanwhile will not overlook the other cigars, such as "Picadura Import," "Luxello," "Post Dispatch" and others. The above cigars are running well in this section.

The "Luxello" cigar, manufactured by Luckett, Luehs & Lipscomb, of Philadelphia, Pa., is being given a very wide distribution by the firm of Klauber-Wangenheim Company, of this city. Morris Burke, representative for this factory, says that this cigar will "beat 'em all" with the good work continued by the force of salesmen representing Klauber-Wangenheim Company. They are sure a hustling bunch.

The "Picadura Import" cigar, manufactured by L. Newberger & Brothers, of Cincinnati, O., is moving nicely. Klauber-Wertheim Company, who handle this splendid five-cent cigar in this section, have never had a better seller in a long while.

The Klingenstein Company reports their brands as moving to the satisfaction of all, namely their "Cinco" cigar, which is breaking all records for totals of sales. Their "Webster" cigar and "Milo" cigarettes are being given the widest distribution their salesmen are capable of exerting.

ALKALI.

Arthur H. Shirley, of 70 Munroe Street, Lynn, Mass., has increased his force to seven hands and they are now turning out ten thousand cigars a week. The factory turns out only hand-made goods; the ten-cent brand being named with the owner's initials, "A. H. S.," and the nickel smoke is designated by a combination of the street and room number of Shirley's first location, room 15, 7 Willow Street. The five-cent cigar is called the "7-35."

Sues for Lost Tobacco Shipment

An answer has been filed by the C. H. & D. Railway Co. in the suit brought by Samuel I. and Charles H. Rosenthal and B. C. Stein, trading as the National Leaf Tobacco Co., of Dayton, O., for $4024 damages for tobacco lost by the defendant company in shipment.

The tobacco was lost last March and dismissal of the suit is prayed for by the defendant company on the grounds that the railroad company had no control over the unexpected situation encountered at the time of the loss, and that the flood which is held responsible for the railroad's inability to deliver the lost shipment was "an act of God."

Milwaukee

Retailers Doing Good Business—Stand in New Hotel Wisconsin Promises to Do Big Business—C. L. Culton Sells Interest in El Insito Cigar Company.

MILWAUKEE, WIS., October 19, 1913.

BUSINESS in the Cream City among the retailers has been quite good during the past month, none making any complaint.

Surman reports a nice trade on all his leading brands and business at the Wells Building is quite good. The "Reina Helena" is on display.

The Wright Drug Company are again giving their private brand, the "Lovita," a boost with a demonstration of how it is made. Sol. A. Eckstein, president of the company, celebrated his fifty-fifth birthday anniversary recently.

The Fay Lewis & Brother Company report a very good business at all retail stores and an active demand in the wholesale department.

The Pabst Building store is featuring the "Harvester," a cigar manufactured by the firm, which is rapidly becoming the best-known in this section. Among other well-known brands on display are the "Tom Moore," "El Sidelo," "Webster," "Savarina" and "Rio Vista."

The Fifth Street store continues to do a good business.

The new stand in the Hotel Wisconsin was ready for the opening of that new million-dollar hotel. The display cases are over forty feet long, are of fumed oak, to match the interior woodwork of the lobby. All the well-known brands handled by the firm are displayed in the various sizes. The stand promises to do the biggest business of any in the city.

The Allanson Company continue to enjoy a good business at the Planinton Hotel. It is again reported that building operations will be commenced early in 1914 which will affect the firm to some extent. The "Alcazar," a home product, is being featured with a display.

Leo Abraham is doing his usual good business. The Third Street store continuing very active.

The "M. A. C.," "Jose Lovera," "Rosa de Mayo," "Emseco" and "Charter" continue actively in demand.

The stock of C. L. Culton in the El Insito Cigar Company has been taken over by R. B. Earle and L. C. Whittet. Earle has been elected president, Whittet treasurer, G. W. Blanchard vice-president, and W. G. Atwell, secretary.

The U. S. Cigar Factory, at Wausau, owned by the late Philip Stadler, has been purchased by Robert Leistikow.

Otto Farber opened a cigar store at Reedsburg, Wis.

O. A. KROMPAS.

Tobacconist Claims Funds Found on Robber

WILMINGTON, DEL.

When the body of the dead bandit, Homer Wiggins, was examined there was found on it money to the sum of $560. Several weeks ago the cigar store of John Jones at Sixth and Market Streets was robbed of $567, and the owner of the store has put in a claim for the money found on Wiggins.

Several hundred dollars were found buried in the yard of the robber's home, and the Wilmington and Philadelphia Traction Company put in a claim for that, as they had recently been robbed of a considerable sum. Mr. Jones asserts that he has as much right to the money found on the robber's person as the Traction Company has to the loot found in the yard.

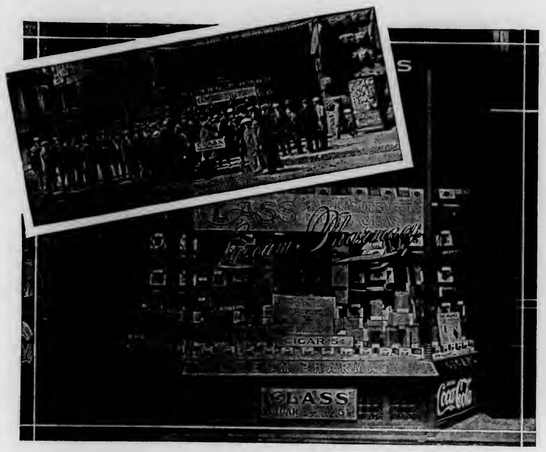
"Pearl Brooks" From a Larger Factory

The large building at the foot of Main Street, Belfast, Me., has been leased with an option to buy, by Maitland B. Smith, of Hartford, Conn., proprietor of the Pearl Brook Farm, in Belfast, and will be used as a cigar factory.

Mr. Smith is said to have demonstrated that high-grade tobacco can be grown in the Belfast locality, and this year he has begun the manufacture of "Pearl Brook" cigars from the home-grown tobacco. The cigars, which sell at a nickel, have found favor with many of the smokers and is pronounced a splendid piece of goods for the money. The demand for them has been so great that Mr. Smith has decided to manufacture them upon a larger scale.

F. M. Bailey, who has been manufacturing the "Seth Bullock" cigars at Citypoint, will be the superintendent of the factory, which will manufacture both brands. Mr. Bailey is now advertising for cigarmakers and apprentices.

13,502 "Class" Cigars in Duluth Display



The display of "Class" cigars shown in this photograph was recently made by the Stone-Ordean-Wells Company, distributors for this brand, in the window of the Lyceum Pharmacy, Fifth Avenue, West, and Superior Street, the principal corner in the city of Duluth, Minn.

A card in the window announced a prize of one box of "Class" cigars to the person guessing nearest to the number of cigars used in the display. The explanation card also stated that one or more boxes might not be full. In one box there were only two cigars.

The first instance on record in the city where the police arrived on time, was noted by the guess of police officer James Wood, who won the box. His guess was 13,550, and the number in the window was 13,502—which, speaking by and large, is not a bad guess for a policeman.

This display was given a ten day showing by the Lyceum, and resulted not only in a big sales on "Class" within the store, but also in greatly stimulating the sales of the brand all over the city.

The "Class" cigar has made a wonderful hit throughout Stone-Ordean-Wells Company territory, which extends from the Upper Peninsula of Michigan to the State of Idaho. There are eight branches in this territory, and the aggregate sales of the company on "Class" are now running about 180,000 per week, which is going some for a brand only four months on the market in this territory.

Cleveland

Business Conditions Bright—Shields-Wertheim Busy on Orders for "Saramintas" and "Saramintas Fives"—Teitelbaum Company Enjoying Big Trade on "Zarzidas"

CLEVELAND, O., October 10, 1913.

THE business of Cleveland is intending to be exceedingly bright. Retail business men are enjoying exceedingly good business, due to the extremely fine weather.

Joe Klein, of the Lazarus Company, has been spending the past few days in Cleveland, boosting "Edgeworth" and "Q-Boid" tobacco. Previous to this, Mr. Klein made a trip through the state and is sending many substantial orders to the firm. This is a new venture with Mr. Klein, and many friends wish him much success.

George Bassatts, of 826 Prospect Avenue, has sold out his interests in the barber shop and will devote his efforts to his cigar and tobacco business. Mr. Bassatt is remodeling his store and will have one of the finest stores in this locality.

Fred Gollmar, of the Gollmar Cigar Company, in the Arcade, reports the September business is far exceeding any that he has enjoyed since being in business. Among the cigars that he is featuring are "Saramitas," "Somellos," "Lalitas" and "El Modelos."

The Mendelsohn Company, who manufacture "Rigoletto" and "El Symfonies" cigars, are enjoying an exceedingly fine business on all these brands, and are away over sold, having not been able to catch up with back orders for the past six months.

Mr. Seideman, of the Central Cigar Company, is opening up a new pool room and billiard parlor at West Ninth Street and Superior Avenue. This is an up-to-date establishment, and has started off exceedingly well. Sydney Amster is in charge of same, and his genial personality is winning many good customers in the store.

The Standard Drug Company, located in the Leader-News Building, have just opened up with a full line of cigars and smokers' articles.

Pyle & Allen have secured a lease on the corner of East Ninth Street and Vincent Street. This location formerly belonged to the Louis Cigar Company, but the building was remodeled and Pyle & Allen will take possession about the fifteenth of the month.

Fred Singer, of S. Rossin & Son, called on the trade the past week. Regards business conditions exceedingly good all over his territory and looks for the biggest year of his career.

Joe Leverance, of the Shields-Wertheim Company, is in the Western territory and is sending in many nice orders for "Saramitas" and "Saramitas Fives." The Shields-Wertheim Company are away over sold on all their cigars and are experiencing exceeding difficulty in securing suitable labor. This problem has been the worst to face of any time in the history of the cigar business in Cleveland. Orders are piling up on this firm and they are doing everything in their power to increase their capacity.

Bert Smith is in the Central West and threatens to swamp the factory with orders.

F. P. Shields is in the Eastern territory and is sending in more than his usual quota of orders.

Mr. Bill Blaskey and L. B. Shields, of the Shields-Wertheim Company, are already securing many substantial orders for holiday boxes on "Saramitas" and "Saramitas Fives."

The I. Teitelbaum Company are hoping for big business on the "Zarzidas," and are enjoying an exceedingly nice trade on same. This concern is steadily growing and is ranked among the foremost of this section.

El Baton and Judge Wright are enjoying an exceedingly good business. They are constantly adding new jobbers which are keeping them extremely busy in turning out their merchandise.

The London-Whiff Cigar Company reports business very good, and "London Whiff" and "Panamas" are among the foremost merchandise of their grade in the city. The new factory is in good working order and sanitary conditions are among the finest of any factory in this section.

Joseph Snyder, of the Snyder Cigar Company, was in town the past week, looking over his Cleveland interests. Up to this time, Mr. Snyder has not selected a manager for his several stores to take the place of Mr. Heaney, who resigned to take up a position in the East.

George Scrambling, of the George Scrambling Company, is re-elected captain of the Cleveland Grays. This has been conferred on Mr. Scrambling for the past few years.

JERRY.

Mayor Will Enter Cigar Business

Mayor J. C. Faulstich, of Alton, Ill., has decided to re-enter the cigar field and will establish a store and factory in the Temple Building.

The cigar industry is one in which the Mayor has been deeply interested and his former venture is said to have been a prosperous one. The cigar business in Alton, is said to be booming at this time, and it seems to be a propitious moment for the Mayor.

Pittsburgh

World Series Attract Trade to Score Boards—Business Very Good—"Bold" Cigars Making Friends—Change in Cigar Department of Duquesne Club

PITTSBURGH, PA., October 9, 1913.

The base ball fans are all seeking the score boards and watching the World's Championship Series. Also the inter-city series between Pittsburgh and Cleveland.

A rumor has gone out downtown that Acker, Merrill & Condit, of New York, are going to take over the cigar department of the Duquesne Club. They will take possession October 15. The Duquesne Club is one of the high-class downtown clubs. I saw O. J. Handwright, manager of the Fort Pitt Hotel cigar stand, which is also controlled by the Acker, Merrill & Condit Company, but he claims he has heard nothing of this rumor.

J. P. Klemans, of Broad and Collins Avenue, will, about the 15th, enlarge his dining room, which will mean more space for his many friends who patronize his cigar department. His cigar department will also be made larger. He carries a full line of imported and domestic cigars.

A. L. Kidner expects the East Liberty Exposition to help business. Still, he is not complaining.

Siller-Narten & Barnes are having a great run on "Charter" cigars, made by E. M. Schwartz & Company, New York.

"Tarrytown" tobacco and "Tarrytown" cigarettes have a very good sale among the high-class stands. Reymer Brothers are distributors for this brand. Have a very good sale on them at their Wood Street store.

H. A. Lundberg, representing the "Mecca" cigarettes department, was in town this week. "Mecca" cigarettes are being placed in Pittsburgh in the new size, twenty for ten cents, two large rugs in each package. The brand is proving a big success in all parts of the city.

H. J. Harper, of the Products Company, just got back from a trip to the northern part of the State. He has been selling a deal consisting of a fifty-cent rebate with "M. Melachrino No. 9" and 250 "Royal Nestors."

Reymer Brothers have taken over the cigar stand in the Farmers Bank Building. Thomas lees is in charge. This stand was formerly owned by the Havana-Tampa Company.

Henry Riesenberg, representing Bobrow Brothers, Philadelphia, manufacturers of the "Bold" Cigar, dropped into Pittsburgh and made a few social calls among his many friends. Of course, he spoke about the "Bold" cigar.

J. Goodman, of the Phillip Morris Company, just got in from a trip to Youngstown, O. He was at Joseph T. Snyder's opening at the new hotel in Youngstown.

Joseph T. Snyder, of Buffalo, has taken five of his Pittsburgh clerks to Buffalo for a meeting and social trip.

The Gilmore Drug Company reports the biggest year ever on "El Versos Broadleaf" cigar.

Reymer Brothers have a very fine display on "Charles the Great" clear Havana cigars, made by Salvador Rodriguez. In one of their windows they have a very fine display of meerschaum pipes and they show quite a few of them color-set.

Benjamin S. Dripps, salesman for the I. Lewis Cigar Manufacturing Company, recently returned from a trip through West Virginia with a nice bunch of orders for Haworth & Dewhurst, who are distributors for this concern.

T. H. Minton, salesman for Haworth & Dewhurst, accompanied by Mr. Dripps, visited the trade in Homestead, Braddock and McKeesport this week and report very satisfactory results. G. W. Kutcher, the Rexall druggist of Braddock, and other dealers in this territory, are featuring the "John Ruskin" cigars.

Mr. Mayerfield, of the San Telmo Cigar Company, Detroit, Mich., makers of the "Pastora" cigars, was in town this week. Haworth & Dewhurst are distributors for this brand.

D. S. Lamb, of the Makaroff Company, Boston, Mass., is in town and he says: "Our coupons are creating a big sensation. Money prizes seem to appeal more strongly than rugs."

This week they are giving away a fifty-cent briar pipe with every half pound "Tuxedo" tobacco in Pittsburgh.

Mr. Blackmore, of the McKee House, Station Street, celebrated his fifty-ninth birthday anniversary on Tuesday of last week.

The Smith Drug Company's Wilkinsburg cigar stand, under the management of Mr. Crist, reports business is good on "Tuval Infanetos," "Webster" and "Jenkinson Best" stogies.

C. S. Staples expects to be in Pittsburgh shortly with his full line of Christmas samples.

W. A. Charles, of the G. S. Nichols Company, New York, is here to meet his many friends.

The following visitors were in town this week in the interest of the tobacco business: George P. Becker, of Arguellis Lopez & Company, Tampa; Ed. Wodizco, of Carl Wodizco Company, Tampa; Leo Schoenemann, of Calestino Vega & Company, Tampa; Benjamin N. Heine, of Louis Ash & Company, New York; Albert Calish, of Cortez & Company; W. H. Bissinger, of the United Cigar Manufacturing Company; W. M. Ruff, Jr., of the Melachrino Company; G. H. Gregg, Vice-President of the G. W. Faber Company; Mr. Fierst, of M. Stachelberg Company.

A. J. F.

Chicago

Slight Let-Down in Trade—Soda Fountains for "United" Stores—J. J. Dolan Making Big Pipe Displays—Banuet Season Boosts Cigar Trade

CHICAGO, ILL., October 11, 1913.

THERE has been a slight let-down in the general tobacco trade in this market, unaccounted for except by the possible fact that some smokers are waiting for the inevitable smoking material that is given as a holiday gift. The retail trade, as a whole, has kept a fairly even form, although tobacconists here and there complain of a share in the general retail dullness that is affecting nearly all lines of business. Some of this can be attributed to the general uncertainty as to the ultimate effect of the new tariff schedules and some of it to the smallness of crop returns in Western states that are in the Chicago trade territory. No new goods of special note have found their way into the market, although new cigar brands, mostly in five-cent sizes, are in evidence every once in a while. 'One tobacconist summed up the situation in saying: "I have known trade to be much better and have also known it to be much worse."

Sometimes the city learns from the country and, by the same token, it could be done oftener with profit. Combined cigar stands and soda fountains are familiar to travelers in small towns of the Middle West, but the city has adopted the idea only recently. The United Cigar Stores Company has experimented in some places in the South, with success, and contemplates installing fountains in its larger stores during the coming summer. If the plan is successful in the smaller stores it will be expanded gradually so as to include all the stores in the company's list. The United is noted for doing what it sets out to do and it may not be long before Chicago drug stores and confectionery shops will have to hustle to hold their "summer drinks" trade.

Jacob Spector, of Spector Brothers, Havana cigarmakers, is dead. The business will be carried on without interruption under the old firm name.

The 1913 crop of Havana is of exceptional quality and Chicago manufacturers have laid in heavy stocks. The production of clear Havana cigars is a big industry here and represents a large investment of talent and money. Manufacturers say their products will be better than ever this year.

John J. Dolan is going after the pipe business in earnest. He has fourteen stores and at each of them a window has been given to the display of pipes. Pipe weather is coming on. It will soon be slipper, log fire and Morris chair nights, when the reading lamp above the eyes, the book in the hand and the pipe between the teeth will mean comfort and pleasure. Dolan knows this and says he proposes to cinch the pipe business while the manufacturers are in a mood to do extensive advertising in the national weeklies.

The stands in all the big hotels report good business, with prospects better. Now that the parade season is ended, the banquet season is about to begin and banqueters smoke more cigars and cigarettes than paraders do, anyway. A number of large banquets have been held lately, at all of which there was a large consumption of smokes. The La Salle, Blackstone, Auditorium "Annex," Sherman Hotel and Auditorium have all profited from the opening of the banquet season and many of the smaller hotels and restaurants have done equally well.

Albert Breitung scored first under the new Underwood tariff law and has been the recipient of all kinds of invitations from admiring friends to divide his savings. He cleared a shipment of Comoy London pipes at the Custom House just in time to obtain advantage of the new duty, which saved his bank account ten per cent. on the shipment.

Speaking of Breitung, one is reminded that it was just twenty-five years ago and a few days over, that he entered the retail cigar business on his own account in Chicago, opening his store in the then sky-towering Rookery, which was, for a time, one of the most famous and widely-known buildings in the world, it being the world's original skyscraper. He still owns the store, which is one of the important ones in his chain. He now has ten stores, all handsomely furnished and strategically situated. Mr. Breitung is still counted among the young men in Chicago's retail trade and it is probable his chain of stores will be much increased before he is ready to retire from active participation in business affairs.

"Mose" Gunst—no one on the Pacific Coast knows him as anything else—was in the city a day or two ago, en route to his home in San Francisco from New York, where he was an interested spectator at the opening exercises of his new store at Broadway and John Streets. Of course, the firm name is M. A. Gunst & Company, the "House of Staples," but Mose is the big noise and the managing head of the firm. What with Gunst, of San Francisco, in the tobacco field, and Considine & Cort, of Seattle, in the theatrical field, New York is being furnished a lot of amusement and pleasure by strong business men from "the wild and woolly."

Carl Gach, of the leaf firm of Newmann & Gach, is almost recovered from a slight attack of blood poisoning, due to a small wound on one of his fingers that became infected. The firm has had a very heavy business this fall.

There has been a cessation in the outcry against the "26" game. It is still being played in places, although most tobacco shops have given up the game until they learn the outcome of the test cases.

G. W. WHITCOMB.

PENNSYLVANIA TRADE NEWS — Interesting Items Collected In The State

WANT TWELFTH DISTRICT RESTORED

Delegation Calls on Secretary McAdoo—Headquarters to Be Located at Scranton—Belief That Ninth District Will Not Be Disturbed

LEADED by Congressmen Palmer and Farr, a large delegation from Northeastern Pennsylvania, called upon Secretary McAdoo at the United States Treasury Department for the purpose of having the old twelfth revenue district re-established in the state with headquarters at Scranton. During the Taft administration the twelfth district was merged with the ninth, with headquarters in York. So confident do those feel who are back of the movement for the re-establishment of the district, that the name of the probable collector of the re-established district has been mentioned.

Internal revenue officials are eagerly awaiting the outcome, as cigar manufacturers of the old twelfth district are said to be urging Secretary McAdoo to remove the headquarters of the ninth district to Scranton, in event of his failing to restore the old district.

Opinion is divided as to what the outcome will be, but it is stated on very good authority that the possibilities are that there will be no changes whatever in the district.

If the twelfth district is not restored by action of the Secretary of the Treasury, it is probable that a bill will be introduced in Congress to increase the number of revenue districts in the country.

York Cigar Box Factories Busy

One of the important industries of York is the cigar box business, and the large volume of orders now on hand indicates that all the factories will be running full time until Christmas in order to supply the heavy demands for the product. Extra time is being made in some of the factories and additional hands are being employed in several of the departments.

The manufacture of cigar boxes is rather an important industry for York, hundreds of workers being employed in the four large establishments—H. W. Heffener & Son, A. Kauffman & Bro., T. A. Myers & Co. and Wallick & Gohn. These plants practically supply all the boxes for the cigars manufactured in this section of the ninth internal revenue district. Hundreds of thousands of boxes are supplied for the trade annually.

Charles Beck, of 254 West Philadelphia Street, York, Pa., has recently been appointed deputy city controller to fill a vacancy caused by death. Mr. Beck has been engaged as a broker in the cigar business.

Tobacco Firm Buys Property

LEBANON, PA.

J. C. Hauer Sons, wholesale tobacco dealers of this city, have purchased the Dr. Guilford property on Ninth Street. This property extends from Ninth Street to Doe Alley. The Shenk Building and the Hauer Building will be extended at once. For the present the Hauer firm will retain possession of the entire Guilford plot, except the portion sold for the Talbot store.

LARGEST SALESHOUSE IN STATE

Lancaster to Have Tobacco Building With 25,000 Square Feet of Floor Space—Jacob G. Shirk & Sons Erecting Big Establishment

LANCASTER, PA.

THE largest wholesale tobacco saleshouse in Pennsylvania is expected to be completed and ready for occupancy by January 1, 1914. It will be located at 323 and 325 North Queen Street, Lancaster, and will be the property of Jacob G. Shirk & Sons, whose business has grown so rapidly that they have been forced to arrange for larger quarters. The firm is now located at 19 West Chestnut Street.

The building will be four stories high, all to be used by the firm mentioned, of terra cotta construction with glass front.

The building will be arranged so that there will be provision for every department. There will be over 25,000 square feet of floor space. The offices will be on a mezzanine floor. The city shipping room, the out-of-town shipping room, the stock, freight rooms and garage for the storage of twelve machines at the rear of the buildings separate from the main building by a heavy brick wall, comprise the first floor. On the second floor there will be a monster humidor, which will hold a half million cigars. A large space has been provided for the pipe department. The other floors will also be utilized in the business.

The work of tearing the old building down is nearing completion and the building will then start. By January 1 the new building is expected to be completed. The site and building will cost $35,000.

Jeitles & Blumenthal Busy

SINKING SPRINGS, PA.

Irwin H. Bright, superintendent of the Jeitles & Blumenthal factory in this city, reports that they are turning out from 20,000 to 25,000 cigars a day. Business is brisk and the finished stock is being rushed to Philadelphia to the firm's jobbing house to fill "at once" orders.

James Spohn, of 416 South Seventeenth Street, Reading, has filed a bond of $500 for the manufacture of cigars with Internal Revenue Collector Cranston.

Smoking Machine at the York Fair

A particularly interesting feature of the York Fair is the exhibit of an apparatus designed by the Bureau of Plant Industry of the United States Department of Agriculture for testing the burning qualities of tobacco.

Cigars made of leaf produced by different means of fertilization are scientifically "smoked" by the apparatus and the result noted. This is a matter of special interest in York County, where the "burn" of the tobacco produced by local soil, which is said to be faulty, is being experimented upon.

This exhibit is a part of the Pennsylvania State College exhibit, which deals largely with tobacco growing. There are displayed growing specimens of the Pennsylvania broadleaf, and Maryland mammoth varieties of tobacco.

Detroit

Convention Season Over and Business Settles Down—Watson Company to Take Berman Store—Wayne Cigar Company Making One Million Cigars a Week—Mazer Cigar Company Adds to Factory

DETROIT, MICH., October 9, 1913.

THE convention season in Detroit, and in fact throughout Michigan, is practically ended for this year. On the whole, retail cigar business has been splendid and everybody says "better than last year." Those dealers who have handled the right kind of merchandise and given their patrons legitimate values surely have not failed to make money, whereas, on the other hand, those who have tried to pawn off, so to speak, an inferior product have not been very successful. Cigar stores are not a necessity, even though the downtown district is crowded with them, and the public will only patronize those places where they have implicit faith in the men behind the counter. It used to be that you could sell a man a "long shot" or anything that looked like a cigar, but those were in the days gone by; this is 1913 and people are a little wiser.

There are two things that spell success for a cigar store: the right kind of merchandise and the personality of the sales people. Trying to do business on any other principle is sure to spell failure within a very short while. So, as before stated, those dealers who have been awake to the demands of their patrons, and the general public, must have a nice profit on their balance sheets. Business will settle down to a normal basis for the next two months and will revive again at the holiday time.

There is no further doubt as to the Harry W. Watson Company taking the Berman store at 120 Woodward Avenue, the change to take place the 1st of January. The amount paid for the six-year lease is $23,000, and the annual rental is said to be no less than $12,000, which includes the entire building. The Watson Company will alter the structure and have a cigar department on the main floor, fixing the upper floors to rent out. It will make no less than ten cigar stores in the one block, which is no doubt a record, and equalled in very few, if any, cities of the United States. Think of it, ten cigar stores in one short block; paying annual rentals of from $1800 to $10,000.

Following are the figures for September as given out by the Internal Revenue Department for the First District of Michigan:

Cigars....	27,281,280	Tobacco....	2,361,560 pounds.
Cigars....	$81,843.84	Tobacco...	$188,924.81

One factory alone, that of the Wayne Cigar Company are now making an average of 175,000 cigars daily, which is over one million per week, and the number is increasing every day as additional cigar-makers are secured. All the other factories likewise report an increase in their output each week.

F. S. McAllister and J. E. Smith, for two years connected with the sales department of the John T. Woodhouse Company, have gone into business for themselves under the name of McAllister-Smith Company, at 31 Woodword Avenue, where they will carry on a general jobbing business of cigars, cigarettes, tobaccos and snuff. According to Mr. McAllister, business has already started out splendidly. Both members of the firm are very popular among the retailers, and if the excellent start is any criterion, then their success is already assured.

The engagement is announced of Sam Goldberg, Jr., to Miss Florence Wolf, also of Detroit. The young people will be married the first week in December. Mr. Goldberg is connected with the Lillies Cigar Company and is assistant to the president, Sam T. Goldberg, and is very popular among the cigar trade.

Ted Snowhook, recently manager of the cigar department of the Victory Annex and previous to that time for several years with the John T. Woodhouse Company, has again taken a position with the latter concern in the capacity of city salesman, and will devote his "selling arguments" in pushing the "Roi Tan" cigar, which has always been a favorite with Ted. As a matter of fact, Ted is greatly responsible for the big sale which there is now in this city on the "Roi Tan."

Two men, prominent among retailers, in town last week were Mr. Ackerman, general representative for the "Webster" cigar, accompanied by his live-wire salesman, Mr. Lutt. Needless to say some nice orders were placed on the "Webster" brands before these gentlemen left the city, as well as new accounts opened. It is not exaggerating in the least to say that the "Webster" cigars are growing very much in favor in the city of Detroit, and are being smoked by the very best judges of good cigars. All of the leading dealers are now carrying them.

The "San Etta" cigar, manufactured by the San Etta Cigar Company, taken over some months ago by C. A. and M. A. LaFond, will hereafter be distributed through Detroit and Michigan by the Woodhouse Company. Of course, they will be the big feature at all of the retail stores operated by the LaFonds, but the new arrangement with Woodhouse will also find them on sale at other stands, so that the factory will be able to put on more help and increase the output.

J. J. Gilmore, who has been salesman with the Kellog Company, of Battle Creek, has taken a position under George A. Farmer, general representative in Michigan for the Tobacco Products Company. Mr. Gilmore will sell "Royal Nestors," "Milos" and "Melachrinos."

Increase of business of the Maser Cigar Company has necessitated the building of an additional story on their factory at 443 Grandy Avenue, which will practically double their capacity. The makers of "Miss Detroit" and "La Cavalerie" have a factory that is modern in every detail, being well lighted and sanitary. The Mazer Company is becoming one of the leaders in the cigar industry of Detroit.

Frank Jacques, proprietor of the Auburn Cigar store, 77 South Saginaw Street, Pontiac, has been having a big sale on pipes.

The John J. Bagley Company provided free smoking material in connection with the annual baseball smoker given by Friendship Lodge in the Masonic Temple on September 29, at which the Detroit Baseball Club members were guests. Each person present that evening—and there were close to a thousand—was given a pipe and all the tobacco he could use.

Frank Smith, formerly manager of the Hotel Ponchartrain cigar department, and more recently in business for himself, has taken a position with the E. M. Harris cigar store. Frank is city salesman. The combination of Frank and the Harris store should prove highly profitable to both.

Bert Johnson furnished "Tadema" cigars and "Philip Morris" cigarettes to the Detroit credit men at their banquet this week. By the way, Bert has a new cigar called the "McMilla," which he will shortly feature. It is manufactured by Marcelina Perez & Company.

The board of directors of the Wolverine Automobile Club are now operating their own cigar department.

After a successful trip through the State, Mark Hymes, of Schinasi Brothers, has returned to Detroit, where he is now looking after local trade.

E. Vanderlip, of the Juan de Portuondo Company, of Philadelphia, was a recent visitor to Detroit for the purpose of making dealers more familiar with his company's brand. That he succeeded is proven by the fact that he went away with some nice orders.

A. C. Dietsche, on Woodward Avenue, is offering a "Judge Durand" cigar free with every fifth purchase in the cigar department.

The Board of Commerce is now in its elegant new building at the corner of Lafayette and Wayne Streets, which is said to be one of the finest structures of its kind in the country. The opening was held Tuesday evening, October 7, and fully five thousand people participated in the event. The association has its own cigar department, the buying for which is done by Steward Harry Brennan. Cigars in the case when the writer called were: "Partagas," "La Carolina," Hoyo de Monterrey," "Aploma," "El Rey del Mundo," "El Planco," "Tuval," "Principe de Gales," "First Consul," "Pastora," "Roi Tan," and "Royal Banner." Most of the stock was furnished through Bert Johnson and John T. Woodhouse.

Phil Verplanck was in town last week looking after the interests of the Preferred Havana Company, which concern has a big local distribution of such well-known brands as "Henry the Fourth" and "Les Reyes des Espana."

J. C. Clasen, cigar manufacturer, at 523 South Saginaw Street, Flint, is pushing the "Senator Curtes" cigar in two sizes, five and ten, and they are selling very nicely in the Vehicle City.

John Sibley, of Benton Harbor, has sold his stock of cigars to C. M. Devine and Mike Havelin, who have formed a copartnership under the name of Devine & Havelin, and will continue the business.

Drake Brothers, of Jackson, have sold their stock of cigars to H. A. Vandercook, who will continue the business at the corner of Main and Milwaukee Avenues.

Seidenberg & Company, who operate the cigar departments in the Statler Hotels in Cleveland and Buffalo, will also have the cigar privileges in the new Statler Hotel, being erected in Detroit, which will not be completed until April, 1915.

Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, is back from a ten weeks' European trip and is looking fine physically.

John P. Hemmeter, of the Hemmeter Cigar Company, is expected back in the city some time this month.

John T. Woodhouse has returned from a brief motor trip to Jackson and Battle Creek.

Local dealers were very much interested to know that Mortimer Regensberg, manufacturer of the Regensberg line of cigars, was one of the jurymen that tried the notorious Hans Schmidt in New York City.

Over seven hundred dollars' worth of cigars and tobacco were stolen from the wagon of John Fitzgerald, while left at the corner of Bates and Woodbridge Streets. Mr. Fitzgerald has a small jobbing business of his own. The stock was later recovered.

P. C. Payette, head of the Woodhouse Company, in Grand Rapids, accompanied the Grand Rapids Wholesalers and Jobbers on their fall trade trip, October 7 to 10, taking in the cities of Jackson, Lansing, and intermediate points.

Ambrose M. Minty, cigar manufacturer in Battle Creek, was one of the committee in charge of the elaborate banquet tendered to C. W. Post on September 30, in the Post Tavern. It was attended by two hundred and fifty business men of the city and is said to have been one of the most elaborate affairs of its kind ever given in Battle Creek. The banquet was to celebrate the opening of the new annex to the Post Tavern, which is ten stories high and is as modern as any hotel in the United States.

George Smith, special representative for Melachrino cigarettes, was here early in the month.

One of Detroit's growing jobbers is the J. L. Marcero Company, who handle the G. J. Johnson cigars, of Grand Rapids. This concern opened Detroit offices about four years ago, coming here from Pontiac, where it still maintains a store. Two salesmen were on the staff when they started; now the company has ten men, the last one being George Whitman, who has been in the office for some time. Mr. Moreland is the Detroit manager.

(Continued on Page 33)

San Francisco

Chain Stores Hurting City Jobbers—Manila Trade Now Booming—Local Buyers Interested in California-Grown Turkish Tobacco

SAN FRANCISCO, October 4, 1913.

THE general business situation on the Pacific Coast is distinctly on the mend, with a better circulation of money, more consuming demand, and a more optimistic feeling all around. The cigar men, however, feel that they have peculiar difficulties of their own. This time it is the jobbers who are complaining, and from present indications it is possible that some well-known houses may get practically out of the jobbing business before long. In fact, there has already been some reduction of the number of jobbers, and there are very few still doing business along the old conservative lines.

This situation has been brought about largely through the development of the chain-store idea, which has brought the majority of important city cigar stands under concentrated control. There are, it is true, quite a number of different chains, but most of them are pulling for special brands, and in many cases are able to get goods on practically an equal basis with the jobbers. Some of the old jobbing houses have taken up the chain-store idea, and have gained actual, if not open, control of a considerable number of stands. Other concerns have grown up through the expansion of retail houses, and altogether the local field for firms doing a strictly wholesale business is becoming very limited.

Complaint is also made of the fact that Eastern agents come out to place new lines and, being unable to induce jobbers to take up their goods, sell direct to retailers at factory prices. Under such circumstances, those who do a strictly wholesale business find less and less inducement to carry stock, and some are said to be figuring on placing their business on a commission basis, disposing of their jobbing stocks and selling only for shipment from the factories.

The Manila business is coming ahead again, and now seems to be the really big thing from the wholesalers' point of view. Supplies which have been neglected are now moving off well, and importers report a large run of inquiries from places which have taken very few Manila cigars in the past.

The retailers in the downtown district are getting ready for the Portola Festival, to take place in the latter part of the month, and expect to do an altogether unusual business at that time, as the event is being exploited on a larger scale than ever before, and is expected to draw great crowds from all over Northern California. All the dealers are planning elaborate window and store decorations, and factory agents who are conducting window display campaigns expect to get in a lot of effective work.

Emil Judell, of H. L. Judell & Co., has just returned from a two weeks' trip in Southern Oregon, bringing a large bunch of orders for his leading lines, the "Elisardo," "Flor de Moss" and "Watt." This company has placed about fifty window displays of the "Elisardo" cigar at various prominent stands around town, and as a result are doing a very nice city business.

Herman Moss, of the S. R. Moss Cigar Company, of Lancaster, Pa., is again in the city, after spending most of September at Portland, Ore.

Henry W. Peabody & Co., importers of Manila goods, have this week been entertaining P. K. A. Meerkamp von Embden, proprietor of the "Maria Cristina" cigar factory at Manila, and consul for the Netherlands at that place, who is now on his way to the Islands after a visit to Europe. Mr. Von Embden left on the "Nippon Maru," intending to stop in Japan before returning to Manila. He took with him several good-sized orders for Manila cigars, made by his factory and handled here by local jobbers. He predicts that this year's crop of leaf in the Philippines will be of better quality than last year's.

Henry W. Peabody & Co. recently got in a large lot of Manila goods under the "Asingas" and "Intal" brands, most of which were destined for distributing houses in the Middle West.

The harvesting of the crop of Turkish tobacco around Fresno and Dinuba, Cal., has been in progress for the last two weeks, and the returns are said to be excellent. The season has been particularly favorable for the growth of the plants, and the quality is turning out the best since tobacco culture was introduced in the State. Local buyers are taking an interest in the output, and the John Bollman Company, a leading cigarette manufacturer, has sent L. N. Umstead to Fresno to look over the crops.

S. Bachman & Co., of this city, are preparing to open a branch at Los Angeles, and will take over the wholesale department of Emil Frank in that city. The branch, under the name of the S. Bachman Cigar Company, will be managed by C. B. Poar, who has in the past occupied a prominent position in the trade at Seattle, Wash.

Harry Bercovich, of the Bercovich Company, returned a few days ago from a trip to Sacramento, where he says things are livelier than in most parts of the State. The Bercovich Company has made some improvements in its stand at Market and Front Streets, and is now improving the store at Market and Powell Streets, intending to get the work done before the Portola Festival.

Frank Lopez, who has been well known in the local trade as chief assistant to Herman Kieser, the jobber, is now associated with Chas. Besthorn, a jobber of 2695 Mission Street.

C. O. Schneider, of the M. Valle Company, New York, was here a few days ago, and is now on his way East, having gone to Los Angeles in company with H. H. Manley, Coast representative of the American Cigar Company. Mr. Manley reports a fine business on the "Belmont" cigar, with more inquiries for special holiday packs than he can handle.

L. and A. Samuels, cigar dealers of Sacramento and Fresno, Cal., are in San Francisco this week.

Wm. Fitzpatrick, a prominent cigar man of the Hawaiian Islands, has just left after a week's visit in this city.

E. D. Marshall, traveling for the "Rey Oma" cigar of Sig. C. Mayer, of Philadelphia, passed through last week en route to Los Angeles to see his first grandchild.

Robert E. Lane, American representative of the Partagas line, was in the city a few days ago.

R. V. Morrison, traveling for the "Savarona" cigar, is visiting the local agents, Chas. Mattheas & Co., after a trip through the South. Mr. Mattheas has just returned from his vacation.

J. D. Waterman, the well-known Coast traveler for Boltz, Clymer & Co., has given up road work and returned to an orchard near Santa Cruz. His former place on the road will be taken up by R. L. Estes.

Thos. Devitt, Coast representative of Philip Morris & Co., cigarettes, is back from a trip East.

Henry Peillusch has started a cigar factory at Alturas, Cal.

ALLEN.

Urbana Cigar Factory Sold

Colonel Nat Cohen, who established a cigar business in Urbana, Ill., in 1878, has decided to retire from active business life and has sold his interests to J. C. Grubbs, who will continue to manufacture the brands made famous by the colonel. "Bouquet" cigars, one of the first brands that this factory produced, still retains its popularity despite the fact that the factory has since that time put many other brands on the market.

All the men employed by Colonel Cohen will be retained by Mr. Grubbs, the only change being a new location for the factory. The Cohens have had a number of offers for the business, but in disposing of it they decided to favor Mr. Grubbs because of his business ability and his other interests, which would enable him to maintain the reputation of the old firm that has been built up by years of effort.

Made Cigars for "Mark Twain"

Harry Romberg, who while a member of the Hannibal, Mo., police force earned the title of "The Little Giant," has returned to his old trade of cigar manufacturing. For many years he was engaged in that occupation, being a member of the firm of Kettering & Romberg, whose brands of cigars were widely known.

Mr. Romberg has opened up his factory on North Main Street and has fitted up one of the neatest cigar plants in Hannibal. While it is not generally known, Mr. Romberg made most of the cigars that Samuel Clemens ("Mark Twain") smoked during the last twenty years of his life. It is said that Mr. Clemens used to send Mr. Romberg an order for cigars every month.

Detroit Letter

(Continued from page 32)

A large new display light has been placed over the entrance of the Cleenewerck cigar store, on North Jefferson Avenue, Battle Creek. George Longwell, the manager, will have a large globe of different colors to make it more attractive.

Nick Ruffen has completed a campaign on "Royal Nestors" in Toledo and has moved his crew to Cleveland.

A crew has been working in Toledo with a full line of American Tobacco Company cigarettes.

After having been in business for eight years, Niese & Speas, of Toledo, have sold their smokehouse and bowling alleys at 207 North Main Street, to Elmer E. Moses.

Toledo has eighty-four cigar stores, according to recent statistics given out by the Toledo Commerce Association.

Out-of-town visitors: Emil Auerbach, of the Sunnybrook Tobacco Company; Max Schwab, Montreal representative for A. Blumlein & Company, leaf tobacco dealers; Harry Simon, of H. Simon Sons, cigar manufacturers, Montreal; James Kirk, leaf tobacco dealer in Hamilton; G. B. Hirsch, of L. Schmidt & Company; Alfred Schmidt, of L. Schmidt & Company; J. N. Falk, of G. Falk & Brother; Hi Hammer, selling "Julia Marlowe" cigars; Joe Carlisle, with "Optimo" cigars.

AL. U. THORNBURG.

Premiums and Novelties *Spokes in the Wheels of Business*

THE rapidly-growing struggle among the manufacturers of cigars, cigarettes and tobacco, for the supremacy of their respective brands, has led to the use of novelties and premiums in quantities, and to an extent, never before known in the history of the trade.

The retailer has found the use of smokers' articles a most productive method of popularizing his shop and boosting his brands.

Competition is stronger than ever before and the use of alluring articles for the "den" or smoking room, given as premiums or as advertising novelties, is proving a most healthy way of encouraging trade and making new friends for the store.

We believe that our readers will be specially interested in a series of brief descriptions of articles that may be used in the tobacco trade in one way or another. We have secured the co-operation of many of the manufacturers in giving their products an introduction to the tobacco manufacturers and retailers, who desire to stimulate the sale of their goods.

There are some articles that may prove too expensive for premium use, but they will be found to be popular with the consumer if offered over the counter at retail. No "smokeshop," today, is complete without a good line of smokers' accessories.

Full information as to prices and quantities may be secured from the manufacturers, whose addresses are given in every case. We will consider it a favor if, when writing, you mention that your attention has been directed to the articles by THE TOBACCO WORLD.

An ingenious and novel device that has won favor with hundreds of smokers, is the combination ash tray and automatic lighter. It has the economical feature of furnishing one thousand lights at the cost of one cent, and in addition keeps the tray from becoming littered with burnt matches. With the doing away of matches on the tray there also comes to an end the annoyance of black smudges on

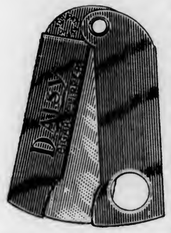
table covers and carpets, where the end of the match has burned off and fallen.

A feature of this ash receiver is that the lighter can be lifted from its socket and handed around. The lighter and tray are made of solid brass, and is an ornament to any desk, den or table.

You simply press the lever—Flash!—and you have a large steady flame. The lighter has a large gasoline capacity, and is equipped with a non-evaporating cap, which prevents smell or odor, an objection in many devices of this nature.

The ash tray and automatic lighter is made in several sizes, and in addition the firm which manufactures the article also has other novelties of interest to offer the cigar trade. Further information will be furnished by addressing the Victor M. Grab Company, Ashland Block, Chicago, Ill.

A neat and handy thing to have about one's person is a cigar cutter that will cut. The accompanying cut of the "Daisy" cigar cutter gives an idea of the neat appearance and size of the article. It is finished in gilt, nickel, oxidized silver, copper and gun metal. It contains a genuine safety razor blade that will stay sharp for years. The edge is safely encased and cannot become exposed in the pocket.



It should prove a very handy article for advertising or souvenir use. The firm manufacturing the cutter also makes a number of other attractive articles suitable for premium, advertising and retail use in a cigar store.

Full information will be supplied by Traut & Hine, 1 Union Square, New York City, makers of the cutter.

The cigar manufacturer, jobber and retailer are often at loss as to the best methods to pursue in attracting and concentrating attention on special brands that they desire to popularize. Among the several methods resorted to, felt mats, pennants and bannerettes continue to have the call.

There is a firm making these novelties up in sets, that are unusually attractive; each set consists of different forms, and each form tells the story in a different way, thereby strengthening the hold of the mind upon the line advertised. The cut used in this article shows a pennant used by a well-known Philadelphia firm to further the demand for their popular cigar.

This same company offers among its premium innovations felt doilies and centre pieces, watch fobs, pillow covers, cuff links, scarf pins, college pennants, and a host of articles that are in great demand today for use in promoting the sale of brands.

Special designs, samples and layouts suitable for the use of the advertising novelty and premium departments of the cigar and cigarette industry, will be submitted on request. Such requests should be addressed to Langrock Brothers Company, 35 Ormond Place, Brooklyn, N. Y.

One of the most useful novelties in the line of smokers' articles is the combination light and lighter. This little lighter contains an electric light, a device for lighting the gas and a little wick from which to light your cigar.

The article is heralded as the "Three-In-One" lighter and apparently has been readily accepted by those who have seen it. This lighter is furnished in assorted colors, with metal parts heavily nickeled. It embodies the best mechanical construction and the best materials. For the electric light, one of the best three-cell batteries made is used. It fits the pocket without inconvenience and will prove itself one of the handiest little lighters ever offered to the smoker.

For sale over the retail counter it should prove very profitable. Those interested in this brand new lighter should communicate with the Hoevet Manufacturing Company, Incorporated, 105 Hudson Street, New York, N. Y.

The cigar and cigarette lighters made abroad offer many and varied shapes for the convenience and fancy of the user. There are cigarette lighters shaped like cigarettes; there are cigar lighters like match safes; tiny lighters for the ladies, and scores of others.

The imported lighters are said to be of excellent construction, and it is claimed for them that they are very efficient.

Full information regarding this line of articles may be secured by addressing Henry Glass, 108 Worth Street, New York City.

Decrease of Tobacco Imports in Bombay

Consul E. J. Norton, of Bombay, India, sends the following report to the "Daily Consular and Trade Journal," regarding tobacco conditions:

"Imports of unmanufactured tobacco, despite an increase in quantity, have not been maintained at the level of the previous year, and a decrease is also observed in the arrivals of cigars. Cigarettes, which form the largest item in this group, have not maintained the recovery which they exhibited in 1911-12. The decline is most marked in imports of cigarettes from the United Kingdom, which decreased in value by over a lakh and in quantity by 20,909 pounds. Egyptian cigarettes, which return the highest average value per pound, have increased and are well above the average of the imports in the two years immediately preceding the enhancement of the duty, and a recovery, though small, is also noticed in the imports of cheap American cigarettes, which were returned at 2210 pounds of an average value per pound of 26 cents."

Store Replete With Smokers' Articles

H. H. Engelbert, who started in business in Richmond, Ind., in 1883, has his business up to a point where he is turning out a thousand hand-made cigars a week for his store trade.

The business was started at 13 North Eighth Street, and a few years ago Mr. Engelbert opened another store at the corner of Main and Eighth Streets, which is considered the best cigar store location in Richmond.

One of the features of the new store is its splendid display of smokers' articles. The smoker today is always looking for some novelty for his office or den, and the live and up-to-the-minute retailers are stocking up with such articles, more and more.

Canada Smoking Up, Too!

The Anti-cigarette Leagues need not spend all their time condemning men and women of the United States for cigarette smoking, for they can cast their glances across the border and find our Canadian friends also indulging in that pleasant pastime.

During the year just past Canadian records show that their cigarette output increased 195,000,000, while the manufacture of domestic cigars increased 48,834,531.

As the increases noted cannot be accounted for in increased population, it looks as if Canadians were also indulging their inclinations. This would seem to indicate that the cost of high living and the high cost of living were not habits peculiar to the United States alone.

J. J. Grossheim has bought out Harry Ashlock's interest in the Grossheim & Ashlock cigar factory, at Alton, Ill., and hereafter will be sole owner. The two men built up a splendid business and Mr. Grossheim states that he intends to keep the products of the factory up to the standard they have already set.

Letters to the Editor

Who Makes Cut Filler Bunching Machines?

PITTSBURGH, PA., October 4, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly inform us where we may purchase the latest improved cut filler bunching machine for making cut filler bunches and also rolling machines, such as are in use in Eastern cigar factories?

Respectfully yours,
EAGLE CIGAR COMPANY.

Referred to our readers.

Who Makes Cigarette Boxes?

BALTIMORE, MD., October 4, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly give me a few names of manufacturers making small paper boxes for cigarettes; style package, Turkish Trophies? Thanking you for the information, I remain,

Yours very truly,
W. FRIEDMAN,
234 South Caroline Street.

Answered by letter.

Paper Cigar Mouthpieces

October 6, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Can you furnish me with the address of a firm that manufactures a paper mouthpiece for holding a cigar? I saw them in use some years ago. They were made of heavy oiled paper.

Yours very truly,
E. SCHURMAN,
McPherson, Kan.

Answered by letter.

LEAF TOBACCO MARKET

Pennsylvania Crops Run Far Short—Carolinas Have Larger Yield and Get Good Prices—No Buying in Wisconsin Fields—Burley Crop More Than 50,000,000 Pounds Short

PENNSYLVANIA.

LANCASTER, PA.

At least 75 per cent. of the crop has now been cut and housed. Half of the crop has been cut in fear of frost and some of it green. At the most there will not be more than half a crop, although most of it will be very desirable leaf according to experts.

The crop is less by at least two thousand acres and thousands of acres have been cut in fear of frost, although last year there were no frosts really damaging to tobacco until October 14th. If that should be the case this year, there will be considerable backward leaf that should make a fair yield. Nevertheless the growers who are letting their crops stand are taking big chances of losing everything if a good healthy frost should strike the section.

The early cutting of the 1913 tobacco crop has now cured down to the rib and packers are able to get a line on its quality. One of our largest packers, to whom a sample of the new leaf was submitted, pronounced it of excellent quality and volunteered the opinion that the crop as a whole would be desirable.

The tobacco in the sheds seems to be curing all right. The process is a little different this year from what it usually is. Generally, the first step is the turning yellow of the leaves, which is followed inward toward the rib by the brown color. This year there is little of the yellow tint, the leaf going almost directly into the final brown from its green state.

Normally, the extensive purchase of old tobacco from the small packers, coupled with the shortage in this year's crop, should mean brisk trading with a tendency toward advancing prices, when buying of the 1913 opens up. The packers who have sold out, however, have made little if any profit on their holdings and will not be as eager to stock up as they would had they made a fat profit. The reduction in the number of cases grown this year will do little more than relieve the stress of accumulation of several seasons, so from present indications, growers who think there is going to be an exciting scramble for the 1913, with rapidly advancing prices, are likely to be disappointed.

THE CAROLINAS.

WILSON, N. C.

Tobacco sales at the warehouses are still in progress and from midnight until late morning wagons can be seen wending their way to the markets loaded with leaf. The tobacco as a whole has been of the best ever seen. The receipts are far beyond expectations, and all figures point to a 20,000,000 market this season.

While the tobacco is lighter in weight than last year, the acreage is larger. The yield is about one hundred pounds to the acre less than in 1912.

It is estimated that within a month there will be very little leaf in the hands of the farmers. Some seem to think that the tobacco is being marketed too fast, but the prices remain good, and it seems probable that they will continue so. There has not been a slack day since the market opened.

The growers who have brought their products to this market seem well pleased with the prices.

FLORENCE, S. C.

This market sent out ten carloads of tobacco in one day last week, and it is believed that this is the largest single shipment of any market. The buyers have had to ship very fast this year.

The tobacco yield has been unusually heavy this year in this section of the state, where especial attention has been given to its cultivation. This has also been one reason why the market has been so good. This season has brought real prosperity to the growers.

WISCONSIN.

EDGERTON, WIS.

Despite the indications of heavy frost many of the experienced growers prefer to take their chances rather than cut their tobacco green. The first frost, which occurred on the 22d, caught fully ten per cent. of the crop standing. Though the leaf is slightly scarred, it is thought that it will prove to be good stemming stock.

Many trials have beset the farmer during the season just closed and the result is a smaller acreage. The yield appears to figure about between 1000 and 1100 pounds to the acre. With the scarcity of Wisconsin filler and binder leaf on the market, it seems apparent that the grower will be well paid for his season's work.

No general movement has been started yet by the large operators and the Holmes law, recently passed by the State Legislature, seems to have brought about an end to the buying of tobacco in the field. Very few of the packers have their 1912 samples ready for inspection and sales of old leaf seem to be very few.

A few sample transactions have been reported, but as yet prices have failed to rise above the eleven cent mark.

VIRGINIA.

LYNCHBURG, VA.

The greater part of the primings on this market seem to have been sold and the receipts have been small. There has been a feeling among buyers, however, that this market will see a larger amount of bright tobacco offerings than there has been in many seasons.

Prices have been practically unchanged, although there has been a better general average. The grade of the leaf is better and there seems to be a tendency among the growers to go after quality.

Petersburg, which is now fighting to become a bright tobacco market again, seems assured of success. The amount of bright leaf being offered there is on the increase and the farmers seem well satisfied with the prices. Some of the farmers have averaged from $25 to $35 a hundred pounds.

KENTUCKY.

LEXINGTON, KY.

That the Burley crop this year will run from 50,000,000 to 75,000,000 pounds short of actual annual requirements is the prediction made by experts in the field here. In view of the fact that there is no old tobacco and that the manufacturers have only a comparatively small supply, it looks is if prices were going to soar.

Most of the uncut tobacco is of late planting and indications of frost have caused considerable of this to be cut green. It seems improbable that all of the late crop can reach the sheds before the frost catches it, and much serious damage to this tobacco would be little short of a calamity.

An attempt to gather in all available tobacco is sure to meet with keen competition and no doubt high prices will result. They will be very welcome to the growers, as their losses this year have been heavy on tobacco and they will need to get good prices.

The sales season for the local houses will begin between November 15 and December 1.

LOUISVILLE, KY.

A very large proportion of the tobacco crop hereabouts has been housed and thus far weather has been favorable to curing. Additional housing has been going on and this has been hastened with the late crop by light frosts. The crop has been later than usual and has been much retarded in growth by the drouth, and risk is now being taken to add weight before a ruinous frost arrives.

The market has been firm and active, with a noticeable increase in the inquiry for tobacco of good length, suitable to the rehandling trade.

CONNECTICUT.

SUFFIELD, CONN.

Practically all the tobacco crop has been bought up and packers are now sampling that of Wisconsin. Considerable rust has been reported but there has been little, if any, of black rot. The manufacturers are buying binder for present needs but the supply is scarce.

The crop in northern Connecticut has proven to be an exceptionally good one and has sold at a good price. Some worry has been caused by the recent rains and it is evident that the crop was harvested just in time to save considerable damage. A good many had been burning charcoal in their sheds to save the leaf. It is hoped that the farmers will be able to get it down and delivered in good condition.

The best exhibits of Connecticut tobacco at the Berlin Fair, comprising all classes and grades, resulted in the following classification of exhibitors: First, W. A. Foster; East Granby; second, H. T. Case, East Granby; third, J. E. Eno, Simsbury.

Prof. A. D. Shamel, of the Department of Agriculture, who conducted the tobacco experiments in this place five years ago, has just been appointed a member of the commission to go to Brazil, where an investigation of crops will be made by the Government. The party will be gone four months.

40,000 Acres of Wisconsin Tobacco

Estimates this year of the acreage of Wisconsin tobacco place the figures at 40,000 acres with 15,000 of this in Dane County. While a number of excellent crops will be harvested, the general average of yield will not be as high as was earlier expected, but James Johnson, tobacco expert for the College of Agriculture of the University of Wisconsin, terms the yield "medium to good."

Tobacco Men Choose Officers

The directors of the Lexington Tobacco Board of Trade which has taken over the business of the old Lexington Tobacco Association, held a meeting to elect officers for the ensuing year with the following result:

President—J. D. Noel. Vice-president—F. W. Clare. Secretary-Treasurer—G. Clay Goodloe.

The new board of directors consist of F. W. Clare, W. L. Petty, Dr. S. H. Halley, Thomas H. Gray, J. D. Clark and M. H. Irvine. The board did not elect a sales manager.

Attorney Baily D. Berry has prepared the articles of incorporation for the new company.

Heard Among Leaf Men

Practically 2,000,000 pounds of tobacco were sold on the Fuquay Springs, N. C., market last year at an average price of twenty-four cents a pound. This seems to be a record so far as is known.

The tobacco crop belonging to the Florida Sumatra Tobacco Co. has been sold to the Fraleigh-Hardee Tobacco Co., who will pack it and market it.

The Shippers' Tobacco Warehouse Co. has recently been organized at Louisville, Ky. This firm, which has been formed for the purpose of selling tobacco, will occupy the building formerly used by the Owen Tobacco Warehouse Co.

According to A. J. Campbell, who has operated a loose leaf warehouse at Paducah, Ky., for two seasons, there will be none there this year. Mr. Campbell states that his reason for abandoning the floor this year is due to the short crop.

Tobacco growers in the Maimi Valley have been hard hit by frosts, and estimates seem to indicate that the farmers will do well if they secure half a crop. The floods, too, have had something to do with the situation.

According to the judges of the tobacco exhibit at the Paducah Fair, the display this year is the best ever shown in Western Kentucky.

Leaf growers of the Miami Valley assembled at the Algonquin Hotel in Dayton on Monday to consider important questions relative to the production and marketing of the crops. The attendance numbered nearly one hundred.

By a rearrangement of the offices of the Planters' Protective Association of Tennessee and Kentucky, the sum of $4700 will be saved annually.

While the tobacco acreage in Kansas this year is about the same as last year, reports indicate that the yield is exceedingly light and will probably not run more than 25 per cent. of the 1912 crop.

The annual report of John M. Taylor, president of the Richmond Tobacco Trade, shows that during the past twelve months there was manufactured or rehandled in that city, 150,788,000 pounds of tobacco.

The Turkish tobacco crop of the San Joaquin Valley has been harvested and sold at an average price of 65 cents a pound. Owing to a shortage and the ravages of worms the 1912 production brought $1.25 a pound.

Standard Binders Popular

FOREIGN regies, as well as foreign individual manufacturers of cigars, are showing a healthy interest in the merits of the Standard Binder, made by the Tobacco Production Co. Already plans are under way for an investigation by these foreign interests and there seems to be little doubt but what its merits will be as quickly appreciated by those abroad as they have been in this country.

Demonstration has proven that the only constituent of the Standard Binder is pure tobacco and this, coupled together with its cheapness, availability and economic features, has made its American debut an auspicious one. Progressive manufacturers here have taken up the Standard Binder and there is little doubt but what the same success will be achieved abroad.

Heavy Frost Hurts Tobacco

In the district known as the Big Flats section, embracing five counties in New York and Pennsylvania, the tobacco crop is reported to have been seriously injured by the recent frosts which are said to have destroyed at least five hundred acres. This loss, coming as it does on the matured leaf, works a financial hardship on those who have specialized in tobacco. From year to year the tobacco acreage in this section has continually decreased and this year's failure will result in further curtailment.

The loss should approximate $100,000. Fifteen years ago the Big Flats section produced tobacco from 5000 acres, while the total acreage this year is less than 2000 acres.

Cincinnatian to Control Kentucky Warehouse

The purchase by M. L. Kirkpatrick, president of the Farmers and Shippers' Tobacco Warehouse Company, of Cincinnati, of the controlling interest in the Farmers' Loose Leaf Tobacco Company's warehouse in Augusta, Ky., it is said will result in a substantial increase in the volume of tobacco shipments to Cincinnati.

By this deal it is said that fully 3,000,000 pounds of tobacco will be placed upon the Cincinnati market, and that this will also bring the manufacturer and grower into closer touch with each other.

The crop in the section which embraces Augusta is about 10 per cent. short of last season's crop, and the taking hold by local interests will help to bring a fancy tobacco to this market, as that section produces fine grades of tobacco.

Big Warehouse Wiped Out

Fire completely destroyed the large tobacco warehouse of A. Friedberg & Bro., at Greenville, O., on September 30, and tobacco valued at upwards of $80,000. The building was valued at $7000.

The warehouse will be rebuilt.

Planters' Association Elects Officers

The annual election of the officers of the Planters' Protective Association of Tennessee and Kentucky has resulted in the following being chosen for the ensuing year: Dr. W. W. Scott, president; J. B. Jackson, vice-president; F. G. Ewing, general manager; D. C. McGregor, secretary and treasurer; H. Crutchfield, auditor; W. W. Radford, general inspector; J. M. Couts, James West and J. H. Keys, district managers respectively for the Clarksville, Hopkinsville and western district; A. B. Killebrew, salesman for Clarksville; B. L. Moore, salesman at Springfield; M. M. Tucker, salesman at Paducah, and Frank McMurry, floterial salesman. The law firms of Savage & Fort, W. T. Fowler and Robbins & Robbins were elected general counsel for Tennessee and Kentucky.

CROP REPORT ON TOBACCO

Agricultural Forecasts Show Decrease in Tobacco Acreage Over 1912—Carolinas and Virginia Only States to Increase

The Crop Reporting Board of the Bureau of Statistics (Bureau of Agricultural Forecasts) of the United States Department of Agriculture estimates, in its latest report, that the 1913 yield of tobacco is slightly under that of 1912. The yield per acre at this date appears to be somewhat under the final average of 1912.

Of ten States the condition on October 1, shows only North and South Carolina and Virginia with an increase in acreage over 1912. Pennsylvania has apparently fallen off 15 per cent. over last year; Ohio appears to be 23 per cent. lower than in 1912, while Kentucky is 19 per cent. under the figures of the previous year. The statistics on tobacco, according to the latest report, are as follows:

For the United States.	Condition Oct. 1, or at the time of Harvest 1913.	1912.	10-yr. av.	Condition Sept. 1. 1913.	1912.	Acreage, 1913 Perc. of 1912.	Acres.
Tobacco	76.6	81.8	83.1	74.5		93.4	1,144,500

	Yield per Acre.			Total production in millions of bushels.			Increase or decrease in prospects during Sept. P. C.
	1913.a	1912. Final.	1908-1912. ave.	1913.a	1912. Final.	1911. Final	
Tobacco, Pounds	766.0	785.5	822.3	877	963	905	*1.9

States.	Per cent. of U. S. acreage in States.	Condition October 1. 1913.	1912.	10-yr.-av.	Condition Sept. 1, 1913.
Kentucky	31.2	67	86	83	61
North Carolina	17.7	84	75	78	86
Virginia	17.2	88	69	83	89
Tennessee	7.2	73	84	85	67
Ohio	7.2	67	90	84	68
South Carolina	5.8	84	70	80	87
Wisconsin	3.8	90	90	85	86
Pennsylvania	3.4	70	85	89	69
Connecticut	1.6	85	94	94	75
Florida	0.3	88	94	91	90
United States	100.0	76.6	81.8	83.1	74.5

*Increase.

Clubdom Smoking

(Continued from Page 23)

future, though all smokes are at present handled at the bar, and as yet no cigar has been put in under the club's special brand. A line of cigarettes, however, is handled under the club brand, being of Benson & Hedges make. All goods are bought in the local market, cigars commonly in lots of one thousand and often more, and cigarettes in comparatively large quantities. In cigars there is no call for anything cheaper than 12½ cents, and no cigars of domestic leaf are handled, though in cigarettes the taste of the members covers a wider field, all prominent brands from 10 cents up being carried. Key West goods appear to be most popular, some of them having a blend of Porto Rico leaf, though clear Havana goods have always had the greatest demand. The imported brands handled, for the most part, are "Garcia," "Cabanas," "Partagas," "Romeo y Julieta," and "Adelina Patti." Of other lines the following brands are found most popular: "Flor del Mundo," "Optimo," "Gato," "Cabanas," "Garcia," "Lovera," "El Sidelo," "Van Dyck," "Corina," "Lozano," "La Natividad (a clear Havana, made in San Francisco), "Sanchez & Haya," "Luis Martinez," "Cervantes," "El Palencia" and "La Amita." The following lines of cigarettes are carried: "Melachrino," "Pall Mall," "Egyptian Deities," "Egyptian Luxury," "Brennig's Own," "Mogul," "Benson & Hedges," "Sultan," "Fatima," "La Marquise," "Imperiales," "Grand Duke," "Rameses," "Milo," "Lorenz," and the cigarette sold under the club brand.

Patents of Interest to Tobacconists

1,054,187 combined cigarette holder and igniter, T. Egan, New York, N. Y.

1,054,642 cigar packing machine, A. Gordon, Detroit, Mich.

1,054,055, cigarette, B. E. Teale, Brooklyn, N. Y.

1,054,058 cigarette, S. Trumper, New York, N. Y.

1,054,261 smoking pipe, R. Wetzel, New York, N. Y.

1,054,159, humodor, R. A. Wilson, Tampa, Fla.

1,052,798 apparatus for displaying and vending cigars and other articles, W. G. J. Collins, Chicago, Ill.

1,052,653, pneumatic measuring machine, J. P. Crowley, Toledo, O.

1,052,654, measuring machine for tobacco, etc., J. P. Crowley, Toledo, O.

1,053,030 magazine pipe, A. A. Karnes, Holliday, Mo.

1,052,759, apparatus for cleaning tobacco pipes and the like, F. H. S. Shepard, London, England.

1,051,860, tobacco pipe, E. R. Burke, New York, N. Y.

1,052,349, tobacco pipe, E. G. Kothe, Parkersburg, Iowa.

1,052,300, cigar wrapper cutting machine, L. G. F. Zeeman, Philadelphia, Pa.

1,053,836, collapsible cigar box, H Leiman, Tampa, Fla.

1,054,781, cigar head protector, G. S. Mahn, Philadelphia, Pa.

1,054,979, cigarette case, A. Mitchell, New York, N. Y.

1,055,040, sanitary tip protected cigar, C. H. W. Koerner, San Rafael, Cal.

1,055,360, freeing tobacco from nicotine, J. Sartig, Kikolasse, Germany.

1,055,664, apparatus for assembling and suspending tobacco leaves, A. Schneider, Rockville, Conn.

1,055,842, magazine tobacco pipe, W. W. Warden, Jr., Eads, Colo.

1,056,359, absorber for use in the stems of tobacco pipes, C. Peterson, Dublin, Ireland.

1,056,236, cigar lighter, W. Ude, St. Louis, Mo.

1,056,982, smoker's pipe, G. Everett, Porterville, Cal.

1,057,273, air humidor, J. Rahn, Temple, Pa.

Labels.

16,888, "Real" (for cigars), F. D. Parmer Co., Omaha, Neb.

16,883, "Royal Feathers" (for cigars), A. C. Henschel & Co., Chicago, Ill.

16,860, "El Continuo" (for cigars), A. C. Henschel & Co., Chicago, Ill.

16,859, "Bergermaster of Tampa" (for cigars), E. Berger, West Tampa, Fla.

16,868, "Up & Up" (for cigars), Smith & Hess, Saginaw, Mich.

16,869, "La Flor de Tampa-Cuba" (for cigars), Tampa-Cuba Cigar Co., West Tampa, Fla.

16,870, "Ta-Cu" (for cigars), Tampa-Cuba Cigar Co., West Tampa, Fla.

16,871, "Tacusco" (for cigars), Tampa-Cuba Cigar Co., West Tampa, Fla.

16,831, "Flor de Paley" (for cigars), Congress Cigar Co., Chicago, Ill.

16,798, "La Palina" (for cigars), Congress Cigar Co., Chicago, Ill.

16,799, "Duke of Burgundy" (for cigars), Congress Cigar Co., Chicago, Ill.

16,817, "Ricozo" (for cigars), John J. Lynch Cigar Co., Chicago, Ill.

16,796, "Trust Fund" (for cigars), W. J. Armstrong Co., Waseca, Minn.

16,797, "Aco" (for cigars), W. J. Armstrong Co., Waseca, Minn.

Copies of above patents may be obtained for fifteen cents each, by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

An attractive cigar store is that conducted at 609 Main Street, Richmond, Ind., by Ed A. Feltman, under the title of the Ed A. Feltman Tobacco Store. Mr. Feltman, who does both a wholesale and retail business, is an experienced tobacco man, having been connected with the Driftmeyer Tobacco Company for about twenty years. All of the well-known brands of cigars and tobaccos are carried in addition to a first-class line of pipes and cigarettes.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, ETC., OF "THE TOBACCO WORLD," PUBLISHED SEMI-MONTHLY AT PHILADELPHIA,

Required by the Postal Laws and Regulations.

By the Act of August 24, 1912.

Name of Editor—J. Lawton Kendrick, Philadelphia, Pa.

Managing Editor—J. Lawton Kendrick.

Business Manager—H. B. Hankins, Philadelphia, Pa.

Publisher—Tobacco World Corporation.

Owners—J. Lawton Kendrick, Estate of S. A. Wolf, K. G. Kendrick.

Known bondholders, mortgagees, and other security holders, holding one per cent. or more of total amount of bonds, mortgages, or other securities: None.

(Signed) J. LAWTON KENDRICK.

Sworn to and subscribed before me this 30th day of September, 1913.

CHAS. IRWIN, JR.,

(Seal) Notary public.

(My commission expires February 5, 1915.)

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

STANVO:—28,207. For cigars. September 26, 1913. Van Brock & Heidinger, Mt. Olive, Ill.

LOMA PORTAL:—28,208. For cigars. September 26, 1913. John J. Kraeger, 294 Twenty-eighth St., San Diego, Cal.

MI-BA:—28,209. For cigars. September 26, 1913. Jos. Batroff, 234 Arch St., Philadelphia, Pa.

HETCH-HETCHY:—28,210. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 26, 1913. Rosenthal Bros., 341 East Seventy-third St., New York City, N. Y.

JOBBER'S GUARANTEE:—28,211. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

VUELTA BOND:—28,212. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

YOU-SAID-IT:—28,213. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

WORLD'S MARKET:—28,214. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

PLANTER'S GUIDE:—28,215. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

GROWER'S GUARANTEE:—28,216. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

BUYER'S GUIDE:—28,217. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

VUELTA GUARANTEE:—28,218. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

CUBAN GUARANTEE:—28,219. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

PLANTER'S GUARANTEE:—28,220. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

SMOKER'S GUIDE:—28,221. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

SELLER'S GUARANTEE:—28,222. For cigars, cigarettes, chewing and smoking tobacco. September 26, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

TYCOON:—28,223. For cigars. September 26, 1913. J. W. E. Kuhlmann, Mt. Olive, Ill.

GENUINE HAVANA SMOKERS:—28,224. For cigars. September 27, 1913. Jos. Drucker & Co., Philadelphia, Pa.

JOSEPH CAWTHORN:—28,225. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 29, 1913. Kaufman, Pasbach & Voice, New York.

RUTH CAMERON:—28,226. For cigars. September 29, 1913. Central Cigar Box Co., St. Louis, Mo.

ESCAPE:—28,227. For cigars. September 29, 1913. Central Cigar Box Co., St. Louis, Mo.

BOCKINGHAM:—28,228. For cigars, cigarettes, chewing and smoking tobacco. September 29, 1913. W. E. Markle, Big Flats, New York.

LA FODELL:—28,229. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 29, 1913. Pent Bros., Philadelphia, Pa.

DOCTRINE:—28,230. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 29, 1913. Kaufman, Pasbach & Voice, New York.

LUKE MC-LUKE:—28,231. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 29, 1913. J. Adam Schmidt, Cincinnati, O.

LA HERMA:—28,232. For cigars, cigarettes, chewing and smoking tobacco. September 30, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

CARAMBAMBULI:—28,233. For cigars, cigarettes, cheroots and stogies. September 30, 1913. Julius Brown, New York.

COUNTONME:—28,234. For cigars, cigarettes, cheroots and stogies. September 30, 1913. Julius Brown, New York.

GOOBER:—28,235. For cigars, cigarettes, chewing and smoking tobacco. September 30, 1913. W. E. Lum, Jr., Petersburg, Va.

WATERWAY:—28,236. For cigars, cigarettes, chewing and smoking tobacco. September 30, 1913. F. M. Howell & Co., Elmira, N. Y.

WORLD'S WATERWAY:—28,237. For cigars, cigarettes, chewing and smoking tobacco. September 30, 1913. F. M. Howell & Co., Elmira, N. Y.

BIG CANAL:—28,238. For cigars, cigarettes, chewing and smoking tobacco. September 30, 1913. F. M. Howell & Co., Elmira, N. Y.

LOPEZ CO.'S BEST:—28,239. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1913. Lopez Cigar Co., Montgomery, Ala.

LOUIS III:—28,240. For cigars. September 30, 1913. J. W. E. Kuhlmann, Mt. Olive, Ill.

PEORIA BEST TOBACCO:—28,241. For chewing and smoking tobacco. September 30, 1913. N. Solomon, Peoria, Ill.

CROWN KEY:—28,242. For cigars, cigarettes and cheroots. September 30, 1913. A. C. Henschel & Co., Chicago, Ill.

SCOTCH-TONE:—28,243. For cigars. September 30, 1913. Sig. C. Mayer & Co., Inc., Philadelphia, Pa.

RIGHTO:—28,244. For cigars. September 30, 1913. Nanticoke Cigar Co., Nanticoke, Pa.

ARTAGA:—28,245. For cigars, cigarettes, chewing and smoking tobacco. October 2, 1913. Newmann & Gach, Chicago, Ill.

MAYOR LAUGHLIN:—28,246. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1913. C. C. Wells Co., Binghamton, N. Y.

ESCALADE:—28,247. For cigars. October 2, 1913. Paul Watkins, Fort Meade, Fla.

ESCALLONIA:—28,248. For cigars. October 2, 1913. Paul Watkins, Fort Meade, Fla.

DEL GREDERE:—28,249. For cigars. October 2, 1913. Paul Watkins, Fort Meade, Fla.

EL CONTO:—28,250. For cigars. October 2, 1913. Paul Watkins, Fort Meade, Fla.

MI PRINCIPE:—28,251. For cigars. October 2, 1913. Paul Watkins, Fort Meade, Fla.

STEADY FIVE:—28,252. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1913. John Rodrigues, Cleveland, O.

DANDY LIGHTERS:—28,253. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1913. S. Kauffman & Co., Dallastown, Pa.

Lopez Co Best

Design registered October 9th, by the Lopez Cigar Company, Montgomery, Ala.

Design registered October 9th, by H. E. Heffelfinger, Reading, Pa.

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Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

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CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

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Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
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WANTED—Salesmen in all sections of the United States and Canada for our line of pipe cleaners. Liberal commission. E. T. Gilbert Manufacturing Company, Rochester, N. Y.

ENTHUSO:—28,254. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1913. Kaufman, Pasbach & Voice, New York.

OBSERVO:—28,255. For cigars, cigarettes, cheroots, stogies, smoking and chewing tobacco. October 2, 1913. Kaufman, Pasbach & Voice, New York.

GENERATOR:—28,256. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1913. Kaufman, Pasbach & Voice, New York.

DOCUMENT:—28,257. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1913. Kaufman, Pasbach & Voice, New York.

CHINO:—28,258. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1913. Kaufman, Pasbach & Voice, New York.

BOSS-ROLLER:—28,259. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 3, 1913. Gus Neuwahl, Altoona, Pa.

SANITORA:—28,260. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 3, 1913. Isenberg Cigar Co., Wheeling, Va.

ROCO-SMOKERS:—28,261. For cigars, cigarettes and cheroots. October 3, 1913. R. R. Cone, 336 Broad St., La Grange, Ga.

HAVASANITA:—28,262. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 3, 1913. Isenberg Cigar Co., Wheeling, Va.

LANCASTER MOOSE:—28,263. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 3, 1913. Geo. F. McDonnell, Lancaster, Pa.

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DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

SENATOR H. C. LODGE:—28,264. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1913. Kaufman, Pasbach & Voice, New York City.

DR. JAMES B. ANGELL:—28,265. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1913. Kaufman, Pasbach & Voice, New York City.

INDUCEMENT:—28,266. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1913. Kaufman, Pasbach & Voice, New York City.

OSCAR EAGLE:—28,267. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1913. Wm. Steiner, Sons & Co., New York City.

HOME LIFE:—28,268. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1913. Connecticut Cigar Co., New Haven, Conn.

EL DELICARDO:—28,269. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 6, 1913. Wm. Steiner, Sons & Co., New York.

OH YOU SAN FRANCISCO:—28,270. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 6, 1913. Sam'l Tupper, Chicago, Ill.

TAWCO:—28,271. For cigars. October 6, 1913. The Home Cigar Co., Lexington, Ky.

MADE IN NEWARK:—28,272. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 6, 1913. J. F. Cherry & Co., Newark, O.

ROSS B:—28,273. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 6, 1913. Garling & Schur, Canton, Ill.

DE-ROLLED-ALL:—28,274. For chewing and smoking tobacco. October 7, 1913. Max S. Geffner, 332 Dickinson Street, Philadelphia, Pa.

GREAT-MERIT:—28,275. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1913. Isenberg Cigar Co., Wheeling, W. Va.

DE-HIGH-REE:—28,276. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1913. Isenberg Cigar Co., Wheeling, W. Va.

SMOKER'S LICENSE:—28,277. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1913. Dwyer & Co., Seattle, Wash.

HIGH LINE:—28,278. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1913. Dwyer & Co., Seattle, Wash.

OLD CAUNCIL:—28,279. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1913. W. J. Neff & Co., Red Lion, Pa.

LUCKY HUNCH:—28,280. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1913. Dwyer & Co., Seattle, Wash.

SUCCESS COMES IN CANS, FAILURES IN CANT'S:—28,281. For cigars, cigarettes, chewing and smoking tobacco. October 8, 1913. H. Fenterstock & Co., Chicago, Ill.

KIS-KELIM:—28,282. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 8, 1913. Randall Landfield Co., Chicago, Ill.

CANCELLATION.

SANITORA:—28,260. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Cancelled October 9, 1913, by Isenberg Cigar Co., Wheeling, W. Va.

Harry Portt, who has been in charge of the Arcade Street store of the Watertown Tobacco Company, Watertown, N. Y., has been placed in control of the new store of the company, recently acquired from James M. Cardinal, of Carthage, N. Y.

An Opportunity is Offered

to lease this building. Built expressly for a cigar factory. 3 stories and basement, 40 x 150 feet. Located in a live town.

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J. J. Brown, Sec. BOYERTOWN, PA.

NOTICE

The Quincy Sumatra Company of Quincy, Florida, will offer for sale at public auction on the premises, located about four miles west of Quincy, Florida, on the Mt. Pleasant Road, on the 23d day of October, 1913, at 2.30 o'clock p. m., all of its Real Estate and Personal Property, as follows:

320 acres of land (more or less) on which are the following improvements:
12 frame tobacco barns
2 two-story frame dwellings, one of 6 rooms and the other of 4 rooms
40 negro houses
1 brick packing house and equipments
6 mules
2 horses
1 irrigated plant bed, 2 acres
1 gas engine and pumping station
1 stock barn
40 acres of shade, all as good as new
16 acres with posts and stringers, but not lathed
Feed, (corn, oats, hay, etc.)
Numerous farm implements, consisting of plows harrows, wagons and other tobacco tools

Terms and conditions of sale to be made known by the auctioneer at time of sale. The land lies all together in one plat, and this is one of the best equipped tobacco plantations in Gadsen County, Florida, and is within two miles of railroad.

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W. J. LUKASWITZ, Secy., Dayton, O.

The Quincy Sumatra Company
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FATIMA TURKISH BLEND CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1913. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1913 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

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Our 600 hole punch board contains 12 of the Highest Quality Photo Pocket Knives and Six One Dollar in Trade prizes. Board takes in $30.00 at 5c. a punch. Will furnish board ready for use for $9.00 delivered and the $6.00 in trade prizes will make this board cost you $15.00, leaving you a net profit of $15.00.

Our 300 board contains Six Knives and Four 50c. and One $1. in trade prizes. This board will cost you $5.00 delivered.

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REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

"VERTICAL TOP CIGAR MOLDS"

We Make Only One Grade and Have No Second Grade at Lower Price. *We Solicit Your Orders*

The American Cigar Mold Co.

1931-1933 Western Avenue, and 1201-1209 Dayton St., Cincinnati, Ohio.

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The Package is sanitary, convenient and very attractive

The American Tobacco Company

NEW YORK

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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Attest the merit of

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the highest grade Turkish Cigarette the world has known—

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This is the cigarette for you to stock. They sell quickly and every sale is a satisfied customer.
An inspection of our factory and our tobaccos will convince the most sceptical. It is acknowledged in trade circles that we produce the best Turkish Cigarettes. Keep this in mind. Ask your Jobber for Fifty-Six. Manufactured by the

CADO CO., Inc., 26 Park Place, New York City

Gran Fabrica de Tabacos de Vuelta Abajo

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Fernandez y Garcia
Neptuno 170 and 172
Havana, Cuba

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and
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Half-brain power—

The man who is steeping himself in strong Havana cigars during business hours is plugging along under half brain power. Too much Havana means lessened efficiency. Smoke a mild cigar—part Havana, part domestic, the—

Robt. Burns
MILD 10c CIGAR

Reynaldo

"Made so well this generation it will remain the next generation's favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb
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Makers Reynaldo and San Souci—mild Havana Cigars
Luxello, Vandalia and Copyright, hand made 5c cigars

The World's Standard Cigar

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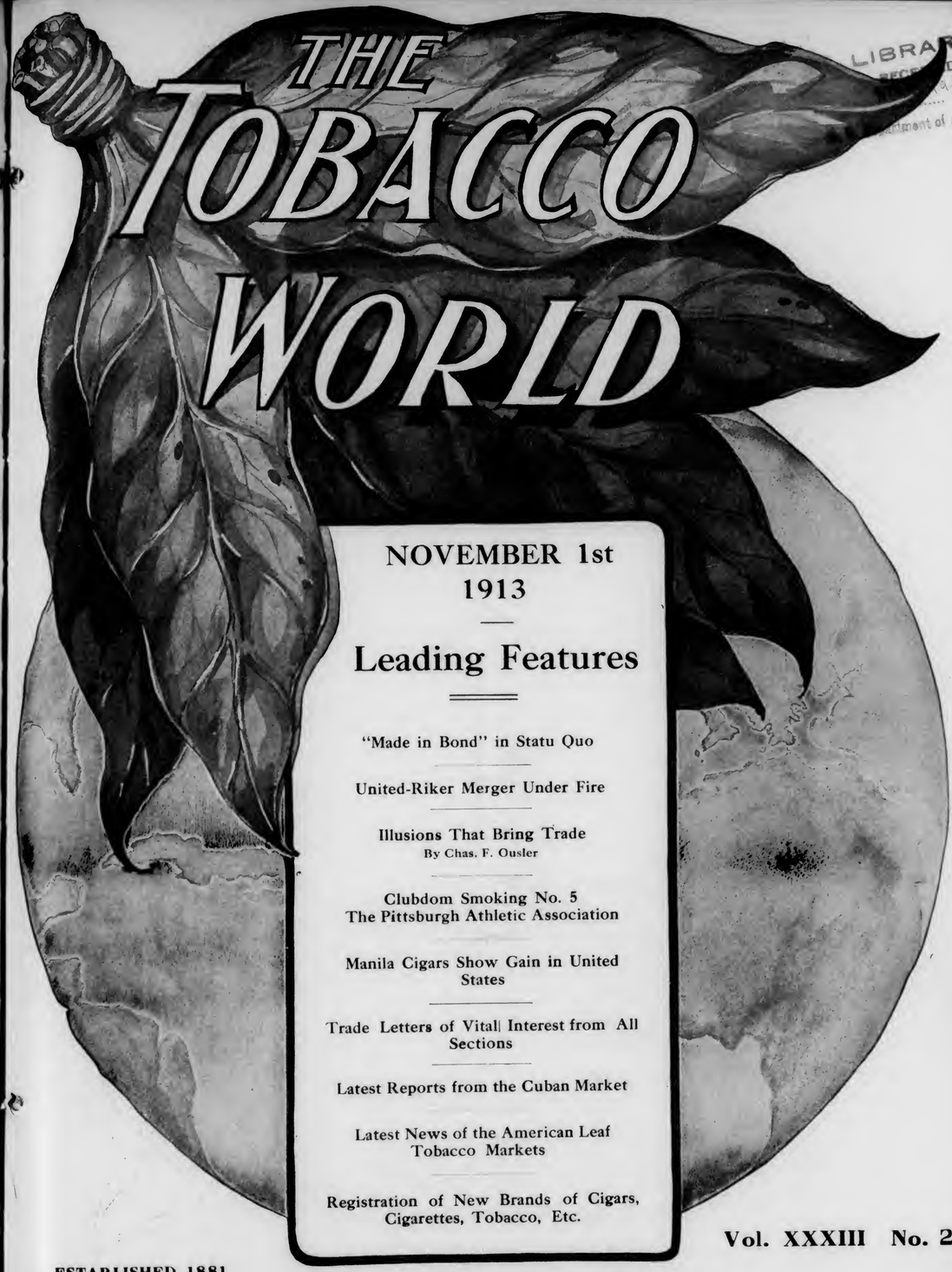

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Vol. XXXIII No. 21

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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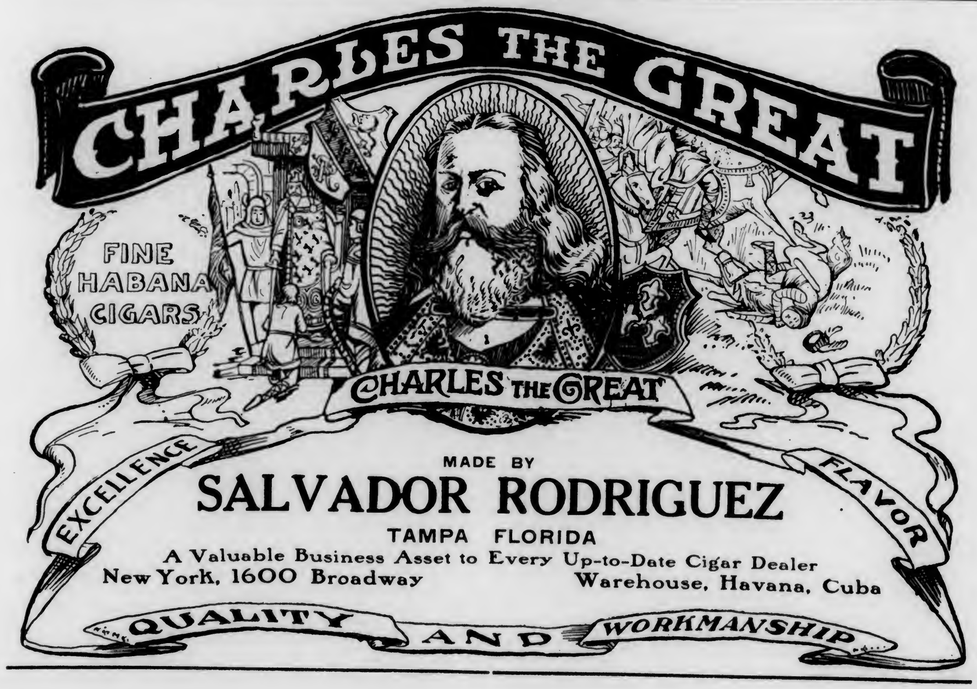

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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

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82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

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Cigar Mfg. Co., Philadelphia

Makers of High-Grade "Union-made" Cigars Only

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WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

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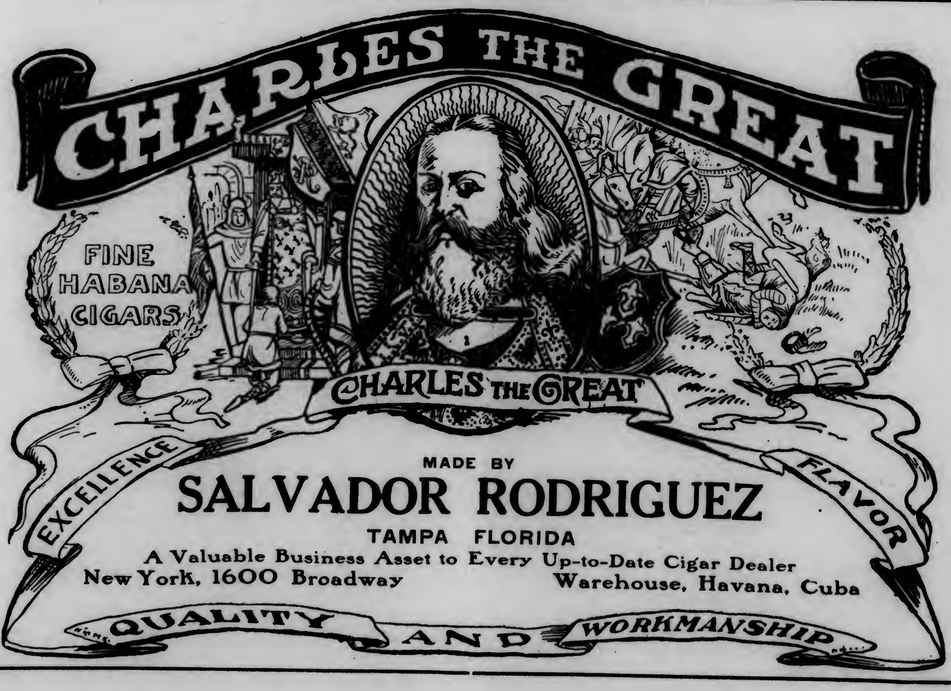

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1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Quantity or Quality--Which?

WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

For full particulars and samples communicate with

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.
LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

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TRADE MARK
KEY WEST CIGARS

That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

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OF

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CIGARS

5-CENT CIGARS
That have won their way by absolute merit of quality
JEITLES & BLUMENTHAL, Ltd.
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TOBACCO

The 80¢ Tobacco In The 5¢ TIN

The most Phenomenal Success of recent Years.

EVER-LASTING-LY GOOD
ALSO PACKED IN POUND GLASS HUMIDORS.

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

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50 Union Square North New York, N. Y.

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

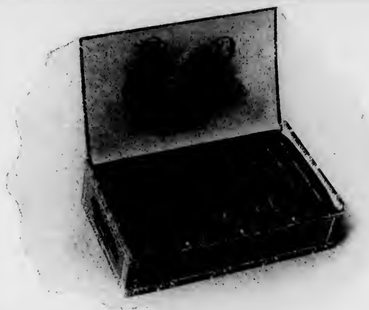
Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢



The Old Game

Since time immemorial the business shark has endeavored to live upon the spoils of successful merchants and manufacturers; they leave nothing undone to imitate their prey. The BOLD success has been recognized by these imitators.

They have names almost similar;—
they have the package close;—
they are making the shape;—

But BOLD taste
and BOLD aroma
and BOLD quality

AND

B-O-L-D

ARE

INIMITABLE.

Bobrow Bros., Phila., Pa.

125 S. 2d St. 114 S. 2d St. Main Office 133 Arch St.

Hand-Made Havana Blend **5c.** Sumatra Wrapper Long Filler

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY
115-117 N. 3d Street Philadelphia

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

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LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

LOS REYES DE ESPAÑA

Clear Havana Cigars
Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida
Office: 257-265 Fourth Avenue, New York

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**
The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.
28th and Smallman Sts., Pittsburgh, Pa.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST
THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

HONESTLY ADVERTISED NOT MISLEADING
LA SARAMITA

Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Henry the Fourth
Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz
FACTORY: TAMPA, FLA.
Office 257-265 Fourth Ave., New York

THE BRUNHOFF BOX COVERS
(Pat. Oct. 30, 1900)
Will keep your cigars on top of showcases.
The best and handsomest box covers made.
Ornate, Substantial, Practical.
Keep the dust out permanently.
Will not bend or sag at corners.
Advertisement embossed or etched in good style.
This is a high-class article. Write for prices.
The Brunhoff Mfg. Co., Cincinnati, Ohio
All other devices of this kind are infringements on the above Pioneer patent covering box covers.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not **a** cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal" has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS
HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. — YORK, PA.

Established 1870 — Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

JOHN F. HEILAND & CO.
Leaf Tobacco
The choicest selections of all varieties of cigar leaf. Correspondence invited.
212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau
102 South Twelfth Street, Philadelphia

How to Get Best Results at a Saving of More Than 100% By Using the

STANDARD PURE TOBACCO BINDERS

Classified by the U. S. Internal Revenue Dept. as "Tobacco in Process of Manufacture." U. S. Patents issued February 6, 1912, proclaim the Standard Pure Tobacco Binder to be manufactured only of tobacco stems, cuttings and scraps. Made in 6 Standard Sizes to accommodate 30 sizes of cigars; also appropriate stogie sizes. Ready to use after lying for about 24 hours in damp cuttings. No casing, stripping or waste.

The Standard Pure Tobacco Binder

Cheapest Because BEST — **Makes a Better Cigar—Saves You Over 100**

The Standard Pure Tobacco Binder while only lately introduced to the makers of low priced cigars, has proved its remarkable merits through countless tests and experiments extending over a long period. We, the makers, therefore, offer you in the following text a few suggestions for working the BINDERS that, if followed conscientiously, will materially assist you in procuring most satisfactory results. These suggestions are based on our own experience and that of those manufacturers who were first to use STANDARD PURE TOBACCO BINDER.

1. Being a new proposition to you, the Standard Pure Tobacco Binder cannot be expected to produce the hoped for results by a limited test, such as with a few leaves. Manufacturers who are now successfully working the BINDERS to tremendous advantage have ordered at the start case lots so as to give them an opportunity to work out the mechanical problems to perfection.

2. Therefore, we suggest that instead of testing a few, you order enough Binders so as to learn by experience just how to overcome your own mechanical conditions. You will be more than delighted with final results, not alone in the saving but in the splendid free burning, unit-blend Cigars produced.

3. That Cigars made with Standard Pure Tobacco BINDERS are ready sellers has been proven. Manufacturers now using them are loud in their praise of the *ease and simplicity* of handling and the complete satisfaction produced by the Cigars.

4. Bunches need not lie in moulds as long as is necessary where ordinary grown Binders are used, therefore you use fewer moulds and can handle bunches quicker.

5. The best way to prepare the BINDERS to work is to stand the BINDERS upright on layer of damp cuttings with more damp cuttings on top. Cuttings should be sprinkled the day before BINDERS are placed in them in order to insure proper and uniform moisture to the cuttings.

6. It is best only to prepare enough Binders for one day's work. Bunch makers should be given boxes in which to hold sufficient BINDERS for the day, and no damp cloths should be used but damp cuttings instead.

7. Remember that the quality of BINDERS is only effected in combination with filler and wrapper. The Standard BINDER is sure to absorb the flavor (or blend) of both filler and wrapper, thus forming a *unit blend.*

8. If you use flavoring, simply flavor the cuttings in which the BINDERS are placed, and the latter will absorb it because they are manufactured neutral. Do not forget to sprinkle the cuttings in which the BINDERS are prepared a day before they are used and remember to place the BINDERS in an upright position between a lower and upper layer of damp cuttings.

9. If our BINDERS are properly worked you will find that the finished Cigar will draw more freely, burn more evenly, produce a clear, white ash, taste better and give a more satisfactory smoke.

10. A saving of 20% in labor is effected on the bunch machines, as well as hand work, our binders running always exactly the same size, being already booked and ready for instant use does away with the unevenness and irregular size of the grown binder which necessitates the operator to spread the same. This item alone would enable an operator to make 200 bunches more per thousand in the same time, thus effecting a saving of 20% in labor for bunch-making.

TOBACCO PRODUCTION CO., DEPT. H.
New Milford. Conn..

Heywood, Strasser & Voigt Litho. Co.

S. W. COR. 26TH STREET & 9TH AVENUE, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

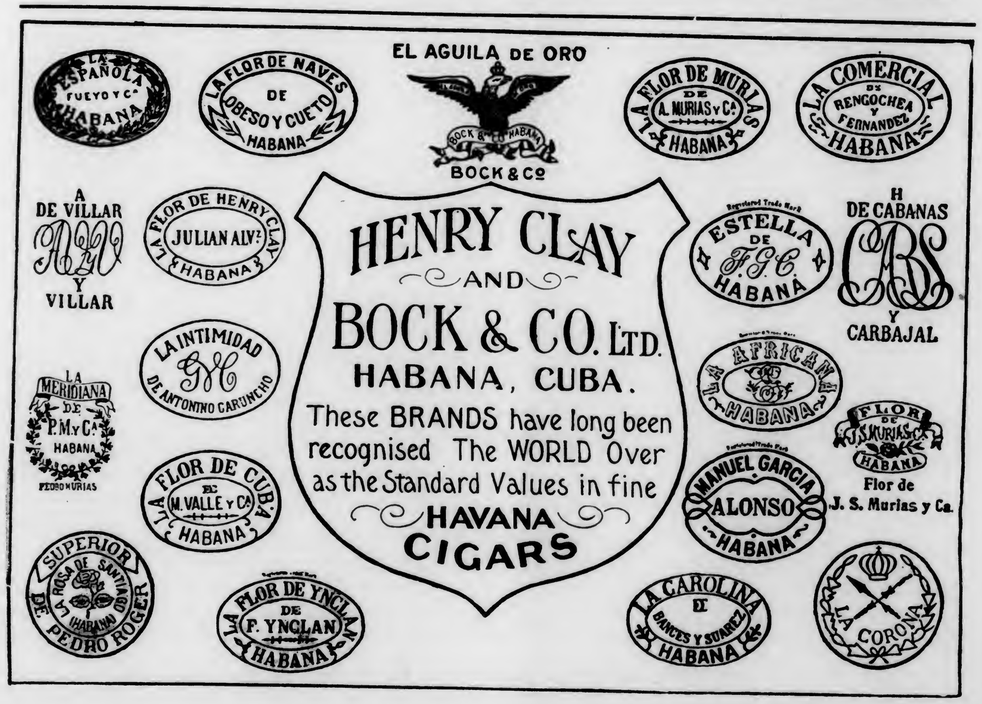
or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR



Paying $1.85 per pound duty does not improve quality

But It Does Increase Wrapper Cost and Diminish Profits

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in ***preference*** to Sumatra, strictly on its merit, ***regardless of cost.***

WHICH WOULD YOU RATHER BE—PREJUDICED OR PROSPEROUS? IT'S UP TO YOU.

American Sumatra Tobacco Company

144 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

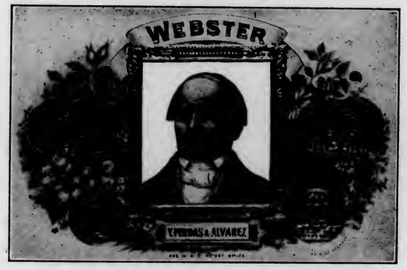
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, NOVEMBER 1, 1913. No. 21.

BIG MERGER UNDER FIRE

"United-Riker" Deal Not Yet Consummated—Purchase, If Made, Claimed to Be a Personal One by G. J. Whelan—Independents Want Price-Cutting Stopped—McReynolds Looks Into Proposed Merger

NEW YORK, October 29th.

BOTH the retail and the wholesale tobacco trade have been on tip toe for the past ten days concerning the reported sale of the Riker-Hegeman-Jaynes Drug Stores to the United Cigar Stores Co. This merger followed a most terrific price-cutting war from a retail standpoint, which the trade has ever known; a war which became so virulent in Boston, that the services of the mayor were enlisted to finally arbitrate it. Eventually the storm struck New York and, as reported in THE TOBACCO WORLD of some weeks past, the prices on cigarettes, imported cigars and other staple goods, were cut way below the original cost to the retailer. In New York City alone, the losses, taken on cigarettes by the price-cutting warfare were estimated away up in the hundreds of thousands of dollars.

The battle of these two giant concerns necessarily resulted in a tremendous reduction of the business of the independent shops in New York, and the Independent Retail Tobacco Dealers' Association, several weeks ago, sent a committee to the heads of the big concerns asking them if some legal arrangement could not be made whereby the war could be stopped and a fair profit once again obtained on merchandise. The work of the Independent Association was not successful, as the heads of both of the companies refused to be bound by any agreement concerning prices at which goods should be sold.

Several press interviews have been given out, the general purport of which is that the purchase of the Riker-Hegeman corporation was not being made by the United Cigar Stores Company itself, but as an individual proposition by George J. Whelan, the president of the company, and his associates.

Meanwhile, no definite specific statement of the consummation of the merger of the two big companies has been issued from an authoritative source, and a reporter of THE TOBACCO WORLD was informed that nothing was yet ready to be given out.

McReynolds Looks Into Merger.

A press despatch from Washington, D. C., yesterday, stated that orders had been issued from the Department of Justice by Attorney-General McReynolds, to the United States District Attorney in New York City, to set about an investigation immediately of the proposed merger of the Riker-Hegeman Drug Co. and the United Cigar Stores Co., and report back immediately what the conditions were learned to be.

Since taking office, the Attorney-General has been receiving from time to time, numerous complaints from independent manufacturers and retailers, but this is the first time that he has made a definite move toward any investigation from a legal standpoint.

Damaging Rains in Cuba

HAVANA, October 30th.

Excessive rain storms during the past ten days and several cloudbursts have caused great damage to the tobacco crop in the Vuelta Abajo district.

The farmers will be much delayed in setting out the new crop as the result of these heavy rains.

"MADE IN BOND" IN STATU QUO

Cannot Use Tobacco Already Out of Bonded Warehouses—Separate Building May Be Necessary for Manufacture—Controversy Over Design of Stamp

WASHINGTON, D. C., October 31.

VERY little information of a definite character has been handed out by the officials of the Treasury Department concerning the direct regulations which will govern the factories to be bonded under the recent Tariff Act for the manufacture of cigars. The instructions issued two weeks ago, by Assistant Secretary Hamlin of the Treasury Department, have not been augmented by any official statements and it is not likely that manufacturers will be able to proceed definitely for several weeks yet.

I learned from one of the minor officials of this department that the question of just how a manufacturer will go about the organization of a bonded factory, has been seriously discussed and that a difference of opinion exists among the heads of the department, as to the interpretation of the law as passed.

Several phases of the case have been submitted to the Attorney General's Office and an early opinion requested.

The first of these questions concerns the importation of tobacco which have already come into the country and been withdrawn from the bonded warehouses. The Attorney General held that such tobacco having passed from under Government supervision could not be utilized in the manufacture of cigars under the newly organized bonded factories, for the reason that the customs officials had no method of identifying the bales which had been taken out.

This ruling is calculated to work a material hardship on manufacturers who have made the practice in years past to buy their Cuban tobacco, pay the duty on it when it arrived in the United States and store it in their own warehouses, but the decision seems to be the only logical one, if the full intent of the law is to be carried out.

Of course, imported tobacco which is held in Government bonded warehouses, can be sent to bonded factories and used just as though it had freshly arrived.

The question as to whether a bonded factory operated under the new law precludes the owner from making any other goods on the premises, has not yet been settled, though the general concensus of opinion is, that despite reports to the contrary, the ruling will be against the production of any other goods, such as cheroots, stogies and the like in a factory which has the bonded feature. This would mean that all of the big factories which operate under one roof, a subsidiary factory, for the production of seed and Havana goods, or of blended smokers, will have to remove these plants to separate locations, if they desire to take advantage of the law.

I learn that there has been considerable controversy over the stamp question. The Treasury Department have abandoned the idea of stencilling the boxes of cigars made in bond, as was first proposed, and have thus far prepared three preliminary designs for a Customs stamp. These designs have been placed before the Internal Revenue Bureau for adoption and suggestion and have also been sent to the Collector of Customs in New York and Jacksonville, for approval and suggestion. As far as I can learn at the present moment, the stamp will be of the "sticker type," printed precisely as other Customs stamps are, although larger, on white paper in black ink.

(Continued on Page 19)

PHILADELPHIA.

Late News from "Reynaldo" Headquarters

SOMETHING to delight the smoker is the new boite nature package containing twelve "Reynaldos," Lyric shape, which will soon be on the market to retail at 50 cents. This package will fit the pocket nicely and will no doubt prove a big hit with the followers of that brand.

The salesmen are working hard on the holiday orders and everything points to a record season.

W. C. Orr, with headquarters in Chicago, is now boosting "Reynaldos" for the Richardson Drug Company, of Omaha. He recently opened an account with the Frank C. Schilling Company, of Green Bay, Mich., who will distribute the "El Cazor," "Piquant" and "Copyright" brands, for Luckett, Luchs & Lipscomb.

F. D. Pixley, operating from Evansville, Ind., is now at Paducah, Ky., where he is assisting the De Werthern Cigar and Tobacco Company with their work on "Reynaldos." Parson & Scoville, of Evansville, Ind., have taken on the distribution of "Copyright" cigars in that territory.

W. L. Clauser has just finished a campaign with Lilly, Dungan & Co., in Baltimore, and is now in Rochester with the H. B. Brewster Company, pushing "Reynaldos."

City Jottings

Albert Falk, of the A. Falk Tobacco Co., was among those recently seen in the Philadelphia market.

George Becker has returned to his home in Philadelphia after a two-months' trip in the interests of Arguelles, Lopez & Co., Tampa, Fla.

Branch Rivelle, who covers the entire State of Pennsylvania on "Helmar" cigarettes for the American Tobacco Co., was in Philadelphia recently.

Jeitles & Blumenthal are busy with holiday orders on their goods and report a heavy call for the popular "Flor de Jeitles." Their factories are working overtime to meet the orders and both members of the firm are well satisfied with the progress they are making toward record sales.

T. H. Riley, the well-known tobacconist of Williamsport, Pa., in charge of the stand in the Hotel Updegraff, was a visitor at the Juan Portuondo factory the other day. He reports a steady demand for the famous line of "La Flor de Portuondo" and was in town to increase his orders for that brand of goods.

"Bonair" Cigars Going Good

The cigar departments of the various Mitchell-Fletcher Company's stores throughout the city are meeting with marked success in the distribution of the "Bonair" brand of five-cent cigars, which they introduced a short time ago. Important features of these cigars are their mild and smooth qualities, recommending themselves to smokers desiring a high-grade cigar at a nominal cost. One of the windows of the Twelfth and Chestnut Streets store has been tastefully decorated with the "Bonair" goods and the duplicate box orders have been unusually gratifying to William A. Bullock, head of the cigar department.

The "44" Cigar Company Closing Big Year

Returns from the "44" Cigar Company indicate that their business for the current year will overtop all records for the distribution of their popular "44" and "Adlon" brands.

B. Lipschutz, the president and treasurer of the company, has organized a staff, which he today considers second to none in the United States, and he has never for a moment relinquished his personal supervision in the production on his goods.

Max Lipschutz, the son of the president, is superintendent of the factory and is a young man always on his job.

Liberman Manufacturing Company Busy.

The Liberman Manufacturing Company is keeping the products of its shops ahead of competition by unremitting efforts in its experimental department to meet the needs and conveniences of its patrons. They have recently made some very useful improvements on the old time Long Filler Bunch Breaking Machines whereby all possibility of twisting and choking of bunches and tearing of tender binders is avoided. The Bunch Tables they are now turning out afford great saving of labor, cost and material. The trade has been quick to perceive these advantages and the Liberman factories have all they can do to keep up with the demand for their Long Filler Bunch Tables.

Philadelphians In Cuban Tobacco Fields

From left to right are: 1. O'Wenselau Gonzalez, packer of Vueltas; 2. Ventura Blanco, a broker for the "Cinco" factory; 3. Louis H. Eisenlohr, of Otto Eisenlohr & Bros., manufacturers of the "Cinco," of Philadelphia, Pa.; 4. Jose Arxalla, a warehouse man of Havana; 5. Elias Sala, a packer of Vueltas; 6. Abe Haas, well-known tobacco grower; 7. C. Harry Eimerbrinck, manager of the "Cinco" factories.

MESSRS. L. H. EISENLOHR and Harry Eimerbrinck received a royal welcome last month when they went out to the Vueltas District in Cuba and visited A. Haas, the well-known grower, whose farms are located in that section. When the party arrived at Vueltas, Mr. Haas had provided his own horses for them to ride out to his "fuica," which is known as "Ojo de Ague," to inspect his packing for this year. Harry Eimerbrinck is a horseman of some note, and in his special honor, Mr. Haas mounted him on his personal steed and pet. The big white animal is shown in the picture. The parties spent a day and night at the farm and had a splendid time according to all reports, Mr. Haas accompanying them to Havana on the return trip.

Philadelphia Notes

Mr. Murray, representing the B B B Pipe Co., was in Philadelphia recently, showing his regular line, supplemented with specialties for the holiday trade.

Paul Condax, of E. A. Condax & Co., was in Philadelphia recently showing their Christmas packings in "Condax" brand of cigarettes. The boxes carrying these holiday goods are imported, having been made in Japan, and are unquestionably the handsomest Christmas packings for cigarettes ever placed before the trade.

John G. Smythe, assistant to William A. Bullock, in the Twelfth and Chestnut Streets store of the Mitchell, Fletcher Company, has returned to work after an absence covering a period of nine weeks, owing to a fractured bone and torn ligament in his right foot.

"La Nega" cigars, made by V. Guerra, Diaz & Co., Tampa, Fla., received a new stimulus in the Philadelphia market through the efforts of Victor Lopez, who recently visited the Quaker City in the interests of this well-known firm and its high-grade products.

Charles E. Waters, for six years connected with the Thirteenth Street store of M. J. Dalton Co., will, on November 3, become a member of the selling staff of Yahn & McDonnell at their uptown store, Fifteenth and Chestnut Streets. Mr. Waters is familiar with high-grade cigars, as well as with a high-grade clientele, and his connection with the Yahn & McDonnell firm should prove mutually beneficial.

J. G. Atherholt, 111 South Broad Street, has met with unusual success in introducing a "two for a quarter" brand of cigars made by the Theobald & Oppenheimer Co. under the title of "El Teano." Mr. Atherholt recently introduced these goods, and not only have they met with success over the retail counter, but a comfortable box trade has been established as well. The cause of Mr. Atherholt's satisfaction is a number of duplicate orders which he has received on this piece of high-grade goods.

IRREGULAR PAGINATION

NOW many of us fail to recognize opportunity because it comes to us sometimes in the garb of an accident. The well-known pharmacist at Sixty-first and Market Streets, this city, however, took prompt advantage of an accident to his cigar counter that has resulted in booming business.

One morning while the boy was sweeping out the store he tangoed for a moment with a soda counter stool. The stool not being familiar with the new step skidded and kept on skidding until it reached the cigar counter, where it promptly "busted" the curved "front window" of the cigar case.

As it was an unusual shape of glass and not easily secured, the owner was at a loss for a moment what to do. He thought for a time and then disappeared behind the desk, coming back with a big white poster, on which was printed in red ink

Broke in the Rush
for
Courtello Cigars

This was pasted over the shattered window, and then the entire case was filled with the yellow-labeled boxes of "Courtello" cigars.

Of course there were very few, if any, who believed what the sign said, but it drew attention to the cigars, and the brand has been going big ever since.

The other day I told Dan Fleck, who manufactures this rapidly growing brand of cigar, about this little advertising stunt of his customer's and he said, no wonder he had had to try and find 25 more cigarmakers.

* * *

My friend, the Rev. Dr. Yard, of St. James' Methodist Church, New Brunswick, is a militant reformer, and having run up against a political gang in his town who would not close the saloons and gambling houses on Sunday, he determined to go out and do a little work on his own account. It would have proved a big success, if he had not run up against a couple of terrible saloon smokes.

Dr. Yard disguised himself in overalls and a slouch hat one Sunday afternoon, and securing a friend who was not averse to a glass of beer, they visited several saloons, gained admission through a side door and secured the evidence they desired. His friend took a beer regularly and the Reverend Doctor ordered a cigar.

After lighting one of the weeds, he was compelled to admit defeat and returned to his home, where he dosed himself with bromo seltzer and took to the sheets.

It seems a heinous crime in a way to sell bad cigars, but to sell bad cigars to a good clergyman on a Sunday in a bad manner, is stretching the law to the limit.

It is a lamentable fact that there are still some cigar stores which are not conducted along certain lines of business honesty as regards sales made to strangers.

I was standing in a retail store in Philadelphia recently chatting with the chief salesman when a well dressed and prosperous customer entered and asked for a package of cigarette papers that retail for a nickel.

Evidently the salesman did not have that size of the goods in stock, for he handed the customer a package that sells for three cents, and took the customer's nickel without mentioning the difference in the size of the package and the lower selling price.

The customer walked out of the store without glancing at his purchase, but re-entered and asked the salesman if the price charged him was the correct price for that size package of papers.

Instead of gracefully admitting his mistake, the salesman answered with a gruff "certainly, you don't think I would do you out of two cents, do you?"

"Well, I would not like to say so," said the customer, "but this I will say; any store that charges me five cents for a three-cent article certainly cannot do so more than once. I have just located in this neighborhood and your store was the first that I came to so I came in, but evidently you are not looking for new customers. I smoke anywhere from five to twenty cigars a day, which in all probability would have been purchased here, and this should be a lesson to you to treat the stranger with the same consideration that you treat your regular customers."

If that salesman had been accused of taking money from his employer's cash register he would have denied it in no uncertain terms, but to my mind he was guilty of an equally culpable act, though perhaps with no malicious intent.

* * *

I hear that Harry K. Thaw is one of the most inveterate smokers of cigars that you could meet in a day's walk, and strange to relate, if he is denied his regular smokes, his temper and mood becomes so unpleasant that few care to be around him, while with an Havana perfecto in his hand, he is quite a harmless appearing chap. Thaw's love for tobacco was brought strongly to my mind a few days ago, when I noticed the account of the execution of a man named Maus, up at Somerset, Pa., who was at one time a coachman for Thaw.

The sheriff had planned to hang Mr. Maus promptly at 10 o'clock in the morning, but like all petted capital prisoners, the condemned man was asked if he had any last request to make. He calmly informed the sheriff that he would like to have a good old-fashioned country chicken dinner and a good cigar, naming the brand, before he took the fatal drop.

The kind-hearted sheriff acceded to his request, sent out and got the chicken and cigar selected, and delayed the neck-tie party for three hours.

After discussing the meal and smoking the cigar to the last puff, Maus walked firmly to the scaffold and a quick and expeditious execution was accomplished.

Besides being a murderer, this man certainly was a materialist.

THE ONLOOKER.

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A Case of Killing the Goose

In the West, demands of cigarmakers for higher wages have caused several large manufacturers to close down and sell out their business, as they felt that to grant the demands and continue would result in an annual deficit instead of a profit.

Tobacco men concede that tobacco is higher than it has ever been before, and even the leaf men will agree that the figures are higher than they ought to be. Now there are many of the larger manufacturers who buy in such quantities that they are little affected by such a situation; many buy when the price is right and provide for a long time ahead. In this way, despite increased cost their average profits do not vary much.

The small manufacturer, with a limited capital, however, faces a situation that affects his margin of profits considerably. This is particularly true with the makers of nickel goods. There is a figure beyond which jobbers and retailers will not buy, and the cost of manufacture is of small consequence to the latter.

It is, therefore, not an easy matter for the small cigar manufacturer to raise his cigarmakers' wages at every call. Because the large manufacturer can do so, and still make a profit, does not, necessarily, prove that the small one can do so. Every increase in the cost of tobacco and every advance in wages adds a fraction to the cost of every cigar.

Cigar workmen, however, seem to feel that what one factory can afford to pay, all can pay. This fallacious reasoning often results sadly for both employer and employee. The manufacturer, feeling himself unable to grant the demands made by his workmen, closes his plant and loses orders. If this occurs in the rush season, when the retailer must have his stock at any cost, the manufacturer often loses business that he can never get back. He may eventually grant the demands, or the workmen may be willing to have the factory reopen again at the old wage rate, but there is generally less business coming to the factory and, therefore, a need for fewer workmen. And the workman suffers the most!

Of course, there are often cases where demands are justified, and many times there is much to be said in favor of the cigarmaker. But taken as a whole, when times are good the cigarmaker has about as fair a return for his labor as any class of workmen.

The time is approaching, perhaps not six weeks distant, before the factories will begin to cut down their forces. Yet word comes from the First and Ninth Districts of Pennsylvania, that the cigarmakers want an increase of one dollar a thousand, because the fifty-four hour law goes into effect on November 1st. This will necessarily cut down the factory output, but can the manufacturer get more for his goods? If he does it will come out of the consumer's pocket, and is the workman willing to have the increase added to the cost of his cigars?

There is the story of a couple who had a goose that laid golden eggs—but what's the use?

Five Per Cent. Clause Decision Prepared

(Special to "The Tobacco World.")

WASHINGTON, October 26th.

PRESIDENT WILSON has advised with Attorney-General McReynolds on the interpretation of that section of the tariff act which grants a discrimination of 5 per cent. in the duties on goods imported in American bottoms. This fact became known at the White House today. Before writing his opinion on the disputable clause in answer to the request of the Secretary of the Treasury, Mr. McReynolds obtained the views of the President.

The opinion has now been written and Mr. McReynolds has submitted it to some of his subordinates for their criticism. It is understood that the document is now receiving its dressing up and will be again exhibited to the President in its final form before officially transmitted to the Secretary of the Treasury.

The President said some time ago that he believed that the 5 per cent. discrimination to American ships would not apply where we had treaties existing. This is said to have been the intention of Congress, and it is reported to be the view held by the Attorney-General. So general is the opinion that this will be the ultimate interpretation of the clause that customs attorneys are said to be drawing up plans for taking the matter to court.

"Made in Bond" in Statu Quo

(Continued from Page 15)

The sketch which I saw was strictly business-like in design with the simple inscription "Spanish hand-made cigars manufactured by ..... United States Customs. Manufactured in Bond." The stamp is not as large as an Internal Revenue stamp and there is no danger of confusion in its use.

It is intimated that within a month the Department will go over the various questions which are arriving daily, concerning this important new phase of cigar manufacturing, and issue a comprehensive and definite bulletin of instructions which will embrace every detail of the matter.

J. L. K.

Illusions That Bring Trade to the Cigar Counter

By Charles F. Ousler

SUCCESS in the tobacco business,—aye, and in all retail trade,—has been attributed more frequently to the personality of the proprietor than any other single cause. Now personality, if you could catch hold of it, and observe it critically and carefully beneath a magnifying glass, would be found to be something very tangible and practical; a gracious manner, perhaps; a happy knack for putting customers in a good humor with a merry story so that they will enjoy it, and relish the tobacco the more, and return for both soon again; or any number of pleasing and lucrative inborn talents for "getting on" with folks.

Unfortunately, it is only too true that there are many good tobacconists, thoroughly posted on their business, and with all the capital they require, who nevertheless fail. Perhaps it is because they were not so furnished with a natural talent for pleasing strangers and thus cannot build up a trade. All of which leads me to say that the purpose of this article is, in humble fashion, to present a substitute for these inborn gifts of Providence in the form of a few magical tobacco tricks. That they will make any tobacconist popular, I will guarantee, and back it up with more than twelve years' practical experience in every branch of the magician's business.

In the beginning, let it be understood that the experience here to be explained are not offered for a merchant to present as "set pieces," such as I would perform in a public entertainment. They should, instead, be displayed, in a manner wholly casual, so that the customer is caught off his guard, so to speak, and utterly amazed. All the tricks explained here are simple, easy to perform, and inexpensive. Best of all, they are exceedingly amusing and entertaining.

Before entering upon an explanation of the tricks, let us imagine ourselves invisible spectators in the store of a cigar merchant who is prepared to entertain his customer in magical fashion.

The customer has selected a cigar, and is about to light up when the merchant remarks that the brand for which the customer as just shown a preference is one of the most popular he has ever handled.

"Indeed," he adds, "my old skull up there absolutely refuses to smoke any other kind."

Very plainly, the customer is startled. His attention is directed to one of those imitation skulls, used for containing tobacco, which are so popular just now. In the mouth of this monstrosity is a cigar. Without more ado, the merchant applies a lighted match to the end.

Instantly, and to the stranger's profound astonishment, the cigar is lighted, and the skull continues to puff quite contentedly until the merchant decides he has had enough and removes the cigar. This is not necessary, however, as it could really be smoked down to a fine stump.

Beyond measure interested, the customer wants to stay and talk about it. *No explanation must be given by the merchant.* That would be killing the goose that supplies the golden eggs. If his customer lingers and is persistent, the merchant tells him he has a magnetized cigar in which he might be interested. Drawing another cigar from his case, he stands it upright on a hat, but, of course, it falls down immediately.

"Because it isn't magnetized yet," the man behind the counter explains.

He moves his fingers above it, after the manner of magicians, and instantly the cigar stands rigid and erect. At the command of the tobacconist, it bows gravely in any direction indicated, and even condescends after a little coaxing to dance a tango or a turkey trot, after which it is handed to the customer to examine, so that he may not entertain a lingering suspicion that it is prepared.

The reader will undersand that, usually, only one effect will be shown to a customer, and that as if entirely unpremeditated. Indeed, no merchant should do more. He is a merchant, not an actor. Let me emphasize that these tricks should not be introduced as prepared, but as purely extemporaneous, and in a careless manner. But in order to produce a clear picture, I am making our imaginary customer a very pertinacious fellow, and the tobacconist exceedingly anxious to oblige. The customer wants to see another trick.

This time, it is no trick which is shown but a genuine, though mystifying, illustration of the laws of gravity. The cigar used in the previous experiment is placed erect on the customer's first finger and the blade of a pocket knife, bent parallel to the handle at an angle of about forty-five degrees, is stuck into it. (No, Geraldine, dear; not the gentleman's finger; the cigar. Now hush!)

To the astonishment of the customer, the cigar and knife remain balanced on his finger instead of being dragged to the floor, as he expected.

When that customer leaves, he is bound to tell his friends about what he has seen and he himself is sure to come back.

Now to the explanation of these mysteries.

The smoking skull (which, when first introduced at a banquet of the Society of American Magicians some years ago and created a sensation), while one of the most spectacular advertising devices I have ever seen, is, in reality, one of the easiest to rig up. The only requisite, besides the skull, is a long coil of rubber tubing, about one-eighth of an inch in diameter, with what is known as a condenser bulb at the end. The free end of the tube is inside the skull, and the lip end of the cigar is inserted in it. Of course, this tube is never seen by the spectator. Thus prepared, the skull is placed on a rear shelf, where it is plainly visible from the front counter. The tubing passes out of an opening at the back of the head, down to the floor, the bulb being where the merchant can tread upon it conveniently. Now all that is necessary to do to light the cigar is to squeeze the bulb rapidly with the foot (the intervening counter hides this), and hold a flame to the cigar. The squeezing of the bulb is the same as puffing, and the cigar lights briskly. Then the tobacconist can keep it up as long as he pleases, the smoke being carried down the tube and out by means of the condenser.

Even simpler is the balanced cigar. In the band of the hat used in the trick, is concealed a woman's long hatpin. When about to show the trick, the performer is always careful to show the interior of the hat, to offset any post-suspicion. This is before the spectator is informed of the trick; one of the cardinal sins of conjuring is to inform the spectators what is to transpire. Forewarned is forearmed, you know. But to return to the hat trick.

After showing the headpiece empty, the performer inserts his left hand inside it, and attempts with his free

(Continued on Page 22)

Philip Morris at the Electric Show

THE Electric Show at the Grand Central Palace has been one of the most successful ever held in New York City. The Edison Company sent out a thousand invitations to their customers to visit the show as their guests and the result was a big attendance.

One of the most noteworthy attractions was a miniature cigarette factory erected by Philip Morris & Co., Ltd., on the second floor of the "Palace." In this factory was shown the manufacture of "Philip Morris" cigarettes by the electrically-driven machines, as well as the process of cork-tipping them.

The company also had an Oriental woman dressed in full Turkish regalia, who illustrated the method of rolling a cigarette by hand. They also equipped a beautiful little smoking room in thorough Oriental style, where Turkish coffee, nargilehs, the Turkish water pipe, and "Philip Morris" cigarettes were served to visitors. Altogether, the exhibit was a novel and instructive one and attracted much attention.

Keogh Joins Gunst Forces

Considerable surprise has been expressed at the announcement that Val. G. Keogh, who has for a number of years been with the John W. Merriam Co., manufacturers of the "Bull Dog" and "De Luxe" cigars, in New York, had resigned his position and made a connection with M. A. Gunst & Co. as assistant to Preston Herbert. Mr. Keogh will have general selling supervision over the Gunst factory at Tampa, and the factory of Moreda & Co. at Key West. He is at present on his way South and will spend some weeks both in Tampa and Key West, familiarizing himself with the conditions at both of the factories.

Dave Echemendia has just returned to New York after a successful trip in the interests of "Castenedas." He touched Roanoke, Norfolk, Washington, Baltimore and Philadelphia and landed good business in each of these cities. He is now giving Boston its annual education on "Castenedas."

Preyers & Coursen, formerly manufacturers of cigars at 251 Canal Street, New York, recently received their discharge in bankruptcy from Judge Hand, in the United States District Court in New York. They owed $6000.

Record Importation by H. Duys & Co.

The last Sumatra inscription to be held in Amsterdam this year took place October 24. Only a small quantity of tobacco suitable for the American market was provided by the fall inscriptions. More than one-half of this was purchased by H. Duys & Co.—the remainder being purchased by one or two manufacturing concerns.

It is worthy of notice that the firm of H. Duys & Co. have purchased tobacco this year at every inscription held at Rotterdam and Amsterdam, and their total purchases of Sumatra and Java tobacco for the American market amount to 7500 bales. This is said to establish a record, as it is the largest amount of wrapper tobacco ever imported into this country by a single importing house in one season.

"United" Acquires Stock of Defunct Company

Bids were opened on October 18, by C. G. Ludvigh, receiver of the British-American Cigar Stores Co., for the stock and fixtures of the various stores. The United Cigar Stores Co. bid $11,000 for the stock and fixtures of the stand in the Grand Central Station, and the stock in the other stores, but not the fixtures of the other stores. The bid was accepted by William Henkel, Jr., attorney for the receiver.

The British-American Cigar Stores Co. was thrown into bankruptcy on September 27, upon a petition of creditors. The company operated a chain of six stores.

Mr. Ludvigh informs us that the fixtures of the Seventy-second, Forty-second Streets and Brunswick Building stands, brought approximately $900. The lease of the Architects' Building, Fortieth Street and Park Avenue, and the fixtures therein, were sold to D. L. Cohn for $800.

Hearing on Smoking

A very interesting session of the Public Service Commission was held on Thursday, October 23, when the monster 72,000 names petition of New York smokers was presented to the board by George Gordon Battle, the well-known attorney.

Mr. Battle suggested that an order be issued providing that every fifth car on the New York surface line, should be a smoking car, and that there should be one smoking car in every five-car train on the elevated line. The subway smoking was not considered.

An interesting feature of this session was the appearance of Mrs. Ellen Healy, the authoress, who appealed for the rights of the smokers before the Commission from a woman's standpoint.

A. Lemlein, of the Gato Company, was also on hand and stated that he thought tobacco and smoking were not half as obnoxious as some of Doctor Pease's circulars.

No decision was announced, but in a week hence the Commission will hear from the railway men and lawyers and then give out their ruling.

Petition in Bankruptcy

A petition in bankruptcy has been filed against the O'Brien-Credazzi Company, Incorporated, of 74 Cortlandt Street, New York City, importers of Italian products and dealers in tobacco. Judge Hand has appointed Hamilton M. Dawes receiver, under a bond of $2,500, with authority to continue business thirty days, on the application of Stamper & Side.

It is said that the company has six retail grocery stores, four in Manhattan and two in Brooklyn. Liabilities are said to be $10,000, with assets listed at $5,000.

Benson & Hedges Lease Building

Benson & Hedges have recently concluded a 21-years' lease for the entire six-story building at 435 Fifth Avenue, which they have occupied for some time. Hitherto, they have only been the lessees of the store and basement, but under the new arrangement they acquire the whole structure, which will give them the very best facilities possible for developing their cigarette and general tobacco business.

OBITVARY

Jacob M. Strasser

AFTER a long illness, covering a period of nearly two years, Jacob M. Strasser, the widely known member of the lithographic firm of Heywood, Strasser & Voigt, died at his residence, 1361 Madison Avenue, New York, on Tuesday, October 28. Mr. Strasser was a brother of Joseph A. Strasser, secretary of the corporation, and had been actively identified with them.

He is survived by a widow, Laura Kraus Strasser, and four brothers and a sister. The deceased was thirty-five years of age.

His company are large factors in the manufacture of cigar labels.

Sol E. Henoch

Sol E. Henoch, a cigar manufacturer and president of the Sol E. Henoch Co., 203 East Thirty-seventh Street, Chicago, Ill., shot himself in the head and died shortly afterwards at his home, 209 East Thirty-seventh Street, on the thirteenth instant.

Mr. Henoch had been in ill health more than seven months, and to this is attributed his fatal act.

The deceased was fifty-three years old and is survived by a widow.

John Reid Christie, Jr.

John Reid Christie, Jr., nephew of R. E. Christie, vice-president of the American Cigar Co., died at the home of his parents at Arcachon, France, on October 13. He was twenty-three years old and a graduate of Princeton, in the class of 1913.

Joseph A. Amstead

Joseph A. Amstead, a cigar manufacturer, died at his home in Windsor Locks, on October 21, aged sixty-three. He had been afflicted with heart trouble, which is believed to have caused his death.

After being a manufacturer of chewing tobacco, Mr. Amstead became a cigarmaker and later a manufacturer. He also raised tobacco, and was among the first to discover a plan for force sweating the weed, to get it on the market earlier than by waiting for the natural method to do its work. He is survived by a son and a daughter and a step-son.

A. M. Burres

A. M. Burres, owner of a retail cigar store at 1459 West Lake Street, Chicago, Ill., was found dead in his place of business on October 20. His death is believed to have been due to heart failure. The deceased was seventy-five years old.

Good News for Kentucky Growers

HENDERSON, KY., October 24th.

The tobacco growers here are jubilant at learning that Manager William Elliott, of the Stemming District Tobacco Association, has just concluded the sale of the greater part of last year's pool, amounting to 10,000,000 pounds of tobacco, and representing the greater part of the crop of five counties adjacent to this point. The sale represents nearly $2,000,000 and it should release a lot of money which has been very much needed here for months past. The deal was concluded by Secretary Elliott, who is at present in Europe, and he now expects to return home shortly.

Bachmann Co. In Los Angeles

AS a result of a transaction recently concluded, the S. Bachmann Company, of San Francisco, the oldest cigar and tobacco jobbing firm on the coast, will enter the field in Los Angeles. A firm to be known as the S. Bachmann Cigar Co., of Los Angeles, has been incorporated with a fully paid capital of $50,000. The officers will be Arthur Bachmann, of San Francisco, president, and C. B. Poar, vice-president.

C. B. Poar, who until recently has been the Seattle manager for the M. A. Gunst Company, will become the local manager for the Bachmann company.

The new house has leased the premises at 396 South Los Angeles Street, for a long term. The firm also purchased the entire wholesale business, together with all contracts, formerly held by Emil Frank.

Arthur Yeager, of Kentucky, was appointed by President Wilson as Governor of Porto Rico and confirmed by the Senate on October 22. Mr. Yeager is a Progressive Democrat and his administration of the Island should prove a very friendly one toward the tobacco interests located there.

Tillman Funk, the Lipschutz's Southern representative, who was recently in Tennessee, was much elated at the success of the "44" in that territory, and states that the same conditions exist in Southern Florida, where he is now working. While visiting the Lewis Bear Company, Pensacola, Fla., large distributors of the "44," Mr. Funk was ably assisted in his distribution of the brand by Chas. F. Clark.

New Jobbing Company Formed

The Lima Tobacco Company is the title of a newly formed Lima corporation which has secured a charter from the State Secretary at Columbus, O., organized with a capital stock of $30,000. J. A. Jenkins, W. E. Dunlap, H. S. Garling and W. B. Watkins are named among the incorporators.

The president of the new company will be W. E. Dunlap, now a resident of Fort Wayne, Ind., but who will remove to Lima.

Albert Grant, now a traveling salesman for the Wayne Tobacco Company, of Fort Wayne, Ind., will be the general manager of the new concern.

The company has leased a new brick building on East Spring Street, near the Tigner cigar factory, and will install there a large stock of goods, including the various brands of tobaccos and cigarettes to be sold at wholesale in the surrounding territory.

Bringing Trade to the Cigar Counter

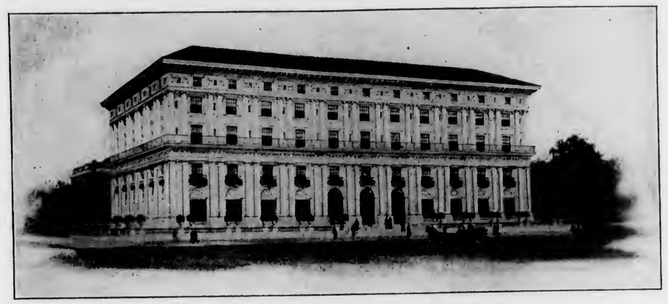
(Continued from Page 20)

hand to balance the cigar on the crown. While failing in this, he surreptitiously removes the hatpin and allows a minute portion to be pushed through the crown. On this projecting point he places the cigar and rams the pin an inch or so up in the body of the smoke. It is then under his complete control, and a very mystifying performance it makes, too.

Regarding the last experiment, there is nothing to explain. The center of gravity is so peculiarly situated under such conditions that a very surprising balance is created.

Though magic is one of life's most interesting things, it is not with prejudice that I speak when I express the opinion that, with such effects as these, any man can overcome the handicaps of nature, no matter how great they may be. That is to say I believe that smokers will patronize a magic cigar store in preference to one in which a "hail-fellow-well-met" is the only "extra added attraction."

CLUBDOM SMOKING No. 5



The Home of The Pittsburgh Athletic Association, Pittsburgh, Pa.

(This is the fifth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.

WITH the University Club as a neighbor on one side, and the magnificent million dollar Masonic building nearing completion on the other, the home of the Pittsburgh Athletic Association at Fifth Avenue and Grant Boulevard, standing opposite the entrance to Schenley Park, represents one of the finest buildings of its kind in the United States. Built and equipped at a cost exceeding one and a half millions of dollars, this luxurious club opened its doors in its new home on April 17, 1911. Since that time its membership has grown rapidly until it now approximates a list of five thousand names.

The purpose of this association is to foster and sustain the social and physical needs of the men, women and children of western Pennsylvania, and it is needless to say that this standard is being maintained to an unusual extent.

Its roll of membership includes most of Pittsburgh's wealthy men, the names of many of whom are well known throughout the world.

The board of directors of the association include F. R. Babcock, A. R. Hamilton, R. B. Caldwell, Col. O. S. Hershman, Col. C. A. Rook, Col. J. M. Schoonmaker, D. McK. Lloyd, J. H. Jones, Col. T. J. Keenan, Dr. A. A. Hammerschlag, D. L. Gillespie, Oliver P. Nicola, F. F. Nicola, C. A. Painter, J. C. Trees, D. H. Hostetter and H. E. Barney.

Last year this association produced an opera, in which the music, lyrics and libretto, were written by members of the club. The entire cast was made up of members of the association and the production was staged at a cost of $20,000. This opera proved such a success that the rights of production have been sold and it will appear on the professional stage during the coming season.

The equipment of the club includes a white marble swimming pool, 25 feet wide by 75 feet long, a gymnasium with seats for 500 people, a billiard room with 10 tables, bowling alleys, a Turkish bath said to be the finest in the world, a dining room seating 500, with music every evening, the usual library and lounging rooms, and 62 sleeping rooms, with accommodations both single and ensuite.

Edward Danenhower is the manager of the club and has under him 300 employees. Mr. Danenhower is well known in hotel and club circles and came to Pittsburgh from the Army and Navy Club in Washington, D. C.

The cigar department is in the hands of the accomplished A. Clayton Keffer, whose experience includes the management of the cigar stands of the University Club, of New York City, and the Exclusive Duquesne Club, of Pittsburgh. While at the latter place, Mr. Keffer increased the income from the smoking materials from $30,000 to $82,000. This expert manager also receives credit for having doubled the business of the Illinois Athletic Club, of Chicago, in two years, and although only two months at the Minneapolis Club, Minneapolis, Minn., Mr. Keffer started the stand on the way to an unusually large increased business.

The department over which Mr. Keffer now has charge is already showing an increase over last year's business of more than $30,000. Mr. Keffer does the buying and most of the brands carried are bought direct from the Tampa and Key West factories.

The cigars found on the stand include the brands "Esperenza," "Webster," "Bouquet de Paris," "Dulce," "F. Lozano," "F. Garcia Bros.," "Hernan Cortez," "Bachia," "Tuval," "Marcellino Perez Ca.," "M. Vallee y Ca.," "Y. Pendas & Alvarez," "A. S. Neudorf," "Salvador Sanchez," and all the leading imported cigars from the independent and Henry Clay and Bock & Co. factories.

In the cigarette line the brands featured include "Salaam," "T. Chalkiadi & Co.," "Mesrola," "56," "Brennings' Own," "Tarrytown," "Pall Mall," "Philip Morris," "La Marquise," "Milos," "Melachrinos," "Egyptian Deities," "Rameses," "Fatima," "Natural," "Mogul" and "Murad."

A feature of the cigar department is a little brochure which is given members, entitled "A Little Light on a Dark Subject." It brings a message to the members of the club, showing them what the cigar factories are doing to satisfy individual tastes.

Each alternate page of the booklet contains some poetry relative to smoking, and opposite are actual size cuts of shapes of brands. Among those shown are "Partagas," "Casteneda," "Fonseca," "Eden," "Las Perlas," "H. Upmann," "Romeo y Julieta," "Hoyo de Monterrey," "La Esperanza," "Bachia" and "Stratford."

Detroit

Watson Company to Take Cigar Stand at Hotel Cadillac—O. B. Stimson to Manage Edelweiss Restaurant—Mechanical Window Feature Draws Crowds—Big Displays on Jeitles & Blumenthal Brands

DETROIT, MICH., October 25, 1913.

THE weather during the past week has been most disagreeable, it having rained daily, consequently the retail tobacco trade has not been up to the standard. However, at the time of writing the sun is shining for the first time in ten days, which will bring people outside and as a result again stimulate the sale of smokers' articles.

While at this particular time negotiations have not been actually closed, it is believed that the Harry W. Watson Co. will take over the cigar stand at the Hotel Cadillac for an annual rental close to $10,000, which includes the sale of periodicals, etc. The papers will be signed before the end of October, and Harley Davidson, now manager, will continue in that capacity.

It has been decided by the Harry W. Watson Co. to sell the lease of the building at 127 Woodward Avenue, which runs for five years, for $30,000. Mr. Watson paid $23,000, so that he nets a profit of approximately $7000 on the deal. It was his original intention to install a cigar store on the ground floor as soon as the present tenant vacated, but he received the above offer and felt that he had better take a profit that he was certain of.

Report has it that Amos S. Musselman, head of the National Grocer Co. in Grand Rapids, will soon announce his candidacy for the Governorship of Michigan. His friends have been urging him to run and he is being promised support by Republicans in all sections of the state.

O. B. Stimpson, known as one of Chicago's most successful restaurant managers, has come to Detroit to manage the new Glaser Edelweiss restaurant at Broadway and John R. Streets. Mr. Stimpson has spent his entire life in the restaurant business and was recently with the States restaurant in Chicago. "We are certainly fortunate in securing the services of Mr. Stimpson," said Mr. Glaser, the proprietor.

Cigars, cigarettes and tobacco valued at $2000 that were stolen from wagons since September 8, were recovered last week by the police department, and have all been identified by local dealers.

Charles Lafond, of M. A. Lafond & Co., who recently took over the San Etta Cigar Co., has returned from St. Louis, where he closed a deal with the Parker & Gordon Co. for the entire output of the factory. At present the San Etta is employing about forty cigarmakers, but alterations are being made to the factory building, which will permit increasing the force to about one hundred, and also for adding two stories to the building, should conditions warrant them later on. Mr. Lafond feels highly elated over the success of the "San Etta" cigar since his company took hold of it. In the stores owned by the Lafonds close to ten thousand "San Etta" cigars are being sold weekly.

The marriage of Edward Lichtig took place in Cleveland on October 21. Eddie left the same evening on a wedding tour with his bride and will be back in Detroit by the first of November. He is Michigan representative for the Philip Morris Co.

Billy Gestel, of the Marcelina Perez Co., was in Detroit for a few days, dividing his time between Bert Johnson, of the G. & R. McMillan store, and the cigar department of the Hotel Ponchartrain. This was Mr. Gestel's first visit to Detroit in over a year. He will make the town quite regularly in the future in the place of A. J. McBlair, who has resigned. At the Ponchartrain close to nine thousand triangulars a month are being sold of the "Count Ponchartrain" brand, made by Mr. Gestel's firm.

"Whitman's Candy" is now a special added attraction at the cigar store of F. A. Harris on Woodward Avenue. The first window display was put on last week and the sale was quite successful. The new department will be a permanent one; only box candy will be handled.

To the many friends of Sid Heavenrich, former Detroit correspondent for THE TOBACCO WORLD, it will be interesting to learn that he is living life easy, dickering in real estate and investments and that Sid's health has been none too good for the past year. At present he is looking a great deal better than for some time. He still has a warm spot for the tobacco men and continues to be a regular reader of the WORLD.

There is a moving display in the form of a mechanical device at the Central Cigar Store's window, No. 8 Monroe Avenue, that is attracting a great deal of attention. It will be shifted to the other branch stores. There are two rubber balls on the top of a "fort" which represent cannons and they keep bobbing up and down. The curiosity seeker naturally wonders what force makes them do it. More than once have the police been compelled to clear the sidewalk.

The general offices of the Central Cigar Co., which have been at the Woodward Avenue store, have been transferred to the store at Broadway and Gratiot Avenues, which is more centrally located.

Business is picking up at the cigar stand in the Board of Commerce Building on account of the noon lunches, which are fast increasing in popularity. Steward Brennan, who has been ill from overwork, is fully recovered and is now able to be at his duties again.

Thos. McLarty, former owner of the McLarty Cigar Store, on Monroe, Kalamazoo, Mich., has disposed of it to John Ward, of Battle Creek, who has already taken possession.

Harry Prenzlauer has been appointed administrator of the estate of Ignatz Freund, who committed suicide a few weeks ago. He announces that he is arranging to close out the retail cigar store at 78 West Grand River and also the manufacturing end. As was probably known, Mr. Freund manufactured the "Carnation" cigar, which sold well in Detroit.

Leland Skinkle, cigar manufacturer, has returned from a ten days' hunting trip in Northern Michigan.

Joe Muer, maker of the "Swift" cigar, is now in his enlarged factory and is increasing his output as fast as he can. Claude Howell is handling all the cigars he can turn out.

McAllister & Smith, the new jobbing house on Woodward Avenue, have taken over the "John Drew" cigar for the county of Wayne, and will at once begin an active advertising campaign. It is understood that many thousands of dollars have been allowed them to boost this brand.

R. G. Casey, former Michigan representative for Melachrino cigarettes, is now connected with a Rochester concern, making a new check perforating machine, and he is doing very nicely.

The business of the Wolf Pipe Co., Detroit, has been merged into a stock company with a capitalization of $50,000, all of which has been subscribed. The company is making a strong feature of pipes for drug stores.

The Revere Cigar Co., of which Gustav A. Moebs is the principal stockholder, has moved from Cadillac Square to 468 St. Aubin Avenue, where more satisfactory quarters have been secured. Then again, it is right in the heart of the cigarmaking district.

Gordon Bailey has been here this week in the interest of "Rameses" cigarettes. Mr. Bailey will hereafter look after Michigan, Indiana, Ohio and Kentucky.

"Mecca" cigarettes had quite a boom last week, when a package of gum was given free in connection with each purchase.

Mark Hymes has left for a trip through Michigan in the interests of "Natural" cigarettes.

John P. Hemmeter is expected back from Europe by the first of November.

Albert Worch, of the Wayne Cigar Co., is on a missionary trip through the South in the interests of Niles & Moser hand-made cigars made by his factory.

Willis Andruss, who was here last week in the interest of "56" cigarettes, says he had a splendid business here. There is not a leading cigar store in town that isn't handling this brand of cigarettes. Both Lafond & Co. and the O'Brien stores have been making attractive displays in their windows of "56's."

Robert E. Lane, general agent for the United States and Canada for the "Partagas" cigar, was in town last week with his full line. It made such an impression on George H. Woolley, of the Hotel Ponchartrain, that several new shapes have been added to the cigar department and incidentally they will be pushed stronger than other imported brands that have not been very ready sellers.

The Ponchartrain has recently added the "Bachia" cigar, also the "La Ginita" brand.

J. A. Ford's cigar store on Woodward Avenue was robbed recently and $44.22 taken in cash and about twenty-five pipes.

John T. Woodhouse, the wholesale tobacconist, is the principal stockholder in the Woodhouse Land Co., of Detroit, recently incorporated for $50,000, to deal in real estate. Mr. Woodhouse will not be active in the management of the concern.

Floyd Calvert has purchased the J. B. Brown cigar store and pool room in the basement of the Pontiac Savings Bank Building in Pontiac, Mich.

Isidore Mayer, of Jeitles & Blumenthal, Philadelphia, was in town for a few days this week, and reported business on his entire trip greatly improved. "It's been the best in twenty years," he added. This concern enjoys a splendid patronage in Detroit; for instance, "Foremost" is featured at the Soper Cigar Store, "Flor De Jeitles" at the E. M. Harris store, "Frat" by McAllister & Smith, and "Tungstens" by the Harry W. Watson Co.

Samuel Oppenheimer, the owner of the fifteen Oppenheimer cigar stores in Michigan, Indiana, Illinois and Ohio, is reported to be very ill in Chicago with an attack of Bright's disease. At this writing he is said to be very low. Mr. Oppenheimer is no longer a young man. Until two years ago he managed his entire string of stores, but of late has just had charge of his five stores in Chicago and one in Joliet, the other stores being in charge of his nephew, Harry E. Oppenheimer, who makes his permanent residence in Saginaw.

Dick Benway, of Saginaw, is on a trip through Michigan boosting "Paul Revere" cigars. He is meeting with great success from latest reports.

John Dietrich, secretary, treasurer and general manager of the G. J. Johnson Cigar Co., of Grand Rapids, visited Guy Caverly, his Detroit representative, and spent a week with him. From Detroit Mr. Dietrich left for Chicago on business before returning to Grand Rapids.

B. B. Bradshaw, who succeeded Bill Freleigh as the "Plantista" booster for Michigan, recently was on a hunting trip through Northern Michigan. Bradshaw is said to be "some sharpshooter."

Mrs. C. J. Merbach, proprietor of the Carola Apartments at 42 Watson Street, announces that she will play fairy godmother to some crippled boy or girl about fifteen or seventeen years of age. She proposes to equip a news and cigar stand in the building free of charge for such a youngster, and thus give him a start. She is now receiving applications.

"Kingdale" is a new brand recently added by the Soper Cigar Store.

Harry, better known as "Stogie Downey," was a Detroit visitor recently and from his conversation it was gleaned that he is soon to become a permanent resident of Grand Rapids. "Stogie," who represents Swisher & Son, of Newark, O., stogie manufacturers, is very well known throughout Michigan and feels that Grand Rapids is more centrally located for him.

Frank Clark has sold his cigar store in Alma, Mich., to Messrs. Berrows & Havens.

A new cigar case has been added to the Hotel Marquette, in Marquette, Mich., by Proprietor John Lewis.

McHie-Scotten Co., of Detroit, are conducting an active campaign on their new "Canadian Club" mixture smoking tobacco.

Paul Post has opened a cigar store and restaurant in Gobleville, Mich.

Under the style of the S. & S. Smokeshop, a new emporium has been opened at 940 Woodward Avenue. The cigar department is in the front; in the rear is a pool room. The location is a good one and in the heart of the automobile sales district.

H. D. Todd, who operates a hotel in Eaugallia, Fla., is the new lessee of the Livingstone Hotel in Grand Rapids.

James Peterson, who runs a tobacco and cigar store in Manistee, Mich., is so popular with the traveling men who cover that section of the state that whenever they miss him they send him postal cards of regrets.

AL U. THORNBURG.

Letters to the Editor

Philadelphia Representative of "Cortez" Cigar

RUTLEDGE, PA., October 10, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly advise me who is the agent in Philadelphia, Pa., for the "Cortez" cigar, manufactured in Key West, Fla.?

Yours very truly,
W. R. THOMPSON.

Answer—M. J. Dalton Co., 111 South Thirteenth Street, Philadelphia.

Who Represents Infanzon & Rodriguez?

October 6, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly advise me the name of the American representative of Infanzon & Rodriguez, manufacturers of "La Habanera," at Mayaguez, Porto Rico.

Yours very truly,
THOMAS F. BELL,
Ninth and Walnut Streets,
Philadelphia, Pa.

Referred to readers.

Whose Factory Is No. 1138, Maryland?

INDIANAPOLIS, IND., October 13, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Please send us the name of Factory No. 1138, District of Maryland, and also the name of manufacturing Factory No. 1088, Ninth District of Pennsylvania. By so doing you will oblige,

Yours very truly,
DAVID GLUCKMAN & Co.

C. J. Gitt & Co., Hanover, Pa., is listed under Factory No. 1088, Ninth District of Pennsylvania.

Factory No. 1138, District of Maryland—referred to readers.

Quick Results From "World" Ads.

BLOOMFIELD, NEB., October 14, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Your notice of my wants through your paper has enabled me to get what I wanted. It has brought the quickest results of any advertisement I have ever had inserted, as well as the cheapest. Accept my thanks.

Yours respectfully,
JACOB AUGUSTINE.

Philadelphia Auction Firm

BALTIMORE, MD., October 24, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—We are informed that an auction firm in your city makes a specialty of cigar sales. Will you kindly give us the name and address?

Yours truly,
POTOMAC CIGAR CO.

Answer—Wm. F. Comly & Son, 27 South Second Street, Philadelphia, Pa.

Wants Name and Address of Factory

BAY CITY, MICH., October 23, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Will you kindly give us the name of the firm of Factory No. 19, Eleventh District, Ohio, and address of same?

Thanking you in advance for the favor, we remain,

Yours very truly,
B. R. HAHN CIGAR MFG. Co.

Answer—Wing Cigar Co., 44 West Naghten Street, Columbus, O.

The Man Who Does Things

M. SCHWARZ & CO., of New York and Philadelphia, and the Jose Lovera Co., of Tampa, Fla., has been represented in territory controlled by the Haas-Baruch Co., of Los Angeles, for the past three years and more by I. Wentworth, who has the reputation of being one of the most popular men in his line that ever "hit" the trail west of the Rockies.

I. Wentworth.

Friends of Mr. Wentworth claim that besides talking "Lovera" to the trade constantly, he actually dreams himself into completing transactions before he has talked with the customer. Mentally strengthened by this forecast, Mr. Wentworth invariably "brings home the bacon."

Since Haas-Baruch Co. have taken over this brand, they have secured far-reaching results in the distribution of "Loveras," due mostly, it is claimed, to the efforts of the estimable gentleman whose picture appears herewith. When Mr. Wentworth went to California it was for a stay of only four months, but the spirit of the people, the trade opportunities, the splendid climate and the surrounding cheerfulness have been instrumental in lengthening these four months into almost as many years.

The many friends of "Ike," as he is popularly known in Los Angeles, have only the highest praise for him. He is recommended as a man of the "do or die" type, who goes forward constantly because of his own efforts, ability and determination.

G. S. Hantsch to Retire

G. S. Hantsch, one of Reading's well-known tobacconists, located at 521 Penn Street, will retire from active business on November 1, and will be succeeded by his sons, G. Howard and Samuel Hantsch, Jr., to whom he has sold the good will, stock and fixtures of his place. The new firm will be known as Hantsch Brothers. Both members have had wide experience in the business and are popular with the trade in Reading.

Lititz Wants Cigar Factory

In another part of the magazine will be found an advertisement inserted by the cigarmakers of Lititz, Pa., soliciting cigar manufacturers to try that city as a location for a plant. They say that there are 100 cigarmakers ready to go to work in Lititz, and call attention to a two-story brick building with a P. & R. Railroad siding that can be leased as a factory. Manufacturers seeking a location will probably find it worth while to communicate with the proper parties.

C. H. Rollins, one of the best-known tobacco men in the West, who withdrew from active business some time ago, has accepted a position with the Lovell-Buffington Tobacco Co., of Covington, Ky., and will have charge of the states of Iowa and Minnesota.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, October 25, 1913.

THIS time we have to report a shrinkage in the number of bales of leaf tobacco that has been sold in our market during the last two weeks, owing to a smaller number of buyers having visited our city. Whether this will be only temporary, or last until next month, we are unable to say, although we are inclined to believe that there will be a revival before long. There are sufficient stocks of leaf to be encountered in our principal warehouses, and the holders will not ask a figure to drive buyers away. Naturally, as the former have had to pay high prices to the farmers, they see no reason to do business without a small profit at least, and to which they are entitled under ordinary circumstances. If we were sure of getting a large and good crop in 1914, the position might be changed, but as this is still very uncertain, none of our leaf dealers are ready to lose money on excellent leaf that will stand storage, and will not deteriorate in value or quality. The principal question to find out is, whether the American manufacturers have enough stocks on hand to tide them over until the fall of 1914. With the resumption of business in the United States, and a good active demand for all kinds of goods, the cigar industry is bound to be busy, therefore we are optimistic in looking forward to a strong demand this coming winter.

Remedios tobacco has had the principal call again, although Vuelta Abajo was also inquired for; only the Partido leaf was lagging behind. Prices were firmly maintained, but are not any higher, and as there is less shrinkage in the weight than a couple of months ago, the present buyer has a slight advantage, but not in the selection of the quality. There are, however, some very fine vegas to be found still.

Two Canadian manufacturers were in our market during the past fortnight, and have bought quite heavily, but as all the tobacco has not been received yet, we have put down only 4000 bales of Remedios 8a. In fact, the sellers as a rule will not report their sales until the tobacco has been registered and delivered, while on the other hand, the buyers often enough like to see their names down for the total amount of bales purchased, even if not all delivered yet, so we have to use discrimination in making the purchases balance with the sales during a fortnight. The German exporters continue to buy sparingly, and the movement for South America is also of no great importance this year.

We have had a norther here for three days, with quite a low temperature for this season of the year up to the 23d inst., when there was a change again to hot, summer weather, and there is now already a complaint of too much dry weather. Some setting out of the seedlings has begun, but as the young plants that are fit for transplanting are rather scarce, the prices are very high; we have heard figures of two dollars—to even three dollars—per thousand, which of course only the rich planters are able to pay. Unless we should have a good rainfall soon the crop may be delayed, and if we should have a dry season we should get a heavy-bodied crop, with leaves of small size, which for the clear Havana cigar industry would be a misfortune. However, all this may change later on, so in reality we can form no judgment either favorable or unfavorable at the moment.

Leaf Buyers That Come and Go.

Arrivals—From New York: Charles Kajser, of Kaiser & Klug; Max Schwarz, of Max Schwarz; José M. Diaz, president of the Preferred Havana Co.; José Negreira, of José Negreira; Victor K. Ettlinger, of Emanuel Hoffman & Sons; Samuel Mendelsohn, of Meyer & Mendelsohn; Harry and Joseph Welcher, of Welcher Bros.; Lennie Greenhall, of Greenhall Bros., and David del Monte, of David del Monte.

From Philadelphia: Arthur Loeb, of Loeb & Co.

From Cincinnati: Mr. and Mrs. Joseph Knecht, of Joseph Knecht.

From Key West: A. W. Arnold, of "Mi Favorita" Cigar Co.; J. Thompson, of Thompson Bros.

From Tampa: Francisco Arango.

From Hamilton, Ont.: Wm. Presnail, of the Harper-Presnail Cigar Co., Ltd.

Cigar Buyers.

From New York: B. Wasserman, of the B. Wasserman Co., accompanied by L. J. Rousselot, superintendent of the Lawyers Club, and of the White Hall Club, and Eugene Blanc, superintendent of the Hardware Club.

Returned—Maximilian Stern and Mr. Samuels, of Maximilian Stern, of Havana and New York; Don Eustaquio Alonso, president of the "Por Larrañaga" factory, and Rafael Gonzalez, of the Henry Clay and Bock & Co., Ltd.

Departures—To New York: Allie Sylvester, Marco Fleishman, John E. Sutter, Max Schwarz, Lewis Cantor, Fernando Cardenas, B. Wasserman, L. J. Rousselot, Eugene Blanc, Charles Kaiser, Felipe Rodriguez, Reginald Bray and George H. M. Wyatt.

To Philadelphia: Arthur Loeb, Louis H. Eisenlohr and C. H. Einerbrink.

To Cincinnati: Joseph Knecht and Mrs. Joseph Knecht.

To Hamilton, Ont.: R. J. Presnail and Wm. Presnail.

To Key West: A. W. Arnold and J. Thompson.

The arrival of Valeriano Gutierrez in our last was a mistake, as he had gone to Europe instead, and may be back in New York by this time.

Recent Leaf Sales.

Sales during the past fortnight totaled 21,559 bales, which divided represent: Vuelta Abajo, 6350; Partido, 1026, and Remedios, 14,183 bales.

Buyers were: Americans, 12,324; Canadians, 4000; exporters to Europe, 1225; shippers to South America, 851, and our local manufacturers of cigars and cigarettes, 3159 bales.

Exports of leaf tobacco from the port of Havana for the two weeks ending October 18 were:

To all ports of the United States	8,456 bales
To Bremen and Hamburg	1,779 "
To Buenos Aires and Montevideo	1,036 "
To Canada	604 "
To the Canary Islands	44 "
To London and Nottingham	36 "
Total	11,955 "

Receipts of Leaf Tobacco From the Country.

	For the Two Weeks Ending October 16, 1913.		Since January 1, 1913.	
Vuelta Abajo	12,302	bales	242,011	bales
Semi Vuelta	2,113	"	28,371	"
Partido	508	"	15,315	"
Remedios	12,569	"	142,692	"
Oriente	1,153	"	6,114	"
Total	28,645	"	434,503	"

Cigars.

The principal ones of our independent factories are all working as hard as they possibly can, and none of them shut down on last Thursday, the 23d inst., when there was a sort of half holiday on account of the public manifestation, protesting before our President, against the terribly bad condition of our streets. The Henry Clay and Bock & Co., Ltd., however, had given their cigarmakers a holiday.

Romeo y Julieta continues as busy as ever upon a very large order slate.

H. Upmann & Co. report no change in their previous activity. They purchased during the past fortnight the choice vega "Banta Isabel" of San Juan y Martinez, which has given the largest quantity of light colored, silky wrappers this year.

Partagas is a beehive of activity at present, being loaded up with orders from all directions. Robert E. Lane has done particularly well in the United States.

Por Larrañaga is crowded for room, as Don Eustaquio Alonso has brought along a stack of orders, and was highly pleased with the universally kind reception he had met with in the United States as well as in England. The cigars now turned out by this factory cannot be excelled by any other factory here, as regards colors, quality, workmanship and perfect burn.

The Castañeda factory has been taken over by Francisco A. Fonseca, and the factory has been moved to 102 Galiano Street, where the two brands, "Castañeda" and "Fonseca," are now manufactured by the new firm of F. A. Fonseca, S. en C. (Ltd.). We congratulate the new owners and wish them success in their undertaking.

Sol is busy, and the owners, Behrens & Co., state that they are well pleased with the turn of affairs.

Flor del Fumar is likewise busy, and as usual high priced regalia sizes are dominating in their orders for the coming holidays. Don Felipe Rodriguez only left for a couple of weeks' trip to New York, and possibly may be leaving New York again today for Havana.

Other factories that are working strong are: Hoyo de Monterey, Punch, Allones, Ltd., La Flor de A. Fernandez Garcia, La Flor de Tomas Gutierrez, Eden, Belinda, La Flor de José Otero and C. E. Beck & Co.

The manufacturing in bond by the cigar manufacturers in the United States only interests our manufacturers in so far that the United States Government stamp should not resemble ours, as otherwise it might cause confusion among the smokers. Our Union of Manufacturers has already taken some steps in this matter with our Secretary of State. There is no fear that the Americans could compete with us in the European trade.

Francisco Arango told us today that all the rumors circulated about his future plans are untrue; he has come here simply to rest quietly for at least a couple of months, and if later on he should embark in business again he would give us full particulars.

George H. M. Wyatt has severed his connection with Maximilian Stern, although the latter simply gave us to understand that Mr. Wyatt had gone to England upon a personal matter, but he could not tell us when he would return.

Selling, Buying and Shipping.

The principal sellers were: M. A. Suarez & Co., 2000 bales; Sobrinos de A. Gonzalez, 1427; Herrera Calmet & Co., 1541; Muñez & Co., 1122; Selgas & Co., 1008; José C. Puente & Co., 747; José Menendez, 635; I. Kaffenburgh & Sons, 545; Cardenas & Co., 300, and Isauro Cano, 150 bales of leaf tobacco.

The principal buyers were: S. Rossin & Sons, 4000; The Tuckett Manufacturing Co., 4000; Maximilian Stern, 1877; Otto Eisenlohr & Bro., 1860 (the balance of their purchases has not been registered); Lewis Cantor, 1025; Louis P. Sutter & Bros., 975; H. Upmann & Co., 604; Maximilian Stern, 581; Diego Montero, 565; José de Armas, 485; & Co., 450; Havana Importing Co., 413; Gutierrez & Diehl, 156, for export, and Randell-Landfield & Co., 125 bales additional.

Shippers above 200 bales of leaf tobacco from the port of Havana were: H. Upmann & Co., 2398; Leslie Pantin, 1198; C. E. Beck & Co., 604; Maximilian Stern, 581; Diego Montero, 565; Jése de Armas, 485; Michaelsen & Prasse, 470; Bridat & Co., 370; J. F. Berndes & Co., 309; Celestino Medio, 286; Virgilio Suarez, 273; J. Bernheim & Son, 254; José Suarez & Co., 228; Sierra & Martinez, 227; Garcia & Co., 220; Manuel Suarez, 218, and Celestino Corral, 206 bales.

Michaelsen & Prasse had purchased 2700 bales, not 1200 as in our last report, which we herewith beg to correct.

ORETANIV.

Tobacco on Burned Liner

In the thrilling details published regarding the rescue of the passengers from the burning Johnston liner, "Templemore," the ill-fated cargo seems to have been forgotten for a moment.

American shippers apparently did not forget about it, as they have filed claims against Lloyds for $875,000 for the tobacco alone, that was in the hold.

Fifty After Hershey's Job

According to reports there are about fifty Democrats seeking the position of Internal Revenue Collector for the Ninth Pennsylvania District, now held by H. L. Hershey, of Harrisburg. York Democrats are working especially hard, and hope to get the revenue office removed from Lancaster to York.

As the movement to have the Ninth District broken up and the old Twelfth District restored, is said to be meeting with favor, Scranton again looks forward to the establishment of a revenue office within its limits.

Those who are asking that York be made the headquarters of the Ninth District, point to the fact that the city has a splendid government building with plenty of vacant offices to give the revenue officers palatial headquarters.

"Por Larrañagas" in Hotel Belvedere

An attractive display of "Por Larranagas," in different sizes and shapes, attracts the attention of the discriminating smoker when he looks over the layout of the cigar stand in the Hotel Belvedere, Baltimore, Md. The all-gold bands, and the uniform color and workmanship of the cigars, makes the display a pleasing one to gaze upon, and it is needless to say that the brand is a favorite one with the patrons of the Belvedere stand.

MANILA CIGARS SHOW GAIN IN U. S.

Quantity of Cigars Shipped to This Country Shows 41 Per Cent. Gain—Average Price is Highest Recorded—Increase in Cigarettes and Unmanufactured Tobacco

THE review of the Philippine trade for 1913, recently prepared by John R. Arnold, of the Executive Board at Manila, shows considerable gains in the export of all classes of tobacco products. The quantity of cigars taken by the United States shows more than 1911 and 1912 put together. The average price received was the highest yet recorded, and the gain in exports to the United States almost equals the gain in total exports.

From the *Daily Consular and Trade Reports* we print the following illuminating article in reference to Philippine tobacco products:

"The exports of all classes of tobacco products showed satisfactory gains during 1913. Shipments of cigars increased in number from 175,320,000 to 207,396,000, or 18 per cent., and in value from $2,660,061 to $3,356,748, or 26 per cent. The average price received was $16.18 per thousand, the highest yet recorded; for the three preceding years the average prices were $15.17, $12.86, and $15.17, respectively; while for the period from 1899 to 1909 the highest average for any year was only $9.71. The figures for 1913 are particularly satisfactory, as they show complete recovery from the slump of 1911, which followed the excessive expansion induced by the passage of the tariff act of 1909. In 1910 shipments rose suddenly from 116,000,000 to 196,000,000, only to fall to 132,000,000 in 1911. In 1912 the record of 1910 was nearly approached, but during the year just closed it was surpassed. This increase in cigar exports was nearly all absorbed by the United States, the gain in the shipments to that country almost equaling the gain in total exports.

"The quantity taken by the United States advanced from 71,973,000 in 1912 to 101,647,000 in 1913, or 41 per cent.; it exceeded that taken in 1912 and in 1911 put together, and represented a large increase over the boom year 1910; and it amounted to very nearly one-half of the total exports—the highest proportion yet recorded. The increase in value was from $1,619,326 to $2,211,340, or 36 per cent. The average price received for shipments to the United States was slightly lower than that for the preceding year ($21.76 as against $22.50), but continued higher than the average for any year prior to 1910, the highest recorded up to that time being $18.70. This slight decline was offset by the higher price received for cigars taken by countries other than the United States, so that the average price of all exports, as noted above, increased.

"It is interesting to note that the opening of the American market has enabled Philippine manufacturers to secure much better prices for their cigars shipped to foreign countries as well as to the United States, though the former were in no way directly affected by the tariff changes of 1909. It should be stated, however, that, though the resultant improvement in price has been marked and continuous, there is still a conviction that Philippine exporters are not securing the remuneration the quality of their product merits. Exports of cigars to the United States during the year under consideration approached much more nearly than ever before to the maximum number (150,000,000) entitled to free entry under the tariff of 1909, but still only slightly exceeded two-thirds of it. As in the case of sugar, the maximum imposed on the free admission of cigars and tobacco is removed by the new tariff.

"Cigarettes have never formed a very important article of export from the Philippines, more than nine-tenths of the relatively enormous annual production of more than 4,000,000,000 being regularly consumed within the Islands. The increase in shipments for 1913 over those for 1912 was, however, so large in both quantity and value that the figures are of interest. Exports for 1912 amounted to 34,955,000 and for 1913 to 52,040,000, an advance of 49 per cent.; while the value increased at the same time from $32,488 to $57,582, or 77 per cent. The gain in shipments to the United States was even more marked, being nearly threefold in quantity and almost exactly threefold in value.

"Exports of unmanufactured tobacco, which are almost wholly in the form of leaf, increased in quantity from 12,548 metric tons in 1912 to 13,309 tons in 1913 and in value from $1,902,644 to $2,039,726. Two-thirds of the shipments went to Spain, with considerable quantities to Austria, France, Hongkong, and Belgium. The United States has never taken more than a small fraction of this item of Philippine exports, and its purchases were only slightly stimulated by the establishment of free trade. The year just closed showed large relative increases, though the actual quantities and values were trifling."

Orders Piling up for 1914—Small Manufacturer Criticizes "Made in Bond" Act—Request Made for American Steamer to Freight Tobacco—Gato Company Gets First Shipment in American Steamer

KEY WEST, FLA., October 27, 1913.

FALL activity is now in full swing with our cigar factories. First-class cigarmakers are at present at a premium and workmen of this grade can now choose which shop they like best to work in. Nearly every steamer from Havana brings a few additional cigarmakers of this class and they find no trouble in securing employment. Futures have commenced to come to hand and at some of the factories are on file with dates running into December and 1914. There are good prospects for great activity at this point for the next three months.

Eugenio Lopez, of Rodriguez, Menendez y Ca, Havana, and Eugenio Lopez & Co., the New York leaf dealers, passed through the town recently, being en route to Cuba, where he will relieve Pepy Menendez, of the former firm, who will take a trip to Spain, where he will spend his vacation.

Abelardo Martinez came in from Guira de Melena recently and has taken charge of the cigar manufacturing and stripping departments of the Martinez Havana Co. He will spend about three months at the factory, returning to his firm's plantation in Cuba after the rush of fall and winter trade.

Bruno Diaz, of B. Diaz & Co., of Havana and New York, passed through the city recently, being en route to New York City. During his short stay in town Mr. Diaz called on a few of his friends in the trade.

Francisco Fleitas, of S. & F. Fleitas, has returned from a business trip to Havana, where he spent a few days attending to the selection of tobaccos for the use in the make-up of "Homerica," his firm's leader.

Jaime Pindas, manager of Moreda & Co.'s factory, expects a visit at a very early date of Val G. Keogh, head of the selling department of M. A. Gunst & Co. Mr. Keogh has been connected with John W. Merriam & Co. for many years and recently resigned to join the forces of the two companies mentioned above. He will have full charge of the selling end of "La Diligencia" brand of M. & Co.

Leodoro Penz, of Leodoro Penz & Co., the New York leaf importers which recently made an assignment to L. D. Grunhall, of New York, was in the city recently attending to his real estate holdings. He has since left for Cuba.

Local cigar manufacturer, Ed E. Crusoe, left last week on a business trip to New York City.

Fernando H. Gato, vice-president of the E. H. Gato Cigar Co., left on Saturday night for Cuba. He was accompanied by his wife and two daughters. At the factory everything is still on the jump and no high grade cigarmaker who applies is refused employment.

Mr. and Mrs. Jaime M. Navarro announced through the local press on October 20 the engagement of their daughter, Rosalie, to Lieutenant Harry T. Pillans, U. S. A., the wedding to take place in February. At the factory of J. M. J. Navarro & Co. business is in excellent shape and holiday shipments are going out each week.

An absorbing topic among the local trade has been the discussion of the "Made in Bond" law. The paragraph relating to the bonding of the factory and the Government supervision of cigarmaking under these conditions has caused some criticism from the smaller manufacturers here.

One of the smaller cigar factory owners has called attention to the fact that this supervision will add an additional expense of from $1000 to $3000 a year, a sum which only the large factories can pay and still manufacture at a profit. This sum is, of course, to cover the inspector's salary. A manufacturer doing a small but excellent business remarked to a representative of the WORLD that this section of the act gives the little fellow no chance at all to manufacture in bond.

"If that portion of the act had provided for a tax of so much per thousand for cigars manufactured in bond, it would seem to me to have been very fair for all of us," he said. "If this idea had been introduced in that part of the law, one inspector could have cared for five or more factories, and would have given the smaller manufacturers a chance to compete with the large concerns, as we could afford to manufacture in bond, too, under those conditions, but as the law stands now we are entirely 'frozen out' of competition."

The "Mi Favorita" Cigar Co., the Martinez Havana Co. and E. H. Gato Cigar Co. will have factories bonded as soon as the necessary papers can be gotten ready. A decision will be reached by other firms as soon as out-of-town offices are heard from.

The E. H. Gato Cigar Co. is still carrying a large force and would take more help if it were to be had. Orders are coming fast, and one recently came in calling for 3,000,000 cigars.

En route from Cuba to Tampa, Francisco Arango, of the Havana-American Co., and Fecundo Arguelles, of Arguelles, Lopez & Bro., passed through this city the other day.

Miguel Padron, assistant foreman of the "Mi Favorita" factory, was presented by his wife with a daughter on the 22d.

A cablegram from President Wilson on the 24th announced that he will accept the invitation tendered him to visit Key West on his trip to Colon, Panama.

The Cigar Manufacturers' Association, in seeking to take advantage of the five per cent. reduction clause in the tariff bill, has presented the Peninsular & Occidental S. S. Co. with a request to provide an American steamer to freight their tobacco from Cuba. If an American steamer cannot be secured, Cuban agents will be compelled to make their shipments to New York and thence to Key West, as the five per cent. saved will amount to a considerable item in the run of a year's business.

The E. H. Gato Cigar Co. received 158 bales of leaf on the S. S. "Maimi" on the 24th, being the first tobacco shipment to come here in an American bottom in many months. Nothing that will benefit their business gets by this wide-awake firm.

Tobacco Statement.

Imports of leaf in bond for week ending October 17, 1913:

Cortez Cigar Co.	113 bales
Antonio Chanez	20 "
Havana-American Co.	120 "
Martinez Havana Co.	130 "
E. H. Gato Cigar Co.	125 "
S. & F. Fleitas	18 "
Moreda & Co.	9 "
"Mi Favorita" Cigar Co.	49 "
Total	584 "
Withdrawals	625 "

Imports of tobacco leaf in hand for week ending October 27, 1913:

Antonio Chanez	1 bales
Thompson Bros.	9 "
M. Perez Co.	30 "
"Mi Favorita" Cigar Co.	48 "
Ruy Lopez Ca	158 "
E. H. Gato Cigar Co.	185 "
Totals	431 "
Withdrawals	370 "

INGLACITA.

Cigar Shipments for Two Weeks Ending October 27, Via Mallory S. S. Line to New York, Mobile and Galveston and the East and West Coasts of Florida:

	Cases
Park & Tilford, New York, N. Y....	86
Geo. W. Nichols & Co., New York..	64
Austin, Nichols & Co., New York..	21
United Cigar Stores Co., New York..	28
Lowden & Co., New York, N. Y...	13
E. H. Gato Cigar Co., New York...	12
National Cig. Stands Co., New York.	11
Martinez Havana Co., New York....	24
Potter, Sloan & O'Danahue, New York, N. Y.	6
H. F. Lyons, New York, N. Y.....	3
Gwynn, Straus & Co., New York....	2
Ruy Lopez Ca, New York, N. Y.....	4
Acker, Merrall & Condit Co., New York, N. Y.	5
M. Perez Co., New York, N. Y.....	2
Godfry S. Mahn, New York, N. Y...	2
Sol. Zinberg, Ithaca, N. Y.	2
Linkhan Bros., Jamestown, N. Y.,	11
A. Kreurich (Inc.), Newark, N. J....	2
Progressive Cig. Co., Newark, N. J...	2
D. Osborn & Co., Newark, N. J....	2
C. M. Decker & Bro., East Orange..	2
Southern Cigar Co., New Orleans....	3
C. Koen & Co., New Orleans, La...	2
The Hicks Co., Shreveport, La.....	3
J. C. Davis, Cincinnati, O.	5
J. & B. Moos Co., Cincinnati, O....	19
Hy. Straus, Cincinnati, O.	3
National Cigar Stands, Chicago	2
Steele-Wedeles Co., Chicago, Ill. ...	3
Reid-Mundock & Co., Chicago, Ill...	4
Chapin & Gare, Chicago, Ill.	5
United Cigar Stores Co., Chicago ..	6
J. & B. Moos Co., Chicago, Ill.	9
Pyle & Allen, Cleveland, O.	3
J. S. Hill & Co., Cincinnati, O....	2
Levy, Mendell & Co., Columbus....	2
Manypenny-Hammond Co., Columbus,	6
Harworth & Dewhurst, Pittsburgh...	2
Reymer Bros., Pittsburgh, Pa.	4
Dusel, Goodloe & Co., Philadelphia,	54
Godfry S. Mahn, Philadelphia, Pa...	5
Duncan & Morehead, Philadelphia..	5
Mitchell, Fletcher & Co., Phila.....	2
Finley Acker & Co., Philadelphia..	2
C. H. Stallman & Son, York, Pa....	2
Cliff-Weil Cigar Co., Richmond, Va.,	27
Barron-Penn Co., Roanoke, Va.	3
Revere Cigar Mfg. Co., Detroit.....	3
Central Cigar Co., Memphis, Tenn..	5
J. & B. Moos Co., Louisville, Ky...	2
Hart Cigar Co., Portland, Ore.	9
Cortez Cigar Co., Savannah, Ga....	19
Columbia Drug Co., Savannah, Ga...	3
S. Hachman & Co., San Francisco...	20
I. Arch, San Francisco, Cal	2
H. Bercovich, San Francisco, Cal....	3
M. A. Gunst & Co., San Francisco..	6
A. B. Greenwald Cigar Co., Los Angeles, Cal.	2
Fred Bannan & Bro., Los Angeles..	2
Moore & Jones, Nashville, Tenn...	3
Myers-Cox & Co., Dubuque, Ia.....	3
Wm. A. Henderson Co., Washington, D. C.	7
Metropolitan Cigar Co., Denver.....	3
Old Dominion Tob. Co., Norfolk, Va..	5
Niles & Moser, Kansas City, Mo....	2
Sol. H. Cohn, Kansas City, Mo.....	4
Oberholtz & Poinsett, Kansas City..	10
Lilly, Dungan & Co., Baltimore....	3
Woodhouse Co., Grand Rapids	6
Butler's Cigar Co., Seattle, Wash...	3
S. Laroff, Tacoma, Wash.	3
Geo. R. Newell & Co., Minneapolis..	3
E. M. Burt, Worcester, Mass.....	2
Hill Bros., Miami, Fla.	2
Sam Freund & Co., Waco, Tex.....	2
J. Oppenheimer, San Antonio, Tex..	3
J. A. Victor, San Antonio, Tex.....	3
J. M. Loeb, Beaumont, Tex.....	3
E. Eppstein, Dallas, Tex.	3
Metzler Bros., Dallas, Tex.	4
Platter Tob. Co., Dallas, Tex.	3
James McCord, Ft. Worth, Tex.....	2
Casey-Swany Co., Ft. Worth, Tex...	3

New Brand of Key West Smokers

The cigar department of the Finley Acker Co.'s store is introducing a new brand of Key West smokers under the name of "Acker's King of Key West Smokers," which is made by Wolf Brothers & Co., of Key West, Fla., and retail at "four for a quarter" or seven cents each. These goods, as their name implies, are really smokers and are larger than the usual Londres cigars, and are sold at the figures quoted because of some trifling defect in workmanship.

Bay City Display of "La Saramitas"

The Oppenheimer Cigar Company, of Bay City, Mich., has had recently a splendid window display of one of their best selling high-grade cigar brands, "La Saraminta," and it has attracted much attention to this popular smoke.

This window feature was arranged by John Wilkinson, manager of the store, who has a reputation of setting up the cleverest displays in that section of the country.

Cleveland

Stores Preparing for Holiday Trade—Opening of Largest Pool and Billiard Hall in the Country—"Saramintas" and "Saraminta Fives" Land Big Orders in the West

CLEVELAND, O., October 25, 1913.

THE fall season has started in and the outlook for business is brighter than it has been for many years. The local cigar dealers are already starting their purchases for the holidays, and from the size of the orders that are being placed it denotes that they are looking for a very big Christmas trade.

The past week has seen the opening of one of the largest pool and billiard halls in the Middle West. This institution is located in the Euclid Arcade and extends from Euclid Avenue through to Prospect Street. It is the largest single room billiard and pool parlor in the country. They have thirty-eight pool and billiard tables and fifteen bowling alleys. Their cigar case contains nearly every popular brand of cigars that is manufactured. Among the many brands that are displayed are "La Vengas," "La Lalitas," "Pastoras," "Saramitas," "Websters" and hundreds of others too numerous to mention. They have a humidor that will contain thousands of cigars, making this one of the most complete cigar stands that is to be found in the city. Mr. Mahoney, who is in charge of their stand, is very popular, having been with the Snyder organization here, and should be a big attraction for their cigar counter. They are adding a buffet, which will be as complete as their cigar stand. The buffet alone will cost in the neighborhood of $14,000. Their entire establishment will cost $80,000 when finished.

Cy. Falkenberg, the "Naps" star pitcher, is in charge of the bowling alleys, and so far has been the big star.

Mr. Smith, who was the manager of this institution, deserves a lot of credit for his efforts in giving Cleveland an institution of such magnitude.

J. W. Klein, of the Larus & Bros. Co., after a very successful missionary trip in and around Cleveland, will leave for West Virginia and will put in several weeks there. The main brand of Mr. Klein is "Edgeworth," which is being popularized here more and more through outside window displays and also by the efforts of Mr. Klein, who was well-liked among the trade.

The saloon trade is very quiet, due to the saloon question, which will not be settled until after this election. None of them are buying, as none of them know whether they will be able to continue in business. This will leave the liquor trade in a very stable condition, eliminating all those who are not desirable. It will put this class of business on a very sound footing. There will be one saloon to every five hundred inhabitants. Thus regulating it so that there are not too many saloon keepers and assuring those that are in the business of a very nice livelihood.

Fred Singer, of S. Rossin & Son, was in town the past week.

Nate Seidman, who owns three cigar stands—one at Detroit and West Twenty-fifth Streets, one at West Ninth and Superior Avenue, and the other located at 719 Superior Avenue—reports business exceedingly good. His new pool room, which is located at West Ninth and Superior Avenue, shows a daily increase and is proving to be one of the most popular spots in this section.

Aron Polster is now associated with M. Gleichman in the Park Building. The Park Building is being remodeled and will give Mr. Bleichman a very beautiful entrance. This, of course, should increase his business appreciably.

Wm. Metsger, who has taken over the Whitehouse Cigar Store, located at 5519 Euclid, has remodeled same and practically made a new store of it, and he has added the coupon feature, which is drawing a big percentage of the trade, and he assures me that this increases his business many fold.

Stace & Vincent are showing a steady increase each month. Their pool and billiard hall in the Alhambra Building, which is one of the finest in the city, is drawing a fine class of trade among the college men of Case and Reserve. Mr. Vincent, who is the outside representative in their jobbing end, is doing a very nice business through "Sonadas" and "Stivina" brands. These two brands are placed in nearly every cigar stand in the city. Mr. Vincent is very popular among the trade, as he has called on them for years, having formerly been with the R. W. Jenkinson Co.

The Mendelsohn Co. are doing elegant business on their "Rigoletta," "Decision" and "El Symphony" brands. They are away oversold and are in a quandary as to how to turn out their many orders.

J. C. Newman reports business as being exceedingly good, and locally is enjoying an excellent trade on "El Batons" and "Judge Wright," as well as in foreign territories.

I. J. Mittleberger, of Newman & Mayer Co., has left on a missionary trip through the state. He has opened up numerous jobbing accounts throughout the state on the "Bella Munda" brands, and is showing results of his unceasing efforts.

J. C. Leverance, of the Shields-Wertheim Co., just returned from the Far West and has brought back many substantial orders on "Saramitas" and "Samarita Fives." The factory is way oversold on above brands and is up against a proposition to turn out their many orders. Christmas orders have started to pile up on this concern and they are already way beyond their capacity on these orders. They are seeking labor to increase their force and are daily adding many new hands.

Fred Gollmar, of the Gollmar Cigar Co., reports business as coming along consistently and are enjoying a very nice trade in the several stands. Among the brands that they feature are "Lalitas," "El Madellos" and "Julia Marlowes."

Pyle & Allen's new store at the corner of Vincent and East Ninth Streets is not quite ready for occupancy yet and when completed will prove a valuable asset to their chain of stores.

W. Bidlingmyer, who is located in the Electric Building, has been ill for the past several months and his friends will learn with pleasure of his convalescence.

JERRY.

Alleged Cigar Swindlers Held

Albert Arey and Devoy Arey were arrested in St. Louis on October 11, charged with conspiring to defraud St. Louis cigar merchants.

It is alleged that they were accomplices of Manyard Williams, who was arrested in St. Louis a month ago by post office inspectors.

It is alleged by the post office that the gang had printed letter heads of responsible firms and then rented a post office box. After receiving goods by mail they would ship them to another city. It is claimed that this gang operated in a number of towns and cities adjacent to St. Louis.

Scarcity of Cigarmakers Felt—"Made In Bond" Law Causing Discussion—Proposed Strike "Busted Up" By Mayor

TAMPA, FLA., October 24.

As indicated in my last report, the deluge of orders seems to be growing heavier each succeeding day and I have not discovered a single manufacturer in the city, here, who has not all he can do to help keep abreast of the current. The shortage in cigarmakers is reported both from Ybor City and West Tampa, and 500 additional workmen could quickly find benches if they would put in an appearance.

Our manufacturers, one and all, are carefully studying the "made-in-bond" law, and I have it directly from Sanchez & Haya, Corral Wodiska, Cuesta Rey & Co., as well, of course, as Berriman Brothers, that they will immediately take advantage of the new law in its fullest sense.

The friends of Frank Struss, the popular bookkeeper for Samuel I. Davis & Co., were very glad to learn that he was successfully operated on last Tuesday for appendicitis. Mr. Struss is now in Gordon-Keller Hospital and is coming along splendidly.

Matthew W. Berriman, of Berriman Brothers, arrived here yesterday from New York, and will arrange with Manager Sanchez at once for their arrangement of their business under the "made-in-bond" law.

Simon Benjamin, manager of the Pinkussohn Cigar Company, at Jacksonville, has been visiting in this city this week, in company with R. B. Tuggle, of the Federal Cigar Company. Mr. Tuggle is opening up this market for the Federal Company's "Muriel" clear Havana goods and has been doing good work with Eli Witt, their local jobber.

Mayor McKay put a quick stop to the incipient strike at the Jose Escalante factory yesterday, by sending out the factory inspector to investigate the alleged claim that the Escalante factory was not sanitary. As a matter of fact, the factory has been so busy that the cigarmakers have had to keep right on the job, and this caused the dissatisfaction. The inspector reported that there was absolutely no grounds on the part of the cigarmakers, and with the ground cut from under their feet, they returned to work.

The Florida coupon law, which has been before the United States Court in Huntsville, Ala., was declared unconstitutional by Judge R. M. Call. As the law had never become effective, this decision ends it.

A. L. Cuesta, Jr., whose illness was reported in my last letter is rapidly convalescing at the Halycon Hospital and accompanied by his mother, will leave for Atlanta in a few days for a long rest.

Val. G. Keogh is expected here in a few days to visit the Gunst factory in connection with his new position in the selling department of that firm. Mr. Keogh is well known here, and rated a very fine salesman.

Twenty of our leading members of the Board of Trade will leave to-morrow for the Southern Commercial Congress, which will be held in Mobile. A. L. Cuesta has been particularly active in promoting this big delegation from this city.

The Tampa-Cuba Cigar Company, who manufacture the "Tacu" and other brands, especially for the drug trade, have just purchased a site in West Tampa for a new factory, capable of turning out at least 40,000,000 cigars a year. The Tampa-Cuba Company, since its organization two years ago, has proven a wonderful success and earned something like 20 per cent. on its stock. They estimate that the output for this year will amount to 18,000,000 cigars.

PERFECTO.

Cigar Box Company's Anniversary

The Grand Rapids Cigar Box Co., located at Grand Rapids, Mich., celebrated its twentieth anniversary on October 20.

This firm was established by A. C. Parker, and at his death it was taken over by Mueller & Son, of Milwaukee, who sent Julius Tisch to Grand Rapids to manage it. Three years later Julius and Emil Tisch purchased the business from Mueller & Son, and have conducted it since with Emil Tisch as active manager.

Twenty years ago, the factory employed five hands, and the business was purchased for $4000. Today the industry requires between forty and fifty hands to operate its machinery, and is capitalized at $30,000.

Notes of the Trade

A recent opening at Burlington, Vt., was the Hub Cigar Store, located at 19 Church Street.

Cigars and tobaccos are carried by Angelo Bosco, in connection with his grocery line, in the store recently opened in the Magnell Building, Main Street, Manchester, Conn.

P. J. Connelly, who conducts a retail store in addition to his cigar factory, is now carrying on his business in the building formerly occupied by the Cottage Hotel, at Fourth and Main Streets, De Kalb, Ill.

Having disposed of their jobbing stock of manufactured tobaccos, cigars and cigarettes, to local jobbers, F. H. Berning & Sons, one of the oldest chewing and smoking tobacco jobbing firms in Cincinnati, will in future devote their attention solely to the manufacturing of cigars.

It is reported that John W. Quille, of Ogdensburg, N. Y., a tobacco salesman, who is well known in the northern section, which he has traveled for many years, has opened a cigar factory at No. 16 Lake Street, that city.

The cigar store formerly controlled by Chas. A. Mills, 42 West Main Street, Walden, N. Y., is now being operated by William Monks.

Thieves recently entered the cigar store of M. Toomajan, 821 West Jackson Boulevard, Chicago, Ill., getting away with $150 worth of cigars.

Fish Ames is the new owner of the cigar store located 411 Sixth Avenue, Des Moines, Ia., formerly controlled by Louis Hyman.

In a voluntary petition in bankruptcy recently filed in the Federal District Court, Robert H. Shackelford, a leaf tobacco dealer, of Richmond, Va., lists his liabilities at $1860.60, with no assets.

The cigar factory of John H. Freund is now located in McHenry, Ill., the J. C. Dahl cigar factory, which he formerly occupied at Richmond, having been visited by fire, necessitating the change.

A new cigar and tobacco store, to be known as "The Dash," was recently opened by L. F. Farran at 319 First Street, Marysville, Cal.

The Monte Carlo cigar stand, Bakersfield, Cal., formerly conducted by Johnny Swett, has passed into the possession of Ezra Rehfeld, who is planning a number of improvements, it being his intention to place the store in the first class. Mr. Rehfeld states that he will carry the best grades of goods only.

The Croation Cigar Factory, Tony Tomlianovich, proprietor, until recently located at St. David, Ill., is now operating at Canton, on South Main Street.

Numerous duplicate orders on "44" cigars have been the result of the visit of W. H. Nicholson with his specialty man, N. I. Rayfield, to the Flat Top Grocery Co., Bluefield, W. Va.

TRADE REPORTS FROM THE CONSULS

(From the *Daily Consular and Trade Reports*)

CHINA.

Vice Consul General M. S. Myers, of Mukden, reports that the tobacco yield of that section of China was very good, but that the products suffered somewhat from the early frost. The region about Shan Cheng Tzu, which is about one hundred and twenty-five miles to the northeast of Mukden, and the upper Sungari Valley are the principal growing districts. The city of Kirin is the chief center of the tobacco trade; other centers are Shan Cheng Tzu and Mukden. The volume of tobacco annually handled in Mukden ranges between 7,000,000 and 10,000,000 pounds. The value of the 1912 crop for the whole of Manchuria is estimated at about $4,000,000. The principal markets for Manchurian tobacco are the three Provinces of Manchuria, and Chihli and Shantung Provinces. The bean and tobacco crops are the leading money crops of Manchuria.

NORTHERN CHINA.

This section has enjoyed a prosperous year, according to information furnished by Consul General S. S. Knabenshue, at Tientsin. He reports that the importation of cigarettes in Tientsin in 1912 increased nearly eighty-two per cent. About half of these imports came from Great Britain, about a quarter from Japan, and most of the remainder from the United States.

MIDDLE CHINA.

Consul General Roger S. Greene, at Hankow, writes that the quantity of cigarettes imported in 1912 was 360,823 mille, as against 266,754 mille in 1911, which was, in turn, an increase over previous years. Of this value ninety-four per cent. represented what the customs classify as cigarettes of the second quality, most of which were made in England from American tobacco.

In 1912 the British Cigarette Co. completed a large new plant near Hankow for curing Chinese tobacco for use in the company's cigarette factories in various parts of China and Chosen (Korea). The company is now endeavoring to improve the quality of Chinese tobacco, particularly that grown up the Han River, in the northwestern part of Hupeh Province. Tobacco seed has been brought from the United States for distribution to the farmers, and an American expert on methods of cultivating and curing tobacco has been sent out to give the farmers suggestions and to cultivate a small plat as a model. According to latest reports the Chinese have been receiving favorably the assistance which the company has been offering them.

The large cigarette factory at Hankow has been working regularly. According to the customs, the shipments of cigarettes from this port in 1912 were about twice those in 1911. As most of the output of the local factory is shipped to other parts of the country, the export figures will give a rough idea of the extent of its business. The cigarette business is entirely in the hands of the British-American interests.

SICILY.

Concerning imports from the United States into Sicily, Consul Hernando de Soto, Palermo, Italy, sends a report showing that the total imports of 1912 over 1911 show a gain of approximately $550,000, including articles from Porto Rico. The value of tobacco and cigarettes imported during 1912 is valued at $601,263, and of this sum $480,218 is credited to the United States. This is a little more than seventy-nine per cent. of the whole.

The rapid gain in the tobacco and cigarette trade may be easily figured when the above totals are compared with those of 1911. In that year the total imports of tobacco and cigarettes were valued at $247,057, of which the United States is credited with $180,861, which was about seventy-three per cent. of the whole.

PERSIA.

Regarding Persian trade with the United States, Consul Gordon Paddock, at Tabriz, sends a report showing that the tobacco exports to this country in 1910-11 amount to only $281, while 1911-12 shows a total of $3581, an increase of $3300.

Most of the Persian tobacco is grown in the provinces bordering the Caspian Sea and shipped from Resht, but a superior quality of tobacco, known as "Novtscha," is now produced in the Urumia district of the province of Azerbaidjan from seed imported from Kurdistan in Asia Minor.

AUSTRALIA.

There has been a large increase in the imports of merchandise into Australia over 1911, says Consul General W. C. Magelssen, at Melbourne, which resulted in an unfavorable trade balance, and which has presumably been a leading factor conducing to the prevailing stringency in the money markets.

The imports of tobacco into Victoria, Australia, during 1912 were valued at $2,064,233, and of this amount $1,548,759 worth was from the United States, or about seventy-five per cent. of the whole. Tobacco exported from this port during the same year was valued at $382,167.

SWEDEN.

Consul General Ernest L. Harris, at Stockholm, advises that during the past few years numerous foreign cigarette firms have come to Sweden and erected factories in order to avoid paying the custom duties levied on imported cigarettes. As a rule these factories are established for the express purpose of manufacturing some particular brand that has become well known throughout the world. The industry, on the whole, has been exceedingly prosperous, although the large number of firms and factories striving for a share of the market has made competition very keen. An idea of how sharp the competition is may be seen from the fact that one factory has offered to a local wholesale dealer cigarettes at seventy cents per thousand.

Ten years ago a well known Finnish company erected a factory at Sodertalge, near Stockholm, and since then has sold no less than 717,300,000 of a special brand of cigarette. For the first six months of 1913 its sales amounted to 56,500,000.

About four years ago the British-American Tobacco Co. erected a factory in Stockholm for the production of cigarettes only. Among other foreign firms represented by factories in Sweden is the Egyptian "Khedive" and a Danish company in Malmo. It is also expected that a prominent Russian firm doing a large business with Sweden will soon build a factory in Stockholm.

The present Swedish duty on imported leaf tobacco is 12.16 cents per pound. To make one pound of cigarettes it is necessary to have practically one pound of raw tobacco, and there is therefore a saving of thirty-six cents a pound through manufacturing them within the Kingdom, for the import duty on cigarettes is 48.53 cents a pound. There has been some discussion in the Swedish Parliament as to the feasibility of increasing the duty on raw tobacco, but fears have been expressed that should such action be taken the earnings of the cigarette factories might be affected to such an extent as to react to the detriment of the wage earners.

MEXICO.

Consul General Arnold Shanklin, at Mexico City, advises that the leaf tobacco exports of that country are gradually falling off on account of the constantly growing demands of the home market and the fact that Mexico now possesses some of the largest and best equipped cigarette factories in the world. These factories are now increasing their use of the home-grown tobacco, the quality of which, of late, has shown considerable improvement.

VENEZUELA

Consul Thomas W. Voetter, writing from La Guaira, regarding the value of imports into Venezuela for 1912, shows that the total amount of tobacco and its products brought in was valued at $13,519. Of this sum the United States received $5171, Germany $2946 and Great Britain $2392, all other countries $3010.

Plans Larger Factory

Immediately upon his return from abroad, August Sensenbrenner, a cigar manufacturer of San Diego, Cal., announced his intention of preparing for an enlargement of his factory. It is said that a new building with double the capacity of the present one will soon be erected.

While abroad, Mr. Sensenbrenner visited the tobacco market at Amsterdam and made large purchases of Sumatra leaf which is now on its way to his factory.

"Montana Sports" To Have Larger Home

The largest cigar factory in the State of Montana is being anticipated by the city of Livingston, where the alterations and additions to the Garnier factory, producing "Montana Sports," will soon have a capacity surpassing that of any cigar factory in Montana.

With the additional space and machines provided, the capacity of the output of the factory will be about 60,000 cigars a week.

The members of the firm making "Montana Sports" are Charles Garnier, Sr., and Charles Garnier, Jr. They are having no trouble in creating a market for the brand, but have been handicapped by lack of room to care for the rapidly increasing trade.

The "Montana Sport" cigar has attained a high reputation as a good smoke and is known throughout Montana and adjoining states. The two proprietors spend their time looking after the interests of their product.

The House of Quality, Los Angeles

THE word "Quality" has an alluring sound to the smoker who chooses his brands with care, and the smoke shop in Los Angeles, known as "The House of Quality," carries a full line of brands that lives up to the demands of the name.

Charles Gensler, who is manager of this stand, has the reputation of giving unequalled service, courtesy and reliable smokes to his many patrons.

It is easy to understand why the "House of Quality," located at 215 South Spring Street, is rapidly growing in patronage and prosperity.

Chicago

Protest Against Lighted Smokes In Cars—Business Is Steady and Competition Keen—New Cuban Consulate Open

CHICAGO, ILL., October 27, 1913.

NOW that the season of the closed street car has been ushered in with a blizzard that went its way in a few hours, attention is directed to the many protests appearing in the daily papers lately against the practice of carrying lighted cigars into the cars. The average cigar smoker who intends to travel but a few blocks dislikes to give up his weed and therefore carries it with him into the car, there to burn and smolder, much to the annoyance of the nostrils of other passengers.

There is an ordinance against the practice and the street car companies have rules about it, but neither is enforced, much to the joy of the smoker and the annoyance of the non-smoker. "Veritas," "Pro Bono Publico" and others of like ilk, have been having their say about it in the papers, but nothing has come of the agitation.

Chicago is not one of the "open car" cities, anyway, the closed vehicles being operated preponderatingly throughout the year. The smoking habit has not been specially noticed during the summer, with the windows open, but the cool days of the fall have caused the windows to be closed and the consequent protests. A few nights ago a young lady's wrap was set on fire by a half-burned stub and only prompt action by fellow passengers prevented perhaps serious damage. As it was, the young woman's wrap was ruined and the offending smoker promised to buy her another.

There is nothing exciting about the tobacco trade here just now. Business is, perhaps, normal, but that is all that can be said for it. Competition is keen, prices are being cut and every fellow is out for himself. Both jobbers and retailers say business is not as good as they expected and in the next breath declare that orders are plentiful and that everyone is happy. It seems to be a case of paying one's money and taking one's choice. Certainly the field is well-filled and smokers cannot complain of lack of places in which to buy their favorite brands. Chicago has the reputation of being a dirty city because of the smoke from its stacks, but not all the smoke comes from stacks by any means. It is one of the largest tobacco consuming centers in the United States and its tobacco merchants do a volume of business that is staggering in its figures. Just now things seem to be resting for the rush before the holidays, with everybody in the business alert to get his share of the business when the rush does set in.

Disheartened by several months' ill health, Solomon E. Hanoch, head of a cigar manufacturing firm at 203 East Thirty-seventh Street, committed suicide in his bedroom a day or two ago by firing a bullet into his temple. He was dead before the officers and a physician arrived. Hanoch lived at 200 East Thirty-seventh Street, a few steps from his manufacturing plant, where he had been in the morning for a final survey of his business affairs. His wife said his affairs were in good shape and attributed his suicide entirely to illness.

The United Cigar Stores has begun another of its periodical cigarette specials, this time featuring the "Oxford," a Khedivial production, at ten cents, offering extra certificates as an inducement to buy. All of the Chicago stores have large displays of the cigarettes in the windows.

Charles L. Miller, whose place of business is on Jackson Boulevard at one of the busiest sections of the city, much of the east and west traffic passing by his door, has added the "Magno" Havana line to his offerings, the goods being from the factory of L. Sanchez & Co. Mr. Miller has been at French Lick Springs for two weeks, but is again at the store in active charge of things. He is featuring "James Stuart," of Francisco Bolano & Co.; "Tasso," of P. Verplanck & Co., and "El Estio," of Barron Bros.

Best & Russell stores continue to feature "Abbey" ten-cent cigars as a part of their window displays and are also paying much attention to the "Owl" five-cent goods.

Howard Hews, recently appointed receiver of William E. Ward, the well known cigar dealer at 23 East Van Buren Street, who went into bankruptcy, has found tentative assets approximating $7000 and liabilities a little in excess of $6000. It is doubtful if the assets will realize the above figure at market sale. Mr. Ward has the sympathy of the trade in his difficulty, as he has always been one of the most highly regarded men here in the business. There is a general hope that he will be enabled to renew his business alliances.

Headquarters for the new Cuban consulate have been opened in suite 16, Security Building, southeast corner Madison Street and Fifth Avenue. T. Estrada Palma is the new consul.

Robert Brunton, a late addition to the selling staff of Grommes & Elson, is covering Iowa and Illinois and specializing on "Ben Bey" Havana cigars. He is meeting with splendid success for these fine goods.

Jack Tobias, member of the firm of A. M. Tobias & Co., cigar dealers at 313 East Fifty-fifth Street, is being congratulated by all of his friends, his engagement having been announced to marry Miss Irma Oppman.

Albert Breitung has obtained the cigar and tobacco concession in the Corn Exchange Building at Adams and La Salle Streets. This is store No. 10 in Mr. Breitung's string of smokeries and will be located in the rotunda of the building.

Peter Wohl, of the Wohl & Comstock Co., has returned from a trip to Cuba, where he made extensive purchases of Vuelta Abajo for "Evangelina Cisneros" cigars, the factory brand.

G. W. WHITCOMB.

May Close for Lack of Hands

The Brudno Cigar Company, of Ashtabula, O., has made a statement to the effect that if they cannot obtain sufficient hands within sixty days, the factory will be closed and moved away.

Every effort has been made by the Brudno Company to secure help; advertising space has been used liberally, circulars and cards have been sent out, and the newspapers of the city have made appeals but to no avail.

The Greenlund school law has operated to some extent against this firm securing help, but it is the belief of the Brudnos that there are plenty of boys and girls over school age who need employment. It is pointed out that a boy or girl, even inexperienced, can make fair wages, while those who become proficient should earn at least $10 a week.

San Francisco

Portola Carnival Now On—Jobbers Have Put Up Attractive Window Displays—Manufacturers Getting Home From Eastern Trips—"Flor de Moss" To Be In Window Features

SAN FRANCISCO, October 20, 1913.

This is pre-eminently the retailer's week. The Portola Carnival, to commemorate the four hundredth anniversary of the discovery of the Pacific Ocean, does not officially begin until Wednesday, but the retail cigar men are pleased to note that strangers are coming in freely already, and that not a few of these are smokers of good cigars. The week opened well and the trade is hopeful of one of the best weeks of the entire year. The jobbing trade, which last week was very lively as far as city trade was concerned, has eased off some, the needs of the retailers having apparently been satisfied for the time being. Traveling men in nearby territory have been called in, in a good many cases, as it is thought that a great many outside dealers will be in the city this week and next, and help will be in demand at the wholesale houses.

Some very attractive window displays have been put in by jobbers and manufacturers' representatives. The El Sidelo people have put in a number of handsome windows at various retail stores; and the Sanchez & Haya windows have already attracted a lot of attention. M. A. Gunst & Co. have put in a lot of nice windows in their own stores, some of them especially of a Portola order and some merely to win trade. One of the latter is their "Ten Cent Straight Selections." This is somewhat on the order of their big hit of a few weeks since, entitled, "What a Nickel Will Buy." The ten cent straight window contains an attractive showing of "Van Dyck," "Solace" and "Robert Burns" cigars and "London Sherbet Mixture" tobacco.

Joe Hartman, who has been the specialty man for Seidenberg & Co. on the "Roi-Tan" line, has resigned his position with that house. He is uncertain whether or not he will remain here or return to the Salt Lake section, where he was formerly located.

Sam Caro, traveling representative of Mendel & Co., is now here on his regular Coast trip, having come down from the Pacific Northwest early in the week.

Charles H. Knubel and E. C. Hull, the California Street brokers, are still out in their Northern territory and will not be back in San Francisco before the end of November, according to present countings. Mr. Knubel is in Butte, Mont., and Mr. Hull in Spokane, Wash.

The new establishment of the S. Bachman Cigar Co. at Los Angeles is to be formally opened about the end of the week, and M. Falkenstein, who is a member of the new corporation, but makes his headquarters in San Francisco, is in the South supervising the work.

Robert J. Boltz, of Boltz, Clymer & Co., is expected in a day or two on a visit to the San Francisco office.

Several cigar and tobacco men who have been traveling among the Eastern factories are now getting back to their offices. Among them are T. W. Harris, head of the Tobacco Co. of California; Henry Bohls, of H. Bohls & Co., the local tobacco and cigarette manufacturers, who is making short visits in several Northwestern cities on his way home from New York, and D. Frankel, of Frankel, Gerdts & Co., who has reached Los Angeles and will be here in a day or two.

Julius Unger, for some time manager for M. A. Gunst & Co. in the Hawaiian Islands, returned a few days ago from his farewell trip to Honolulu, and is leaving to take up his new position as manager for the company at Seattle, Wash. Morgan Gunst is temporarily taking charge of the Los Angeles branch.

R. V. Morrison, representing the Cayey-Caguas line, has been calling on the local trade for the last week.

I. Danziger, the local cigar broker, is entertaining S. Harris, a veteran of the Nevada trade, who has come down for the Portola.

Frank Garcia, head of F. A. Garcia & Bro., has just left by the Southern route, after spending several days in San Francisco and Portland, Ore.

S. Hoffman & Son, the Polk Street retailers, are branching out, having opened a branch stand at Polk and Sacramento Streets, a block above their present location.

W. H. Scothorne, the popular cigar man of Mission and 22nd Streets, was married recently to Miss Annie C. Lynch, of this city.

Ezra Rehfeld, well known in Bakersfield, Cal., as a promoter of boxing contests, has bought out the Monte Carlo cigar store of that place, formerly owned by Johnny Swett, and is making a number of improvements.

Herman Moss, of the S. R. Moss Cigar Co. of Lancaster, Pa., has just received a lot of window decoration material from his factory, and expects to get in some effective work along this line during the Portola.

A new local corporation is the Sanchez-Martinez Cigar Co., organized by A. L. Harris, D. A. and J. I. Hennessey, with a capital of $25,000.

W. S. Tisdel, representing the Liggett & Myers Tobacco Co., has just left for the Philippines, intending to study market conditions with reference to plug tobacco and cigarettes.

Tillmann & Bendel, agents for the "Sanchez & Haya," "La Turina" and several other well-known lines, have been getting in a large supply of holiday packages, which are already going out rapidly. They have done considerable work in preparation for the Portola festival, and their goods are accordingly having a great sale this week. A part of the work, the effect of which will be more than temporary, is the placing of many fine window displays featuring special sizes of Sanchez & Haya goods, both here and in Oakland.

H. H. Manley, representing the American Cigar Co. on the Coast, is now visiting the Northern cities. On his return from a trip to Los Angeles early this month he was very well pleased with the business and outlook for his lines in the southern part of the State.

Marc Brummer, of the Regensberg factory, is in San Francisco this week visiting with Charles Mattheas & Co., the distributors of the American line of goods.

Louis Erdt, of "Melachrino" and "Nestor" fame, is in San Francisco this week calling on the trade and seeing that his lines are put well to the front during the carnival days.

M. A. Gunst & Co. are still selling "Alhambra" Manila cigars and are keeping well sold up to arrivals. Another shipment of 700,000 is due this week.

ALLEN.

Pittsburgh Stogie Strike Settled

The strike of the 1100 members of the Tobacco Workers' Union, No. 1, of the I. W. W., of Pittsburgh, Pa., after almost four months of bitter struggling has at last been settled. The strike started on July 1st.

The workers have resumed in the factory following the agreement of the manufacturers to the following terms: Recognition of the Industrial Workers of the World; better sanitary conditions in factories; weekly pays; no profane language in shops; no children hired against child-labor laws; 54 working hours a week, instead of 60 and 70; a grievance committee of three union representatives and three manufacturers authorized to settle all trouble, and wage increases.

Selak & Hoffman Incorporate

Selak & Hoffman, located at 413 Market Street, Wilmington, Del., manufacturing the "Escanaba" and "Patriarch" brands, have recently changed their title to Selak & Hoffman, Inc., with A. W. Selak, president; John B. Hoffman, vice-president and treasurer, and John B. Phillips, secretary of the new organization.

Toledo

A. J. Seifert Withdrawing From Manufacturing Business —Toledo Club to Erect New Home at Cost of $300,000 —Large Freight Robberies Uncovered

TOLEDO, O., October 28, 1913.

With the cigarmakers still protesting that A. J. Seifert, cigar manufacturer at 428 Front Street, discharged one of his men not for incompetency but because he did not want to pay the union scale, Mr. Seifert still adheres to his position that he has gone out of the cigar manufacturing business. The contention of the cigarmakers that Mr. Seifert is still buying more stock is denied by Mr. Seifert, who says that he has returned goods ordered for cigars. "I have merely stopped the manufacture of cigars, but will continue the sale of tobacco," he said. "The revenue books will show the situation conclusively. I will gradually close out my stock and quit." Mr. Seifert has been in business for nineteen years.

The Toledo Club will erect one of the finest clubhouses in the country at the corner of Madison and Fourteenth Streets. It will cost $300,000. There will be five stores and basement, and will take fourteen months to complete. Meanwhile, the club will make their headquarters at the Secor Hotel.

Marshall Sheppey, manager of Berdan & Co., has returned from an extended tour of Europe, including England, Scotland, France, Austria and Germany. Mrs. Sheppey accompanied him.

George F. Feilbach accompanied the Toledo Association of Credit Men to Detroit recently to attend a dinner given in their honor by the Detroit Credit Men's Association.

Detailed working of an organized system of freight robbery that has cost the railroads approximately $400,000 in stolen merchandise during the last nine months were recently disclosed by the police department. More than fifty thousand cigarettes were identified, to say nothing of many shipments of cigars and tobacco.

MAUMEE.

Premiums and Novelties *Spokes in the Wheels of Business*

THE rapidly-growing struggle among the manufacturers of cigars, cigarettes and tobacco, for the supremacy of their respective brands, has led to the use of novelties and premiums in quantities, and to an extent, never before known in the history of the trade.

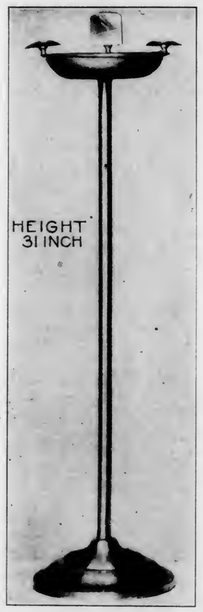
The retailer has found the use of smokers' articles a most productive method of popularizing his shop and boosting his brands. Competition is stronger than ever before and the use of alluring articles for the "den" or smoking room, given as premiums or as advertising novelties, is proving a most healthy way of encouraging trade and making new friends for the store.

We believe that our readers will be specially interested in a series of brief descriptions of articles that may be used in the tobacco trade in one way or another. We have secured the co-operation of many of the manufacturers in giving their products an introduction to the tobacco manufacturers and retailers, who desire to stimulate the sale of their goods.

There are some articles that may prove too expensive for premium use, but they will be found to be popular with the consumer if offered over the counter at retail. No "smokeshop," today, is complete without a good line of smokers' accessories.

Full information as to prices and quantities may be secured from the manufacturers, whose addresses are given in every case. We will consider it a favor if, when writing, you mention that your attention has been directed to the articles by THE TOBACCO WORLD.

Live retailers who are anxious to show something new to their customers in the line of smokers' articles, are constantly watching the products of the novelty factories.



Herewith is illustrated an all solid brass smoking stand with a removable glass bowl, an article that is attractive in any home, useful and decorative. It gives comfort, convenience and ease to the smoker after his day's work is done and he settles down in an easy chair to enjoy his after-dinner cigar or pipe.

Solid brass ash trays with extra trays, for use in card games or at any stag gathering, porcelain tobacco jars, cigarette humidors, cigar humidors, pocket lighters, penknives, cigar cutters, cigarette cases, and a hundred other novelties of the finest workmanship and material, are among the products of the factory turning out the smoking stand illustrated herewith.

Any dealer will be well repaid by investigating this line of goods, with a view of attracting the holiday trade. All the articles mentioned above can be advantageously sold over the counter of the retailer, and at this season of the year the prospect for trade of this sort is particularly alluring.

The firm manufacturing and importing the above line is Bayer & Pretzfelder, located at 5 East Seventeenth Street, New York City.

An exceedingly popular form of advertising, and one that is of particular interest to the tobacco trade, is the use of the safety match.

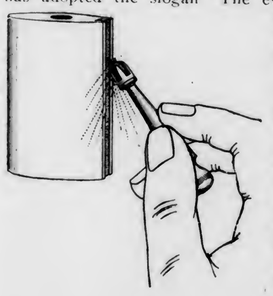
When one considers the continual demand for "a match," it is not hard to see the tremendous circulation and benefit accruing therefrom, to those who use safety matches as a form of advertising.

There are about sixty matches to a box and an ad on the box has a chance to be read that number of times before it is thrown away. When the box is passed around, as it is many times, every man who handles it is sure to read the ad. A box of matches to a customer is sure to have your ad read on it many times before it has passed from usefulness. Who ever heard of a man throwing away a box of matches? Nobody. The box stays in the pocket until the last match is used.

A box of safety matches with the business card on it, carries much further and brings greater results than a card which is quickly soiled and thrown away. The day of the safety match for general use has arrived. Nine out of every ten men you will meet carry a box. The unhandy parlor match has long since passed into decay so far as the smoker is concerned.

To give you an idea of the wonderful field that the safety match covers, interested persons should write to the Paul Masson Co., 104 South Gay Street, Baltimore, Md., for their booklet called, "Every Match is an Ad." Don't miss reading it!

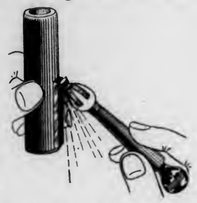
A new type of pocket cigar lighter lately on the market is the Auermetall Jr. Lighter. The firm producing this has adopted the slogan "The everlast ever-lasting iron match," and it would seem to fit this type of lighter very nicely.



Its manufacturers claim for it that it cannot get out of order as it has no mechanical parts; there are no wicks to renew; it cannot light in the pocket, nor can it open; its weight is one ounce; it is abraided like a match and can be used as a torch.

Under the Auermetall name this company puts out a Midget Lighter which embodies all the salient features of the larger type but weighs only one-half an ounce.

Both these lighters are sold under the guarantee of the patentee and manufacturer for any length of time, if directions are followed.



There is is question but what the pocket cigar lighter is growing in favor with smokers, and up-to-the-minute cigar dealers are keeping in touch with the manufacturers in order to have their smokers' line modern in every respect.

The Auermetall Lighters, which retail at a very reasonable price, are manufactured by the Treibacher Chemical Works, 317 East Thirty-fourth Street, New York City.

There are many lines of metal ash trays on the market today, and almost all of them are proving of particular value to the retail cigar trade as well as to the jobbing houses. The former can use them to retail over the counter as a premium, while the latter find it advantageous to supply them as souvenirs to hotels, cafes, etc., that are handling their brands.

It is a question whether any of them combine so much in the way of appearance, service and value as the line of Twisco Combination Ash Trays here illustrated.

The tray shown here is all brass with a removable or permanent glass center as desired, and a felt base preventing scratching of the desk or table. This handy article is at once an ash tray, a cigar rest, match box holder and paper weight, and is efficient for all these purposes. An advertisement can be placed beneath the glass center if desired, and it shows up splendidly.

Some manufacturers and retailers have already used these trays to an advantage, and others interested in the Twisco line will receive additional information if they address The Twisted Wire & Steel Co., Metal Specialty Dept., 515-21 Greenwich Street, New York City.

The makers of silverware, in both solid and plated goods, have long provided a line of novelties in the way of smokers' sets, tobacco jars and service trays, which are most interesting in their variety, and make a quick appeal to high-class consumers. The International Silver Co., of Meriden, Conn., turn out an especially attractive line of silver-plated smoking sets. We show herewith, their smoking set No. 172, which is composed of four pieces—a cigar holder, match holder, ash receiver and tray. These are all silver-plated with gold linings, making a handsome centre table ornament. Such a set as this sells almost on sight at a good margin of profit.

The same company have a line of tobacco jars which merit a great deal of attention. Illustrated herewith, is their tobacco jar No. 803, on a one-third scale, which is appropriately decorated and is a handsome ornament. It has a beaded rim and silver-mounted cover, being listed at $5. Dealers interested in this line of novelties should address the International Silver Co., at Meriden, Conn., for their elaborate catalogue.

"Knox County" Cigars Booming

Jacob Augustine, who makes the "Knox County" cigars, located at Bloomfield, Neb., reports that business in that section is excellent. Fourteen months ago he started making this brand at the rate of 1500 a week, and the demand has increased to the point where he is now turning out 5000 a week. He says he could do a still larger business, but that scarcity of labor has handicapped him.

Mr. Augustine has had a run of misfortune during the past six months which would have completely downed a man of less sterling worth. Last April his factory was visited by fire, and after he had collected the insurance, he found that it only amounted to one-third of his total loss. Within six weeks, a cloudburst in Nebraska visited the town and totally destroyed all of his leaf tobacco stock. With honesty and energy as an asset, Mr. Augustine went to work to recoup his fortunes, and he now advises us that he is quite on his feet and paying dollar for dollar upon demand.

His cigar business is booming and the "Knox County" brand is well distributed in the territory around Bloomfield.

Mr. Augustine asks "The Tobacco World" to make public acknowledgment of his thanks to the leaf men who helped him along in his difficulties.

G. W. Zander, Oklahoma, son of M. Zander, under whose direction he is working, is meeting with much success in the distribution of "44" cigars in that territory.

LEAF TOBACCO MARKET

Pennsylvania Crops Practically All Cut—North Carolina Sales Break All September Records—Big Buyers Keep Out of Wisconsin Fields—Fancy Prices Being Paid For Burley Crops

PENNSYLVANIA

LANCASTER, PA.

Practically all the tobacco that is of any consequence is cut and the bulk of the 1913 crop is now under cover. That which was properly ripened when put away is taking on a good brown color already. The quality is reported to be good, but the quantity is a disappointment, as the crop is only about one-half that of 1912.

Late planting, severe heat, together with wind and storms ruined hundreds of acres and this has had quite a discouraging effect on the growers. But despite this fact there is likely to be a largely increased acreage of Havana next year, and everyone is anxious to secure good seed.

No Pennsylvania broadleaf has yet been sold, but some Havana has changed hands at prices ranging between 13½ cents and 15 cents a pound. Some of the hail-cut leaf brought between 3 and 5 cents a pound. It is not thought that any more Havana will be sold as low as the prices mentioned.

There are as yet no buyers in the field and if the extensive manufacturers who were active in buying during the last few years do not crop up there is likely to be a lull.

The uncertain crop has had an adverse influence on early buying, and in addition the fact that much of it was cut green, it will require more care in the buying of it.

Criticism is offered that the crops are not receiving the care that they did years ago, and the handlers are replying by saying that this is due to the fact that the buyers have been taking the good, bad and indifferent at the packers' prices, just as they went along.

The 1912 packing is being sampled and is pronounced of excellent quality. None has been sold yet and the trade is therefore unable to gauge the prices that it will bring.

The 1911 goods have practically been cleaned up by the recent sales. However, there is still some of the 1909 goods hanging around, and the dealers are refusing 11 to 12 cents a pound for it, with the idea that better offers will come.

KENTUCKY.

LOUISVILLE, KY.

Reports show that seventy-two per cent. of the Burley tobacco is already in the house and is curing fairly well. The general impression seems to be that the crop will be very short and that what there is will not be of an extra quality.

Kentucky farmers have been hit very hard by the drouth this season and all crops have suffered without exception. Reports of the condition of the Burley crop, as handed in from thirty-four counties, shows eight poor, four mixed, four fair, seventeen good, and one county, Trimble, excellent. The yield is averaged at sixty per cent.

The weed that is left in the field is developing fast and should make an excellent grade of heavy, dark tobacco. Buyers are invading the fields endeavoring to pick the best of the season's crop, but it is considered a little too early for judging.

LEXINGTON, KY.

Tobacco growers in this section have practically finished housing the weed, and are now busy sowing a cover crop of rye or wheat. The tobacco is doing fairly well in the matter of curing, but there is some that has house-burned badly.

The cool weather caused a general rush on the part of the tobacco growers to cut and house their tobacco, and only a few crops are left standing here and there.

Notwithstanding the fact that the tobacco is not yet cured, buyers are offering fancy prices for the harvests. The increased price of tobacco has caused the farmers to take a greater interest in that crop, and there are many who abandoned it who now intend to enter the field again.

WEST VIRGINIA

WHEELING, W. VA.

According to all reports the tobacco crop in West Virginia this season will be the finest grade ever produced, and it is estimated that the offerings will approximate 11,000,000 pounds during the fall and winter.

Throughout the State tobacco is being stripped preparatory to the opening of the local market, which will take place either late in November or the first of December. It seems likely that good prices will be secured and quite unlikely that there will be much of the "sky-rocket" bidding such as occurred last season. One thing is certain, and that is that prices will be more uniform.

The danger of frost and house-burning is past, so that the condition of the crop should be excellent. Indications are that the conditions of the crop in this State will have something to do with general conditions, judging from the queries coming in from large concerns regarding it.

WISCONSIN.

EDGERTON, WIS.

The weather during the past week has been more favorable for the curing of the late shedded tobacco, and it is likely that a few more days of good weather will place the late crop beyond all possible chance of damage.

The harvest this year extended a week or so later than the average season, which has added additional risk to the curing of the crop. Fortunately the warm, dry days that we are having will help considerably in bringing about the curing so much desired. As at least one-fourth of the crop is affected by the weather now, every day of good weather means much to the grower.

The sampling and cleaning of last year's packing is not yet finished and but few of the samples have yet been shown in the eastern markets.

As yet the buyers of big firms, who generally purchase the bulk of the crop, have been kept out of the field. Considerable riding has been done by the smaller operators, and it is claimed that contracts have been placed for about two thousand acres. It is probable that more would have been placed had the growers been agreeable to accepting figures that range around eleven cents.

A few lots of 1912 have been marketed at a fair price, but the demand is strong for binder of any description.

THE CAROLINAS.

WILSON, N. C.

The sales of tobacco on North Carolina floors in September amounted approximately to $10,000,000 and the total number of pounds which changed hands is given as 47,344,030. The enormous sales broke all September records and it is said that something like twenty per cent. of the markets are not included in this report, so that when all figures are in there will probably be other records broken as well.

The biggest sales, of course, were at Wilson, with Kinston next. It is a significant fact that the biggest sales were in towns in the eastern part of the state, where the cultivation of tobacco is a comparatively new crop. It is said that tobacco prices have ranged high this year throughout the state notwithstanding the unusually large crop.

Tobacco men will be surprised to find how rapidly the crop is being sold. Sales are being made rapidly and the breaks are large. The reason for this is that there is a fine manufacturing crop and prices are high. The big breaks will be over soon and then everyone will be wondering where the tobacco went so soon.

Wrappers are very scarce and their appearance brings for them, according to quality, etc., from twenty to sixty cents a pound.

Warehousemen estimate that the market will sell 20,000,000 pounds this year, which will put them at the head of the state markets. About sixty-five per cent. of the crop has been sold and the balance has in the neighborhood of three or four months to get to the market. At present the price is averaging about twenty-one cents a pound.

FLORENCE, S. C.

Tobacco sales in South Carolina have established a record this year, exceeding 33,000,000 pounds to date, with an average price per pound that is higher than any of the previous three years.

During the crop season there have been 19 markets and 42 warehouses in operation and during the month of September there were 18 markets and 40 warehouses.

Judging from reports there will be a still greater acreage in South Carolina next year. The business men of Cheraw are practically certain of tobacco growing in that section next season, and an effort is being made to establish a market at Georgetown in connection with the further cultivation of tobacco in that vicinity.

No doubt there will be several new markets in South Carolina next year.

VIRGINIA

RICHMOND, VA.

Weather conditions have held back the deliveries to the warehousemen, as it has been fine for crops, and the farmers have been devoting the good days to sowing. The bright leaf markets are receiving plenty of tobacco and it is bringing good prices.

Goods offered the warehousemen while not in the best of order, had good color, although the leaf was a trifle thin. Lower grades of sun-cured goods seemed to comprise most of the stock, while there were some late primings.

Business is active in bright flue-cured goods. The old stock is about exhausted, and the dealers are selling the re-dried and repacked brights of the present year's crop.

Complaint is offered that while the bright goods are all right in body and texture, they are somewhat off color, and this has caused an additional demand for the better colored brights of last season. The late buyer will have to stand for a good price when he tries to purchase the high-colored goods of 1912.

CONNECTICUT

SUFFIELD, CONN.

The weather of the past week has furnished an opportunity to the growers for them to get down their primed tobacco. Some of the stalk cut has also been taken from the poles.

When the sun shines there is a rush of tobacco men to get their sheds open so that the dampness of the recent murky spell will have a chance to dry out of the tobacco. There are no signs of pole sweat and the crops are curing in an excellent manner.

There has been a lull in buying. Some purchases have been made, but at lower prices than the first sales, and the buyers are still looking all around. Everything points to a good wrapper crop.

First Selectman F. Howard Ensign, of East Hartford, who is also a tobacco grower, is engaged in the unusual occupation of harvesting his second crop of tobacco from the same plants. He cut his first crop about nine weeks ago, and imagine he was surprised soon afterwards to find new leaves sprouting out. The maturing leaves have been untouched by frost and are said to be of good size and quality.

Controlling Diseases That Injure Tobacco

It is of interest to the tobacco grower to know that the Bureau of Plant Industry of the Department of Agriculture of the United States, is constantly devising, with the aid of its specialists, methods of controlling diseases that injure tobacco, and that recently important discoveries, of great value to the tobacco grower, have been made.

It is well for the farmer to bear in mind that field stations of this bureau are scattered throughout the country, and that one may be located near him where he may receive just the help he needs for the successful raising of his crop. The Bureau of Plant Industry gladly furnishes to any one who writes, information regarding its experiment stations.

"From Field to Factory"

"From Field to Factory," is the title of an interesting brochure recently issued by the Allen & Wheeler Co., of Troy, O., who are introducing tobacco direct to the manufacturer under the trade name of "Tawco."

The opening sentence quotes a statement from THE TOBACCO WORLD regarding the quality of Miami County grown cigar filler.

The introduction is followed by a detailed account of the processes through which the seed and its product passes until it is ready to be submitted for sampling.

Those not thoroughly acquainted with the various handlings of leaf tobacco, will find this "Tawco" brochure a valuable pamphlet to read thoroughly in a leisure moment.

Chance to Test Wisconsin Law

The recently enacted Paul Law will now have an opportunity to be tested if anyone so desires, owing to the disastrous storm which swept Vernon County during the middle of the month. According to estimates gathered, at least 200 tobacco sheds were razed, their contents scattered to the winds or submitted to a thorough soaking.

The law provides that the buyer shall pay the grower the agreed price at the date of contract, on delivery of the tobacco, without regard to what has happened to the tobacco during the interim from the date of contract to date of delivery, provided the imperfections that may be found are not caused by the willful neglect of the grower.

If the law means what it says, the farmers suffering from the storm, who have sold their crops, may still get the price agreed upon at the date of sale. Such being the case, what does a Wisconsin tobacco grower want of insurance; he doesn't even have to pay a premium for this protection.

Aside from the financial loss occasioned the farmers by this disaster, it will further curtail the supply of available 1913 binder leaf.

Heard Among Leaf Men

A. Cohn & Co. have opened their tobacco warehouse on Tolland Street, East Hartford, and will employ about 100 hands.

The recent warm spell had a tendency to start Connecticut leaf to moulding, but the sudden change prevented serious damage.

On October 13, Danville, Va., warehouses sold more than a million pounds of tobacco. This came on top of a week of record-breaking sales.

Most of the farmers in the vicinity of Durham have finished with their tobacco crops and it is thought that there will not be a leaf left by Christmas.

Very little choice leaf is making its appearance on the Cincinnati markets. The new crop of low quality leaf makes the packers think that by holding off a little they will obtain better prices for the old tobacco.

The Raleigh, N. C., Chamber of Commerce, has started a crusade for the re-establishment of a tobacco market in that city. Figures show that the production will warrant this market being re-opened.

Reports from Carlisle, Ky., show that prices are sky high, so to speak. Some of the best crops have brought $20 a hundred, while medium is bringing from $14 to $17 a hundred. Some of the finest harvests are being held for $25 a hundred.

The Kentucky law legalizing the pooling of tobacco has been attacked in a brief filed with the United States Supreme Court by a farmer convicted of violating a pooling agreement, as contrary to the Sherman Act. The conviction is being reviewed by the court.

Z. E. Richardson and Paul Pewitt, both of Bowling Green, Ky., who are on a tobacco inspection tour through the West, believe that tobacco can be made one of the regular crops of the State of Idaho. They have expressed the opinion that Utah and other inter-mountain states will prove equally favorable to the growth of the leaf.

Floyd County, Indiana, according to figures compiled by the State Statistician, for 1912, had ten acres of tobacco under cultivation, producing 4950 pounds. Switzerland County, which is next to the smallest in the state, had 2712 acres planted in tobacco, which resulted in a production of 2,460,100 pounds. The total acreage of Indiana for 1912 was 12,606 acres.

The leaf tobacco exhibit at the State Fair at Richmond, Va., was, according to growers and dealers, the "best ever," and many premiums went to the exhibitors. The exhibits of sun-cured and other dark goods were exceedingly large, completely overshadowing the meritorious displays of bright tobaccos.

H. D. Archibald, of Slaughterville, Ky., awoke on Monday morning, October 13, to find his enormous tobacco crop of 80,000 pounds soaring skyward in flames. Mr. Archibald places his loss at $14,000, with very little insurance. A few nights previous he found a warning regarding the marketing of his tobacco, tacked to his gate. He, therefore, believes the fire to have been of incendiary origin.

Pittsburgh

Preparing for the Holidays—Stogie Strike About Settled—Sales on "Jenkinson's Best" Growing—Business Good in the East End—Liggett & Myers Open Premium Store

PITTSBURGH, PA., October 23, 1913.

J. E. Bock, representing R. A. Bachia, New York, is going among the trade introducing a new package, 12 in a box, which sells for $1.

W. J. Schuch and A. A. Evans, of Bloch Bros., are working the downtown trade with a 10 per cent. rebate on 16 oz. "Mail Pouch," and are having a big run on the goods.

Mr. Wilson, of Bacharach & Co., Franklin, Pa., was in town this week selling the "La Famosa" and "Franklin" cigars.

H. O. Webb, formerly with Siller-Norten & Barnes, and Haworth & Dewhurst, is now working the downtown trade for Reymer Bros.

Jos. Zimmermann has placed an electric sign, 8 feet by 5 feet, which has Mazda 10 watt lights, on his building. This sign can be seen for 10 squares from his place of business.

The "Gatos" cigars are distributed by the W. J. Gilmore Drug Co.

Fred Nicholas, representing H. Sommer Co., of Quakertown, Pa., was in town working on the "La Tadencia" brand, a broadleaf cigar, and has placed same in the following well-known stands: Newells, Henry Hotel, Bismark and Antler Hotel. I. Robins & Son are distributors for this brand.

Mr. Baron, of the Siller-Norten & Barnes Co., claim the "El Roi-Tan" is 82,000 oversold. They cannot deliver the goods and are packing no 1/40's in the smaller sizes.

The stogie strike in Pittsburgh is just about settled. The factories are having to pay an increase in all departments.

M. J. Powers, representing the Compeer Cigar Co., reports a big sale on "Plantista" cigars in Pittsburgh for the month of October. Mr. Powers has been spending two weeks with Mr. Brocket, salesman for Haworth & Dewhurst. "Plantista" cigars are selling fine in all the Pittsburgh stores.

The Liggett & Myers Tobacco Co. have opened a premium department at Water and Smithfield Streets, in the Jenkinson Co.'s store. The premium station is meeting with success.

B. W. Berman is working on the "Piedmont" cigarettes. This brand is meeting with great success. He also obtained a good distribution on "Favorite" cigarettes.

A news item that we regret to publish is that our old friend, J. S. Kerns, is in financial trouble. His business at Liberty and Smithfield Streets is in the hands of a receiver. Mr. Kerns, during his twelve years at this one stand, has made many warm friends who sympathize with him in his misfortune and hope that his future will be more successful.

"Look for the Green Band." This slogan seems to be uppermost in the minds of the salesmen of the Bock-Stauffer Co., who are working hard on their green banded two for five stogie, called "Jenkinson's Best." Mr. Merriman, one of the city salesmen, reports the sale on this piece of goods big and getting bigger. They are a mild smoke.

C. L. Weaver, of the Deisel-Wemmer Co., Lima, O., makers of the "El Verso" and "San Felico" cigars, was in town this week. The W. J. Gilmore Drug Co. are distributors for this brand.

Sol. Cohn is in town looking after the high-grade smoking department of the American Tobacco Co. He reports business good. The trade is taking to the new 16 oz. "Briar Root" jar; also "Imperial Cube Cut" and "Blue Boar" 16 oz. jars, for the holidays. Mr. Cohn looks after the high grades in New York, New Jersey and Pennsylvania.

Wm. R. Pope, representing the new Patterson Bros. Tobacco Co., is in town this week in the interest of "Whip" and "Queen" smoking tobaccos.

E. J. Murray, representing Adolph Frankau & Co., was in town this week. He reports business is good on their pipe line, and is very well pleased on the sale of "Craven Mixture."

William C. Rosenfeld, of Salvador Rodriguez, was in town this week in the interest of "Charles the Great" cigars.

Wm. E. Dunkinson, of D. Theocardis, is in town in the interest of their brands of cigarettes.

Business is reported very good in the retail stores in the East End on account of the new theatre opening and the big East Liberty Exposition opening this week.

Holiday packages have shown themselves on this market and they are going good among the trade.

The following visitors were in town this week in the interest of the tobacco business: E. H. Heath, of the El Draco Cigar Co., Philadelphia; H. L. LaBar, of E. M. Schwartz & Co.; E. G. Dunlap, of Lopez Hermanos & Co., Tampa, Fla.; C. L. Staples, of Park & Tilford, New York; Ben J. Strauss, of Rey Strauss & Co., Tampa, Fla.; W. G. Gestal, of Marcelimo Perez & Co.; Joe Carlisle, of A. Santaella & Co., "Optimo" cigars; Jose Garcia, of Perfecto Garcia & Bros.; Mr. Solomon, of Solomon Bros. & Stern; Philip Verplanck, of Philip Verplanck & Co.; E. J. Murray, of Adolph Frankau & Co.; Mr. McBurney, of V. Mancelo Merina & Co.

A. J. F.

Patents of Interest to Tobacconists

1,057,893, cigarette machine, P. J. Ruscher, St. Paul, Minn.
1,058,232, tobacco pipe, S. W. Gunn, Feeding Hills, Mass.
1,058,671, combined match-box and burnt match receptacle, A. C. Hall, Richmond, Va.
1,058,611, tobacco retainer, R. G. Lowman, Richmond, Va.
1,058,710, tobacco pipe, P. F. Barton, Victoria, British Columbia, Canada.
1,058,734, tobacco pipe, C. F. Dolle, Cincinnati, O.
1,058,999, cigar cutter, C. H. Patten, Providence, R. I.
1,058,823, feeding device for tobacco leaves, G. F. Whiting, Washington, D. C.
1,059,827, cigar cutter, C. P. Cabrera, Hillsdale, N. J.
1,059,956, smoking pipe, W. E. Davis, New Ipswich, N. H.
1,059,724, tobacco leaf counting and grading apparatus, T. E. Fearon, Philadelphia, Pa.
1,059,693, humidor, E. S. Woods, Chicago, Ill.
1,059,992, cigar band, W. Intemann, Brooklyn, N. Y.
1,061,234, tobacco pipe, H. Froehlich, Central Aguirre, Porto Rico.
1,061,236 cigar end cutter, J. A. Fuller, Providence, R. I.
1,061,074, cigar lighter, W. Heym, Berlin, Germany.
1,060,706, match-box, N. W. Basnick, Dante, Va.
1,061,009, smoking pipe, A. F. Rippel, Greenwich, Conn.
1,060,876, means for making cigar fillers, F. Zahn, Hanau, Germany.
1,061,757, treating the tipping material of cigarette tubes, E. Koerner, Dresden, Germany.
1,061,696, concealed cigar holder and mouthpiece, J. O. Smith, Moberly, Mo.
1,061,930, cigar wrapper counter, D. Strasser, New York, N. Y.
1,061,931, counter for tobacco wrappers, D. Strasser, New York, N. Y.
1,062,093, treating tobacco, D. A. Gallagher, York, Pa.
1,063,066, combined tobacco receptacle and pipe filler, G. E. Robinson, Esher, England.

Designs.

44,080, casing for cigar lighters, P. A. Adamian, Boston, Mass.
44,096, match-box holder, J. L. Gaffney, Chicago, Ill.
43,802, match and cigarette holder, C. W. Hopkins, Montclair, N. J.

Labels.

16,926, "Tampa Insurecto Cigar Co." (for cigars), Tampa Insurecto Cigar Co., Tampa, Fla.
16,934, "Olympiad" (for cigars), Florencio Vega & Co., Chicago, Ill.
16,930, "La Tamara" (for cigars), A. C. Henschel & Co., Chicago, Ill.
16,942, "Call Boy" (for cigars), A. C. Henschel & Co., Chicago, Ill.
16,952, "Italo American Cigar Mfg. Co" (for cigars), Antonio Massaniso, Providence, R. I.
16,959, "El Planco" (for cigars), Schmidt & Co., New York, N. Y.
16,965, "The Quality Cigar, a Popular Favorite" (for cigars), American Lithographic Co., New York, N. Y.
16,966, "Cigars" (for cigars), American Lithographic Co., New York, N. Y.
16,967-8, "Smoke Cigars" (for cigars), American Lithographic Co., New York, N. Y.
16,969, "Tabacos Royales" (for cigars), American Lithographic Co., New York, N. Y.
16,973, "Slendora XXX" (for cigars), I. Isenberg, Wheeling, W. Va.
17,031, "Progress Phoenix" (for cigars), J. McBride, Phoenix, Ariz.
16,994, "Fabrica De Tabacos Cigarros De Primeros" (for cigars), American Lithographic Co., New York, N. Y.
16,995, "Quality Cigars" (for cigars), American Lithographic Co., New York, N. Y.
17,000, "Star Seal" (for cigars), A. C. Henschel & Co., Chicago, Ill.
17,001, "Cigars" (for cigars), A. C. Henschel & Co., Chicago, Ill.
17,006, "Russian Mixture" (for smoking tobacco), L. Kaplowitz, New York, N. Y.
17,008, "Advantage" (for cigars), The Moehle Lithographic Co., New York, N. Y.
17,009, "Double Guarantee" (for cigars), The Moehle Lithographic Co., New York, N. Y.
17,010, "Henry Wilson" (for cigars), The Moehle Lithographic Co., New York, N. Y.
17,011, "La Cubitana" (for cigars), The Moehle Lithographic Co., New York, N. Y.
17,012, "James Weaver" (for cigars), The Moehle Lithographic Co., New York, N. Y.
17,013, "El Arte Cubano" (for cigars), The Moehle Lithographic Co., New York, N. Y.
17,014, "El Importador" (for cigars), The Moehle Lithographic Co., New York, N. Y.
17,018, "Trading Post" (for cigars), Schmidt & Co., New York, N. Y.

Copies of above patents may be obtained for 15 cents each, by addressing John A. Saul, solicitor of patents, Fendall Building, Washington, D. C.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

We beg to call the attention of our readers to the fact that, owing to a mechanical defect in our Numbering Machine, there will be no certificates issued bearing the numbers from 28,300 to 29,299 inclusive.

REGISTRATIONS.

BELLE OF NOLA:—28,283. For cigars, cigarettes. October 9, 1913. A. Falk, New Orleans, La.

WALTERS' FIRST CALL:—28,284. For cigarettes. October 9, 1913. R. Walters, Detroit, Mich.

GERMAN STYLE:—28,285. For cigars. October 9, 1913. W. B. Sauer & Co., Chicago, Ill.

MY DOVE:—28,286. For cigars, cigarettes, cheroots. October 9, 1913. Louis Mehlman, Chicago, Ill.

MENDEL'S TRADE DEVELOPER:—28,287. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 9, 1913. Mendel & Co., New York.

STERLING GUARANTEE:—28,288. For cigars, cigarettes, chewing and smoking tobacco. October 9, 1913. August N. Koerting, Sterling, Colo.

DREXEL HILL:—28,289. For cigars, cigarettes, cheroots, stogies, smoking and chewing tobacco. October 10, 1913. Chas. J. Lindsay, Chiton Heights, Pa.

VAN MINDEN:—28,290. For cigars. October 10, 1913. D. Wolf-Mass. October 10, 1913.

SNOW OWL:—28,291. For cigars, cigarettes, cheroots and smoking tobacco. October 10, 1913. Judecki & Co., Buffalo, N. Y.

JERRY W.:—28,292. For cigars, cigarettes. October 11, 1913. M. M. Kitz & Co., Oshkosh, Wis.

HARRY K. THAW:—28,293. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 11, 1913. Michael Greco, Brooklyn, N. Y.

HYDE PARK:—28,294. For cigars. October 13, 1913. Wm. Zoeller, St. Louis, Mo.

LITTLE BANKER:—28,296. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. E. Waegeman & Sons, Bridgeport, Conn.

920:—28,297. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. H. C. Wolf, Binghamton, N. Y.

STJEPAN DOJCIC:—22,298. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. Canton Cigar Box Co., Canton, Ill.

JOBBER'S SEAL:—28,299. For cigars, cigarettes, chewing and smoking tobacco. October 16, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

APPRAISER'S SEAL:—29,300. For cigars, cigarettes, chewing and smoking tobacco. October 16, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

SELECTOR'S SEAL:—29,301. For cigars, cigarettes, chewing and smoking tobacco. October 16, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

GROWER'S SEAL:—29,302. For cigars, cigarettes, chewing and smoking tobacco. The Moehle Lithographic Company, Brooklyn, N. Y.

BOB CHIMES:—29,303. For cigars. October 16, 1913. Chas. B. Ireland, Millville, N. J.

ADREAMA:—29,304. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. Isenberg Cigar Co., Wheeling, W. Va.

BEST ZEST:—29,305. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. Isenberg Cigar Co., Wheeling, W. Va.

OUR MEDIA:—29,306. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. Isenberg Cigar Co., Wheeling, W. Va.

TEXICAN:—29,307. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. Kaufman, Pasbach & Voice, New York.

QUEEN DIDO:—29,308. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1913. Cole Lithographing Company, Chicago, Ill.

30 MINUTES IN HAVANA:—29,309. For cigars. October 17, 1913. Henry R. Pomar, St. Augustine, Fla.

OGNAT:—29,310. For cigars, cigarettes, cheroots and stogies. October 17, 1913. Grand Rapids Cigar Company, Grand Rapids, Mich.

BENACHLET:—29,311. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 18, 1913. H. Mansky. New York.

AROMA:—29,312. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 18, 1913. Isenberg Cigar Co., Wheeling, W. Va.

NUERA:—29,313. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 18, 1913. Isenberg Cigar Company, Wheeling, W. Va.

CITY SPECIAL:—29,314. For cigars. October 29, 1913. Robert Bevrotte, New Orleans, La.

SPANISH ROAD:—29,315. For cigars. October 20, 1913. Robert Bevrotte, New Orleans, La.

COUNTY BEAUTIES:—29,316. For cigars, cigarettes, chewing and smoking tobacco. October 20, 1913. Chas. E. Flinchbaugh, Dallastown, Pa.

BALLIOL:—29,317. For cigarettes. October 20, 1913. Apollo Brothers, 305 Walnut St., Philadelphia, Pa.

PONY PREMO:—29,318. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 20, 1913. Stanley Green, Sunbury, Pa.

FOUR TONYS:—29,319. For cigars. cigarettes, cheroots, stogies, chewing and smoking tobacco. October 20, 1913. Canton Cigar Box Company, Canton, Ill.

LORENZO MARQUEZ:—29,320. For cigars, cigarettes, chewing and smoking tobacco. October 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

PRINCE OF LAGO:—29,321. For cigars, cigarettes, chewing and smoking tobacco. October 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

PRINCE OF TUNIS:—29,322. For cigars, cigarettes, chewing and smoking tobacco. October 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

PRINCE OF SUDAN:—29,323. For cigars, cigarettes, chewing and smoking tobacco. October 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

PRINCE OF ADEN:—29,324. For cigars, cigarettes, chewing and smoking tobacco. October 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

PRINCE OF DARA:—29,325. For cigars, cigarettes, chewing and smoking tobacco. October 21, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

ZILBERSTEIN'S BEST:—28,150. Design registered for cigars. September 8, 1913. By B. Zilberstein, Philadelphia, Pa.

EVELYN Y. THAW:—28,174. Designs registered for cigars, cigarettes, stogies. October 16, 1913. By Michael Greco, Brooklyn, N. Y.

BUSINESS OPPORTUNITIES

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Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

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Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

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TABORA:—29,336. For cigars, cigarettes, chewing and smoking tobacco. October 23, 1913. The Moehle Lithographic Company, Brooklyn, N. Y.

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BERNESCO:—29,345. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1913. I. D. Bull, Nescopeck, Pa.

CANCELLATIONS.

PARAMOUNT:—25,657. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Cancelled October 10, 1913, by the Moehle Lithographic Company, Brooklyn, N. Y.

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TAXI SMOKER:—22,828. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. C. S. Delicato, Boston, Mass. Cancelled October 13, 1913.

DEG-HIGH-REE:—28,276. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Isenberg Cigar Company, Wheeling, W. Va. Cancelled October 13, 1913.

OLD CAUNCIL:—28,270. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. W. J. Neff & Co., Red Lion, Pa. Cancelled October 16, 1913.

ENTHUSO:—28,254. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Cancelled October 22, 1913. Kaufman, Pasbach & Voice, New York.

ALTITUDE:—25,723. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1913. Kaufman, Pasbach & Voice, New York.

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Keep Your Tobacco FRESH and CLEAN

PIPER HEIDSIECK

Chewing Tobacco

In a 10c Metal Box

The Package is sanitary, convenient and very attractive

The American Tobacco Company

NEW YORK

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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INTENTIONAL SECOND EXPOSURE

THOUSANDS OF

Unsolicited testimonials of the most flattering nature from the most critical and best judges of Turkish Cigarettes

Attest the merit of

FIFTY-SIX

the highest grade Turkish Cigarette the world has known—

RETAILERS

This is the cigarette for you to stock. They sell quickly and every sale is a satisfied customer.
An inspection of our factory and our tobaccos will convince the most sceptical.
It is acknowledged in trade circles that we produce the best Turkish Cigarettes.
Keep this in mind. Ask your Jobber for Fifty-Six. Manufactured by the

CADO CO., Inc., 26 Park Place, New York City

Real Fabrica De Tobacos Independiente

Sucesores De Juan Lopez, Proprietors

FLOR DE TOMAS GUTIERREZ — DE — D&G — HABANA

Dragones 4 Habana Cuba

Annexed Brands: Diaz & Garcia, Flor de Juan Lopez and Flor de Lopez y Garcia

Representative: **B. F. ALEXANDER, 206 Broadway, New York** Tel.: 6220 Cortland

CITY LIFE

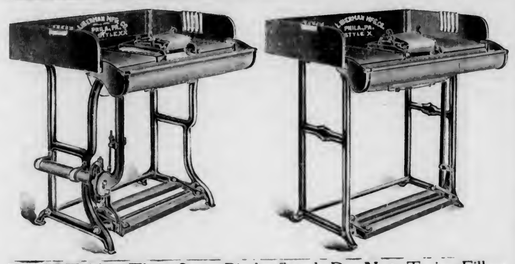
5 cent cigar

ASK YOUR JOBBERS

MANUFACTURED BY

MARION C. HOLCOMB

BINGHAMTON, N. Y.



Bunch Tables That Save Binders and Do **Not** Twist Fillers

LIBERMAN MFG. CO., 248 N. 8th St., Philadelphia, Pa.

Reynaldo

"Made so well this generation it will remain the next generations favorite"

MILD HAVANA CIGAR

Luckett, Luchs & Lipscomb

City Hall Square, Philadelphia

Makers Reynaldo and San Souci—mild Havana Cigars

Luxello, Vandalia and Copyright, hand made 5c cigars

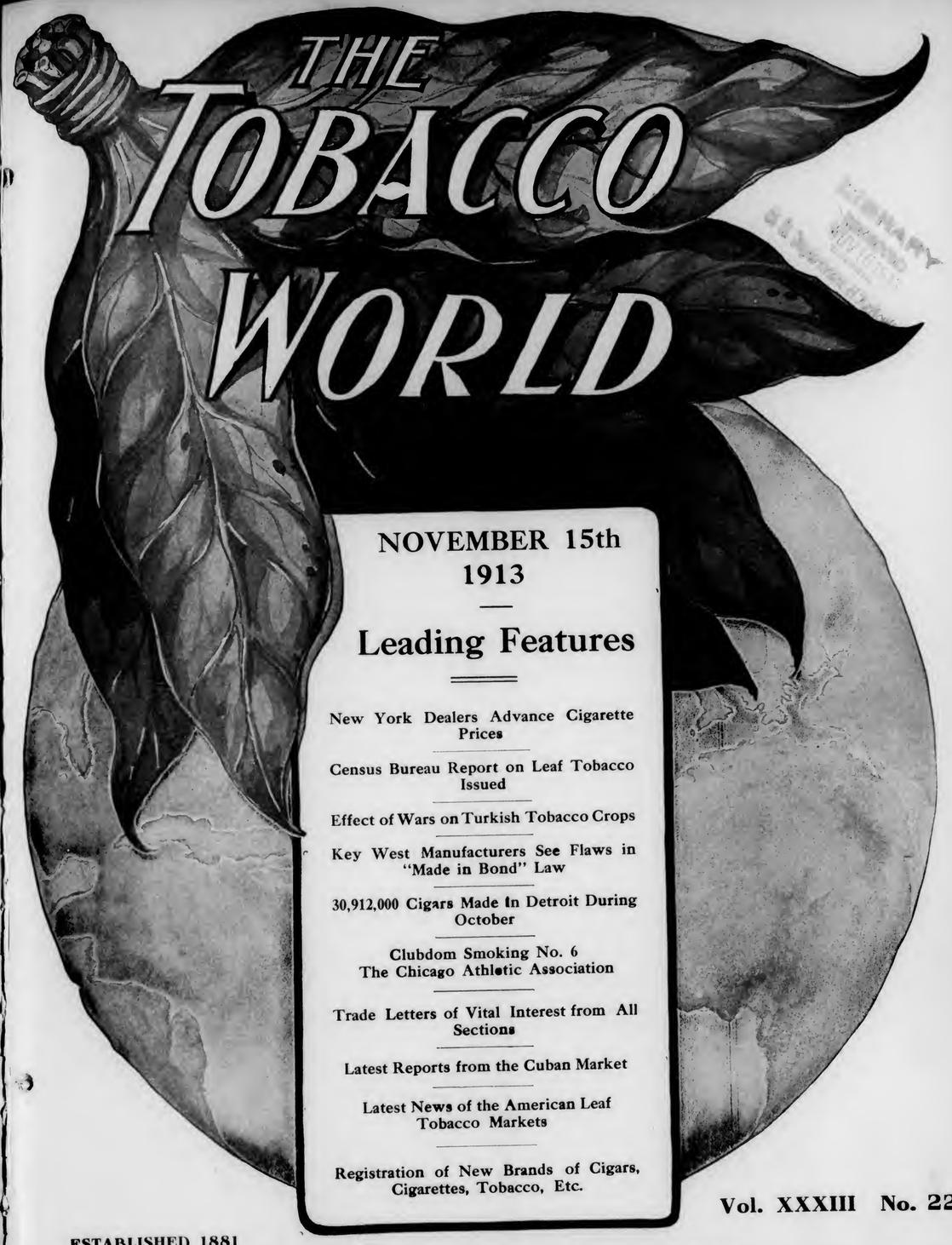
Smoke Talk No. 6

Your nerves are wiser

than your brain when they rebel against that heavy, oily Havana cigar. Don't wait for your physician to order you to mild cigars. Smoke Havana blended with light domestic leaf—the

Robt Burns

MILD 10c CIGAR



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30,912,000 Cigars Made in Detroit During October

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Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIII No. 22

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

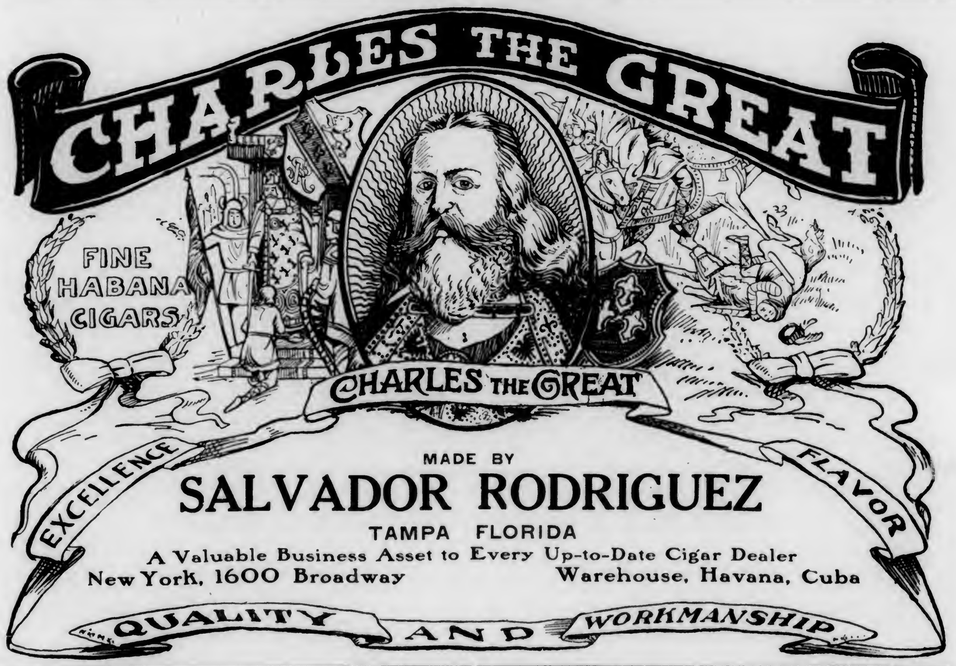
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff

Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries—gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,

Cincinnati, Ohio

F. C. LOZANO J. M. LOZANO

TRADE MARK

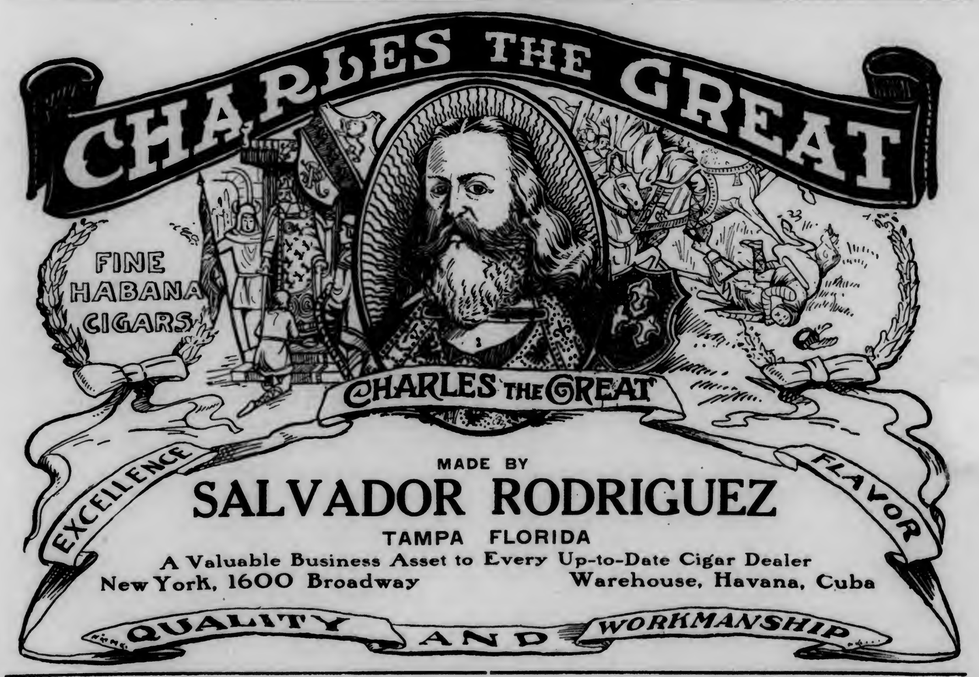
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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SALVADOR RODRIGUEZ

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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

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Brunhoff

Jump Spark Lighter with Automatic Cutter

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If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,

Cincinnati, Ohio

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
CIGARS
PHILADELPHIA

Quantity or Quality--Which?

WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

For full particulars and samples communicate with

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

El Genio — Clear Havana Cigars

Are Made in Tampa, of Havana Tobacco, by Skilled Workmen

Mild, and at the same time aromatic, they meet the demands of the American smoking public

P. VERPLANCK & COMPANY
257-265 Fourth Avenue **New York**

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK
KEY WEST CIGARS

That's All!

RUY LOPEZ CA.
MAKERS OF
Only Clear Havana Cigars
New York Office: 86-88 Fulton Street

NEED WE SAY MORE
OF

Flor de Jeitles CIGARS

5-CENT CIGARS
That have won their way by absolute merit of quality
JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

STAG TOBACCO

The 80¢ Tobacco In The 5¢ TIN

The most Phenomenal Success of recent Years.

EVER-LASTING-LY GOOD
ALSO PACKED IN POUND GLASS HUMIDORS.

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1913. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1913 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P.S.—Fatimas are very popular with all college men.

"Distinctively Individual"

Another BOLD Year

Once more **BOLD** has enjoyed an increase that is truly remarkable. Nineteen Thirteen has seen **BOLD** produce another record for sales that will live in the annals of the cigar making history as an example of real merit. Great gains have been made in **BOLD** distribution, and bountiful have been **BOLD** sales. Every reason, have we to give thanks in glad acclaim for the good things that the year has brought forth for the **BOLD.**

BOBROW BROS.
Philadelphia, Pa.

125 S. 2d St. 114 S. 2d St. (Main Office) 133 Arch St.

Hand-Made Havana Blend **5c.** **Sumatra Wrapper Long Filler**

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY
115-117 N. 3d Street **Philadelphia**

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

LIPSCHUTZ'S
44
CIGARS

"44" Cigar Co. Philadelphia

THE EDEN CIGAR

OF

BANCES & LOPEZ, Havana, Cuba

Calixto Lopez & Company

257-265 Fourth Avenue, New York

Will receive and attend to orders

Cigars Made Strictly of the Very Best Vuelta Abajo Tobacco

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**
The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.
28th and Smallman Sts., Pittsburgh, Pa.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
Manufacturers of the celebrated "ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**
E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE KEY WEST CIGAR FACTORY WEST
THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

HONESTLY ADVERTISED NOT MISLEADING
LA SARAMITA
Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended
Pre-eminent by Comparison
THE SHIELDS-WERTHEIM COMPANY, Cleveland

EL AGUILA DE ORO
BOCK & Co
HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS
Flor de J. S. Murias y Ca.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

"Our Principal"

has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

ESTABLISHED 1877 NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 Factory No. 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited

Factory and Offices: WRIGHTSVILLE, PA.

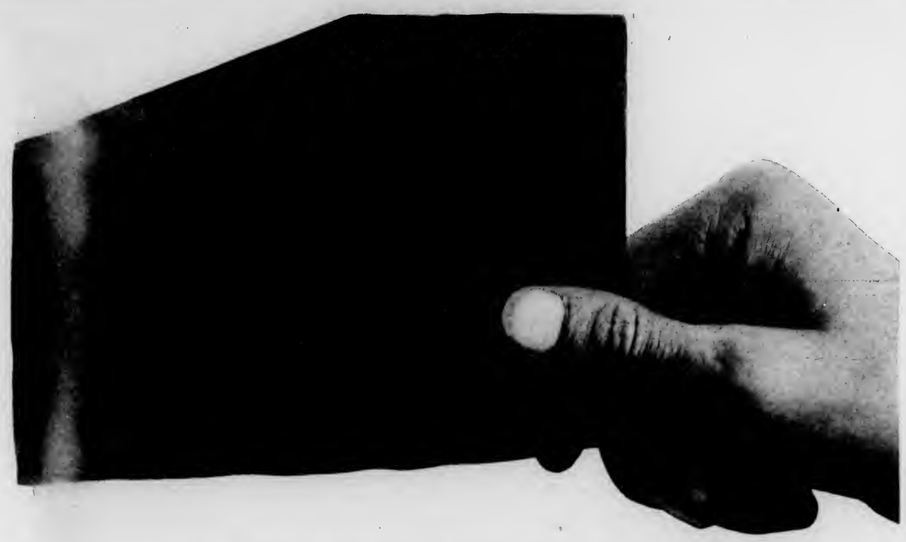
Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia



A Better Selling Cigar for Less Money by Using

STANDARD PURE TOBACCO BINDER

Grown binder does one thing *fairly* well—binds cigars. STANDARD PURE TOBACCO BINDER takes care of binding, blending and burning—all at a 100% saving over the grown product.

Makes Any Wrapper a Good Wrapper

STANDARD PURE TOBACCO BINDER is an all-tobacco tissue pressed to an absolutely uniform thickness. Naturally, it *burns* as uniformly as it is made. When guided underneath by this even burn, a coarse, oily wrapper will burn as evenly.

Effects a Unit Blend

STANDARD BINDERS are soft and succulent, neutral in flavor and sensitive to the properties of the leaf it comes in contact with. The flavor of filler and wrapper is absorbed and mingled by this binder, producing a unit blend of unvarying mellowness.

The 100% Cheaper Way

1,000 cigars require but two pounds of STANDARD BINDER, where six or seven pounds of grown binder was consumed. STANDARD BINDERS sell at 40c. a thousand, as against $1.00 a thousand for the cheapest *grown* product. On material alone, a 100% saving to join the 40% on labor.

Classified by the U. S. Internal Revenue Department as "Tobacco in process of manufacture."

U. S. Patents issued February 6th, 1912, proclaimed STANDARD PURE TOBACCO BINDERS to be manufactured only from tobacco stems, cuttings and scraps.

TOBACCO PRODUCTION CO., DEPT. H

New Milford. Conn..

Heywood, Strasser & Voigt Litho. Co.

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Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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BAYUK BROTHERS

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

139 Maiden Lane New York

It is the

Quality in Savarona

that has brought *this* cigar to the *front.*

CAYEY-CAGUAS TOBACCO COMPANY, Inc.

Water & Pine Streets, N. Y.

Paying $1.85 per pound duty does not improve quality

But It Does Increase Wrapper Cost and Diminish Profits

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in ***preference*** to Sumatra, strictly on its merit, ***regardless of cost.***

WHICH WOULD YOU RATHER BE—PREJUDICED OR PROSPEROUS? IT'S UP TO YOU.

American Sumatra Tobacco Company

144 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

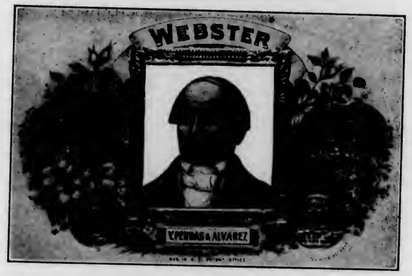
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

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NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
131 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Chenif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, NOVEMBER 15, 1913. No. 22.

NEW YORK DEALERS DECIDE TO ADVANCE CIGARETTE PRICES

Independent Retailers' Association Started Good Movement —"United" and "Schulte" Stores Approve Advance— Riker-Hegeman Store Still Under Market Prices

IT is quite evident that a truce has been declared in the cut price warfare on all brands of popular cigarettes and the leaders in the movement have evidently determined to sell goods at a slight margin of profit at least. On Monday, November 10, the United posted conspicuous signs in all their stores to the effect that there had been an advance on practically all of the grades of 10c., 15c. and 20c. cigarettes, and since that date, the prices have been as follows:

Commencing on the tenth, also, the extra coupons or certificates which had been offered as premiums on certain brands, were cut off and a 20c. package of cigarettes only carried with it a 20c. sales coupon.

The Schulte stores have advanced their prices also, selling "Salisbury," "Trophies" and "Helmars" at 9c. per package, as against a previous price of 8c., and "Moguls," "Murads" and "Melachrinos" at 12c., as against the former price of 11c. The Schulte stores do not give out certificates, so that the prices as quoted are about on a parity with those of the "United."

The Riker-Hegeman stores are still under the market and are selling "Murads," "Moguls" and the other 15c. packages at 11c. per package, with "Helmars," "Trophies" and "Lord Salisbury" at 8c., two packages for 15c.

The Independent retailers of New York, through their Association, have made strenuous efforts to accomplish the good work recorded above and to Otto Jonas, the secretary, as well as to the whole committee, which was composed of S. Weill, H. H. Hunter, Lew Gompers, Ike Starr, H. M. Konwiser, M. W. Berman, H. Greenberg, and V. J. Farley, chairman, much credit must be given for lining up the large Independent interests in the support of the advance movement.

(Continued on Page 21)

Key West Factories May Be Affected by War

KEY WEST, November 10.

With the possibilities of a war with Mexico growing every hour, the cigar manufacturers are becoming somewhat uneasy, as the local militia includes about 450 men, most of whom are cigarmakers. Orders to go to the front would seriously handicap the factories and hold up thousands of holiday orders.

Lieutenant-Colonel Samuel J. Wolf, of the cigar manufacturing firm of S. Wolf's Sons, stated to the WORLD representative that while he had received no orders from the Secretary of War, the National Guard under his command was fully equipped, with the exception of tents, to take the field with a few hours' notice.

A cablegram for the Key West National Guard to move to the scene of trouble will not be welcomed by the factory owners.

INGLACITA.

OFFICIAL FIGURES MADE PUBLIC ON LEAF TOBACCO

Census Bureau Makes Public Statistics—Represent Tobacco on Hand October 1, With Dealers in and Manufacturers of Tobacco

(Special Correspondence to "The Tobacco World.")

WASHINGTON, D. C., November 13.

THE Census Bureau today made public the following statistics on the leaf tobacco crop:

These statistics, collected in conformity with the Act of Congress approved April 30, 1912, represent, for dealers in and manufacturers of tobacco other than the original growers: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year, more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who on an average had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the calendar year; (2) all imported leaf tobacco in the United States bonded warehouses on October 1, and April 1, 1913.

Types.	Pounds of Leaf Tobacco on Hand. Oct. 1, 1913.	April 1, 1913.	Oct. 1, 1912.
Aggregate (1)	1,108,270,411	1,359,252,597	1,047,404,560
Chewing, smoking, snuff and export types:			
Burley	225,097,374	327,078,118	215,307,012
Dark District of Kentucky and Tennessee:			
Dark fired as grown in Clarksville and Hopkinsville and Paducah Districts	111,524,446	142,932,046	91,096,894
Henderson	7,818,038	13,210,207	1,022,912
Green River	50,389,414	64,999,386	42,876,262
One Sucker	31,865,951	36,982,698	22,586,298
Virginia Sun Cured	10,252,437	13,097,801	11,156,671
Virginia Dark	33,730,127	53,857,371	34,593,494
Bright Yellow District of Va., N. C., and S. C.	227,986,976	254,160,204	237,189,249
Maryland	6,772,798	3,945,559	6,644,252
Eastern Ohio Export	702,191	3,006,429	2,709,455
All other domestic, including Perique-Louisiana,	647,966	664,243	1,724,258
Total	706,787,718	913,934,062	666,906,757
Cigar types:			
New England, including Connecticut	44,093,836	51,979,997	43,777,427
New York	4,975,000	5,853,361	5,238,871
Pennsylvania	127,327,880	141,014,950	118,782,280
Ohio	83,935,930	90,327,075	89,575,075
Wisconsin	72,065,284	93,763,622	71,157,148
Georgia and Florida	8,350,969	6,231,271	7,676,950
Porto Rico	4,128,100	3,814,318	2,942,421
All other domestic	899,154	571,432	(2)
Total	345,776,153	393,556,026	339,150,172
Imported types (3)	55,706,540	51,762,509	41,347,631

(1) The 1,108,270,411 pounds of leaf tobacco on hand October 1, 1913, includes 711,679,123 for which the "marked weight" was reported (i. e., weight at the time it was packed or baled) and 396,591,-

(Continued on Page 17)

PHILADELPHIA.

Baum-Jaffe May Move Factory

IF the contentions of the up-state cigarmakers continue, it may result in some of the factories being brought into Philadelphia. This statement was made to a representative of the WORLD at the offices of the Baum-Jaffe Company. The demands of their up-state employees, they say, have caused them to seriously consider the advisability of removing their Souderton factory to this city.

The factories are considerably oversold on "Coiner," "A. J. Cassatt" and "Little Cassatt" cigars; this is due in some part to the holiday season, but the steadily increasing demands of Western territories for their brands has had something to do with them being back in their shipments.

Their factories are unusually busy on "Little Cassatt," the popular nickel smoke, and "A. J. Cassatt," in the ten-cent size.

"Bold" Cigars Forging Ahead

L. M. Walters, of the "Bold" factory, has recently returned from an up-state trip and brought in a nice bundle of duplicating orders:

He reports that C. E. Faber, of Williamsport, has worked up a healthy distribution on his pet brand, "Bold," and that the sales are unusually large.

Among the firms that favored Mr. Walters with a surprising number of duplicate orders were: T. W. Mahany Company, of Erie, Pa.; I. Steinfeldt, of Lancaster, Pa.; E. D. Gittleson, Cleveland, O.; Charles Moye & Company, of Pittsburgh, Pa.; and a new account that will prove a winner, with the Wells Cigar Store, of Wheeling, W. Va.

Henry Reisenberg, Western representative of the "Bold" cigar, starts out the coming week on his final trip for 1913 among the trade.

The factory has received a large number of repeat orders from A. C. Pilkerton, of Greenfield, Ind. As usual, his big run is on "Bold."

"Rivola" Clear Havana on the Market

During the coming week, a new clear Havana cigar will make its appearance in several of the clubs and cafes in this city. It is called the "Rivola" and will be made up in eight shapes and sizes of high-grade goods.

This cigar is made by the Rivola Cigar Company, at 310 Race Street, and will be sold by the trade according to quality, from ten cents up. The samples are excellent pieces of workmanship and will appeal to the connoisseur.

M. Rosenstein is the genial manager of the firm and is introducing the "Rivola" to the trade.

"A Norma Martinez" at Yahn & McDonnell's

A new five-inch Clear Havana Cuban hand-made cigar, called "A Norma Martinez," has made its appearance upon the stands of the Yahn & McDonnell stores in this city, and numerous patrons of the store have received cards from the factory, which, if presented at any one of the Yahn & McDonnell stores, will entitle the holder to a free "Norma Martinez."

This smoker is made by J. M. Martinez Company, of Tampa, Fla.

Fire Sweeps Rofelda Factory

On Saturday afternoon fire swept the second and third floors of the building at Third and New Streets, and did considerable damage to the plant of the Rofelda Cigar and Cigarette Company.

Fortunately there were no employees in the building, they having been dismissed for the Saturday afternoon half-holiday. Several of the firemen were overcome with smoke from the smouldering tobacco.

J. Durbin Acker, manager of the cigar department at the Twelfth and Chestnut Streets store of the Finley Acker Company, is confined to his home with an attack of inflammation of the limbs. The present trouble appears to be a recurrence of a disability which occurred during the past summer.

H. B. Smith has joined the selling staff of the Thirteenth Street store of the M. J. Dalton Company, and "Andy" Scanlan has become associated with the Fifth and Chestnut Streets store of the same firm.

Reuben Ellis, vice-president of the Tobacco Products Company, 1600 Broadway, New York City, renewed friendships in Philadelphia recently before leaving for Washington, D. C.

Cressman's "La Garcita" at Atherholt's

J. G. Atherholt, 111 South Broad Street, Philadelphia, is well pleased with his success in introducing the "La Garcita" clear Havana cigar, made by Allen R. Cressman's Sons. This new cigar retails at three for a quarter, is packed in attractive manner, and is well adapted to please lovers of high-grade cigars.

NEW YORK

"56" Cigarettes Moving Big

MANAGER Robert Appleton, of the Cado Company, Incorporated, states that they have enjoyed a steadily increasing demand for their "56" and other brands from all sections of the country and that the holiday trade promises to be an astonishing record-breaker for a cigarette which has only been on the market for a few months.

The Cado Company, Incorporated, have one of the best equipped selling forces for cigarettes, of which we know, and their advertising is of a unique and original character. Many of the brightest ideas have been successfully adopted and results are big. L. E. Cook, who was well known as a former Surbrug representative, is the latest addition to the Cado staff and he has been sending in some splendid orders from the upper New Jersey territory, which he is covering in one of the company's touring autos.

Hammerstein Machine Exhibit

On the 17th inst., Oscar Hammerstein announces that he will show to the trade his recently invented stripping and booking machine.

The exhibit will take place at the Victoria Theatre Building, Forty-second Street and Broadway, which property was erected by this versatile genius largely out of funds which he had earned from other valuable inventions in the cigar and tobacco industry.

Mr. Hammerstein is one of the most unique characters in the tobacco trade in this or in any other country, and has run the gamut from owning and editing a tobacco trade journal to making cigars by hand, and inventing machines to make them with, so that any time he has anything to say to the trade, it is worthy of serious consideration.

New Offices for Salesmen's Association

The annual meeting of the Independent Tobacco Salesmen's Association was held at Terrace Garden, New York, on November 7, and the report of the officers showed that the Association had accomplished much effective work during the past year. The election of officers resulted in the choice of Jesse G. Powell as president, succeeding Oscar Veit; J. Dublon, A. D. Scholz, J. Littman, vice-presidents; Sigmund Weil as treasurer, and Leo Reider as secretary.

The Association has decided to meet regularly at Terrace Garden, and President Powell stated that his efforts would be bent towards largely increasing the social side of the Association's work, thus promoting a broader feeling of fraternity among the salesmen who are members.

More Workmen on "Savaronas"

The continued heavy call on the factories of the Cayey-Caguas Company for "Savaronas" has compelled the Porto Rican managers to employ more hands to meet the demands. Now that the Porto Rican strike has been settled, it has not been so difficult to secure workmen, and the factories are doing everything they can to help meet the rush orders on hand.

American Sumatra Company to Remove

ON Monday next, the warerooms of the American Sumatra Tobacco Company will be removed to their new location at 131 Water Street, just across the street from their present quarters. Here, they will have a finely equipped building with particularly handsome and comfortable reception rooms for customers and visitors, as well as splendidly equipped counting rooms. They invite the trade to make full use of their offices when visiting in New York both for the receipt of mail and appointments, and similar matters.

The top floor of the building has been set apart as the sample room and with large skylights installed, customers will have an opportunity of inspecting their tobacco under the most favorable conditions possible.

S. Lowenthal & Sons Take New Quarters

The rapid growth of their business has made it necessary for S. Lowenthal & Sons to remove to their new building, 123 Maiden Lane, in order to better handle the requirements of their customers. This new building will enable them to increase their facilities considerably, and will no doubt increase their standing as one of the largest packers and jobbers of shaded tobacco in the world.

This firm owns the famous "Clover Farms" brand of shade grown tobacco, in addition to carrying all kinds of domestic cigar leaf tobacco.

H. F. Adams and Harvey Vreeland have just concluded a contract with Benson & Hedges, to handle their well known English cigarettes in the territory west of Chicago. Mr. Vreeland will have headquarters in Chicago, and Mr. Adams on the Pacific Coast. Alfred Hedges, who is president of the Benson & Hedges Company, and a distinguished Member of Parliament, arrived in New York on the third inst., on the "Mauretania."

Harry Swisher Cigar Company Increases Capitalization

At Columbus, O., certificate of incorporation has been filed by the Harry Swisher Cigar Company, of Newark, O., to increase their capital stock from $50,000 to $100,000; $25,000 to be six per cent. preferred stock.

Official Figures on Leaf Tobacco

(Continued from Page 15)

288 pounds for which the "actual weight" was reported. The corresponding amounts included in the 1,359,252,597 pounds for April 1, 1913, were 825,350,781 and 533,901,816 pounds, respectively, and in the 1,047,404,560 pounds for October 1, 1912, 578,468,729 and 468,935,831 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "marked weight" was reported in order to ascertain the actual weight.

(2) Not reported separately.

(3) The 41,347,631 pounds of imported tobacco shown for October 1, 1912, included only that reported by establishments of the size covered by the law. The 55,706,540 pounds for October 1, 1913, and the 51,762,509 pounds for April 1, 1913, include the total amounts reported by the Bureau of Foreign and Domestic Commerce as remaining in bonded warehouses October 1 and April 1, 1913, plus the imported tobacco withdrawn from bond and held by dealers and manufacturers of the class covered by the law.

V. GILMORE IDEN.

IRREGULAR PAGINATION

THE enterprise of a New York tobacconist who delivers tobacco, cigars and cigarettes, if so desired, reminds me of an experience I had, one time, in ordering some cigarettes by telephone.

It was a bitter cold night in January; there was about six inches of snow on the pavements, and the setting was perfect for a quiet little evening of five-handed "draw." I had invited several friends to join in the pastime and thought that everything was on hand to make my guests comfortable.

There were cigars, smoking tobacco, pipes and other accessories that a wise host offers for the comfort of his guests.

However, about half-past ten some one made the horrible discovery that there were no cigarettes. As there were two present who smoked nothing else, and they having exhausted their private supplies, it was up to me to further provide this form of nourishment. I considered with no degree of pleasure, climbing out of my smoking jacket and slippers and walking three or four squares to a cigar store, and then thought of the telephone. I called the druggist about four squares away, knowing that he would send what I wanted, no matter if it had been four miles instead of four squares. This man is a wonder; "service" and "efficiency" are his mottoes; if you were a good customer nothing was too much trouble, and he would just as soon send his boy, or even go himself, two miles in a howling blizzard at night to deliver a forty-cent prescription, as he would to send a two-dollar order three blocks on a fine May morning.

But to resume; the boy answered the telephone. It was Mr. X—— on the wire, would "Doc" send him a box of "pills" right away. Of course, what kind did I want. I replied, "Oh, 'Doc' knows; tell him to send a box of twenty." And the answer came back, "All right, sir; in about ten minutes."

And the answer came back, "All right, sir; the young lady will bring them up when the store closes. They'll be along in about ten minutes."

In about fifteen minutes there was a rap on the door. I opened it, and the janitor handed me a package. It looked smaller than the ordinary cigarette box, and was wrapped in white paper, with a rubber band around it.

An instant later a rattle from the box awakened my suspicions, and I tore off the rubber band and paper to find a pink pill box labelled "Rhinitis"; and when I took the lid off there were twenty of these pills dancing about.

And the store was closed for the night!

* * *

Even connoisseurs are fooled sometimes!

An up-state manufacturer told me a good one the other day apropos of the much maligned 1909 Pennsylvania leaf, and the joke is on a man who prides himself on being a judge of good cigars.

This man called on this manufacturer one day, and in the course of conversation, the latter proffered him an unbanded cigar, saying: "This is some of that 1909 stock you have heard so much about." The man held up his hands and said: "Excuse me, that stuff is too strong for my constitution. I smoked one once, and couldn't sleep for a week afterwards." "Sorry, that is all I've got," said the manufacturer, as he put it back on his desk.

A couple of weeks later the same party called, and this time the manufacturer handed him a handsomely banded and rather good looking smoke. After the visitor had puffed for a while, he remarked on the fine quality of the cigar and inquired what was in it, adding: "I would like to have a thousand of those to hand to my customers."

"Good enough," said the manufacturer, "you can have the thousand tomorrow. The stock is some of that 1909 leaf you scorned on your last visit." And as a final blow, he added, "and this is the cigar you refused."

And to show his sportsmanship, he replied: "Make that order two thousand." Then after a moment's silence: "Say, John, don't it beat hell how 'you can fool all the people some of the time'?"

* * *

If you were in the midst of a quiet evening game of billiards with a customer, and while glancing toward the front of your store, you saw the big plate glass window fly in all directions with a crash that would stir the dust of your ancestors, and as you were about to investigate, you heard another crash of glass and saw the big show case that faced the window start to move toward you at an alarming rate of speed, would you crawl under the billiard table or follow your customer through the back window? It being understood, of course, that the customer had taken most of the sash with him when he went through, so that you would have no trouble.

Well, after you had followed your customer, you would naturally want about three good "hoots" of something strong before you went back to investigate. Meanwhile you have convinced yourself that this being Hallowe'en, the Devil or some of his henchmen have selected you as the object upon which to vent their spleen.

Returning to your store, you find a large crowd standing around an object standing on the pavement; as you get nearer, you discover that the road grader is standing in front of your shop and that the tongue of the same has gone straight through the big plate glass window, broken the glass front of the show case facing it, and turned it over.

The laugh is, naturally, on you but you don't see it. Some boys who had been coasting down the hill on the road grader let it get away from them and the tongue did the rest. Is it any wonder that you don't see the joke? Damage to plate glass, $100; damage to cigars and show case, $50. Loss on billard game, 25 cents (by disapperance of customer); cost of "nerve tonic," 30 cents; damage to temper and nerves incalculable!

Say, if this happened to you, wouldn't it make you "peeved"?

THE ONLOOKER.

THE TOBACCO WORLD

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Why Are Tobaccos High?

Taken on an average, the prices of tobaccos all over the United States, are high. The buyers say so, the brokers say so, and the manufacturers affirm it to be true. Wrapper goods, filler goods, binder and smoking and chewing tobaccos are all bringing prices that make the grower feel good.

Some claim that in the case of chewing and smoking tobaccos the foreign corporations are at each other's throats, trying to make the "other fellow" go "busted" in buying his raw material; they say that the reason cigar leaf is higher is because there is real competition among the large manufacturing companies.

There may be something in these reasons offered, but the real cause to our minds is "supply and demand."

Throughout the world there is a rapidly-growing demand for bright tobaccos. Virginia-grown tobacco is going into cigarettes all over the world, and in ever-increasing quantities. Since China has abandoned opium, the cigarette has become the elixir of life in the Flowery Kingdom.

In the United States we are manufacturing more cigars than ever before in the history of the industry. There are more people to smoke cigars, and anyway we are using more and more of them each year.

Crops have been bigger than this year, and so has the acreage. There is no more tobacco, taken on an average, being planted despite the rapid increase in the consumption of the finished cigar; and it seems only natural that prices should go up.

* * *

Heavy Call for High Grades

In our travels among the leading Philadelphia manufacturers of cigars, we find that the demand for the high-grade goods, ten cents and up, surpasses any year to be remembered. The orders are coming principally from the East, West and the Pacific Coast.

While the holiday season is partly responsible for this, the high standing that the Philadelphia hand-made goods have established for themselves has had something to do with it. One of the oldest manufacturers as shown one of our representatives a large number of orders for 1914, which would seem to indicate that the present boom will continue into the new year.

* * *

A Petty Retail Policy

Any intelligent observer is free to admit that the retail tobacconist must, in the present day of bitter competition, watch every needless expenditure of a penny in the conduct of his store, but we have observed recently, a condition in several shops which would seem to call for the strongest condemnation, i. e., the entire absence of lighting facilities,—no matches, no automatic lighting device, not even the time-honored gas jet with its feeble flame.

In a prominent Broadway store a few days since, we saw a gentleman purchase one dollar's worth of imported cigars and after clipping one of them, he placed it in his mouth and turned to light it. Imagine his surprise when he found there was no lighter and his further chargin, when he asked the salesman for a match, to be informed that there were no available matches, but that he could purchase one for a penny in the automatic vending machine on the counter, which stared him in the face. This appears to us, to be economy with a vengeance, and the smoker quickly expressed his just resentment at the niggardly spirit exhibited.

There is no gainsaying the fact that smokers the world over regard matches as universal property and everyone in the United States has, at one time or another, accosted absolute strangers and asked them to give a match without the least fear of being rebuffed. Strange to say, too, in this connection, men will go to considerable trouble to search through their pockets and provide the needed lights.

As to the ethics as to whether or not the retailer should be called upon to supply matches, it is needless to argue. The custom is founded as solid as a rock and, taken all in all, we consider it a good one.

With the scores of ornamental and effective lighting devices which are offered to the retail trade, we do not consider any shop properly equipped unless they have immediate lighting facilities provided for their customers, and any attempt to eliminate such facilities is sure to react on the retailer in an unfavorable way and will tend to lose him valuable customers.

The United Stores have, since their inception, given out their familiar "Shield" paper matches with the utmost liberality and without regard to the fact as to whether the applicant has purchased goods or not. As a consequence they have received untold quantities of advertising in every household in the land.

A man who buys a smoker wants a light for it, and it seems distinctly up to the dealer to see that he receives one without additional cost.

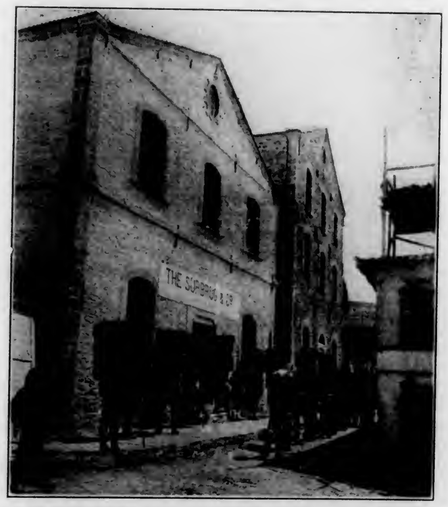
EFFECT OF WARS ON TURKISH TOBACCO CROPS THOUGHT SERIOUS

American Consuls Write of Conditions—Macedonian Crops Very Small—America Next to Austria in Tobacco Purchases—Interesting Notes on Tobacco Culture

(Illustrations are by courtesy of the Department of Commerce of the Bureau of Foreign and Domestic Commerce.)

AN authority, located in Constantinople, writes that the Macedonian tobacco districts have suffered considerably through the two Balkan wars. He says:

"Communication between the various villages and towns has been completely suspended for months, so that it has been impossible to move the crop from the up-country districts to Cavalla and Saloniki, while during the occupation of Cavalla by the Bulgarian troops it was impossible to ship tobacco from this port. As postal communication was also stopped, the tobacco dealers in Saloniki and Constantinople were unable to obtain any information regarding their stocks warehoused in the tobacco-growing districts. Since the withdrawal of the Bulgarians, transit between the villages is again possible, and the export of tobacco has also recommenced. Owing to the action of the German consul in Saloniki, the Greek railway authorities have placed cars at the disposal of the German dealers in Xanthi, and these have now begun to move their stocks.



Transferring Bales of Tobacco from One Magazine to Another. This is the Only Means of Transportation in Cavalla, Owing to the Steep Streets

The other dealers have still to rely on ox wagons for bringing their tobacco to Cavalla, and are paying fifty para per oka (two cents a pound) for carriage. Although this is an exceptionally high charge, it is being willingly paid, for the dealers are very anxious to get their tobacco from Xanthi. Political conditions in Western Thrace are so uncertain that no one can say how long order and quietness will prevail. The Macedonian tobacco crop this year will probably be a very small one. There is no really reliable information as to the exact amount available, but there is no doubt that tobacco prices will advance very materially. It has been impossible to prepare the fields in many cases, and where this has been done considerable damage has since been inflicted. Many villages have been burned down, while the inhabitants have fled from many others, and, in short, there have been very few spots where tobacco has been planted and ripened."

Consul General Ravndal, at Constantinople, in a report published in the Daily Consular and Trade Reports, calls attention to the possibilities of raising Turkish tobacco in America. He points out that we are next to the largest consumers of that export, and that experienced men believe that the Southwestern States afford a good field for its culture. He presents the following comments:

"During the last few years, the consumption of Turkish cigarettes has so increased in the United States that today there are more Turkish cigarettes smoked than all kinds of cigarettes put together six to eight years ago. Cigarettes appear to be taking the place of cigars, and it is believed that at present some 12,000,000,000 cigarettes are smoked in the United States in a year.

"Several American companies are established in Turkey and in the European territory held by Turkey before the recent war, for the purpose of buying local tobacco. About twenty-two native Americans, mostly from the Southern States, have become residents for this purpose. Their headquarters are at Cavalla in Macedonia. Offices and warehouses are also maintained at Smyrna, Samsun, Xanthi, Saloniki, Serres, and Ismid, Athens, and Souchoum, Russia. There are about 1750 employees on the pay roll at Cavalla, 1000 at Xanthi, 1000 at Smyrna, 800 at Samsun, 250 at Ismid, 200 at Saloniki, etc. For the last three calendar years the exports of tobacco to America have reached the following totals: 1910, $3,902,643; 1911, $8,620,324; 1912, $10,010,952. America next to Austria is Turkey's best tobacco customer.

"Experienced men believe that in the Southwestern States and perhaps elsewhere in America, Turkish tobacco can be raised successfully, and it is thought that it might be worth while to encourage the industry. While suitable soil and climate naturally are the prime requisites, a great deal depends upon a thorough knowledge of the proper methods of planting, curing, and handling the tobacco."

Regarding tobacco culture in Turkey, Consul Alfred S. Northrup, at Trebizond, has sent to the Daily Consular and Trade Reports, an interesting article regarding the characteristics and prices, the Russian competition and the planting and harvesting. He deals with the subject as follows:

"Platana is a small village on the Black Sea coast about ten miles west of Trebizond and is well known on account of its natural harbor and its special grades of tobacco. Communication with Trebizond is usually by land, which takes about one and a half hours with a good carriage. Steamers rarely call there unless previously advised that there is a sufficient quantity of tobacco to be shipped, except the Russian boats, which call almost every Saturday in the tobacco season.

"The annual production of tobacco at Platana is about 3,500,000 to 6,000,000 pounds, of which only one-fifth is high-grade tobacco. The Regie des Tabacas has at Platana a branch office, with extensive depots, with capacity of over 5,000,000 pounds of tobacco.

"Platana tobacco is weak and has little aroma, the leaves are large and of light color, and while it does not keep like other good tobaccos, it is much valued in Egypt, being used by manufacturers there to brighten the tobacco obtained from other parts of Turkey and elsewhere. Egypt takes practically all the better grades of Platana tobacco, but subject to wide fluctuations in price.

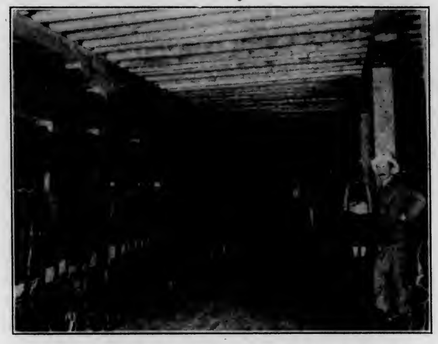
"The prices of the 1911 crop, best quality (for Egypt), were 18 piasters gold (79 cents) per oka (2.82 pounds) medium, 15 piasters (66 cents), and lowest, 12 piasters (53 cents). All bales are put together according to quality, and each lot contains about eight to fifteen per cent. 'dips' and 'hashlaks' (inferior tobacco). The prices of inferior tobacco (for Europe) were, for the 1911 crop, 18 piasters gold (79 cents) to 23 piasters ($1.01) per batman (16.92 pounds).

"The following quantity of tobacco, in pounds, was exported from Platana and Trebizond in 1912 (crop of 1911): Alexandria, 2,369,607; Rotterdam, 835,195; Hamburg, 301,101; Dresden, 84,154; Cypress, 64,836; Trieste, 33,724; Aden, 28,338; Samos, 13,086; London, 9,519; New York, 2,396; Berlin, 1,003; Amsterdam, 484. The United States does not buy any Platana tobacco. In 1912 this consulate invoiced only $397 worth of tobacco, and that was produced at Trebizond, while $2,789,899 of tobacco was invoiced to the United States through the Samsun agency.

"The 1912 Platana market was very slack. The demand from Egypt was extremely light and several merchants who sent tobacco there report the shipments still unsold. A representative of the British-American Tobacco Company (Limited) last winter bought about 300,000 pounds of tobacco, valued at $100,000 United States currency, all shipped to the factories of that corporation in Egypt and elsewhere.

"A special export duty of 60 paras (6.6 cents), called 'raftie,' is collected on every kilo (2.2 pounds) of tobacco shipped to Egypt from Turkey.

"Platana is losing importance on account of the competition of Russian Caucasus-grown tobacco, which is rapidly improving, both in quality and quantity. Almost all the Egyptian manufacturers bought their supply for last year in Russia on account of the high prices demanded for Platana tobacco. The development in Russian tobacco is attributed largely to the aid given by the Russian Government to tobacco growers. Numerous banks in the Caucasus give every facility to the planters, advancing them money at four per cent., while in Turkey the legal rate is nine per cent., and villagers can rarely secure even that rate unless they heavily mortgage their lands, which is apt to prove ruinous in the end.



Inside of the American Tobacco Company's Storage Magazine at Cavalla. The Large Bales are planter's Bales, Made in the Villages; Small Bales are Those Repacked and Ready for Shipment

"The crop for 1912 was not very successful on account of the heavy rains in the drying season, the lack of sunshine causing the tobacco to be badly spotted. The percentage of good tobacco is low, the crop being abundant, but of poor quality. It is officially estimated at between 3,500,000 to 4,000,000 pounds.

"The soil of the Platana region seems to be favorable to tobacco culture. Though the soil is sandy and clayey and much of it mineral impregnated, the choicest varieties of tobacco are said to grow well. The region has abundant rainfall; most of the tobacco fields are near the seashore, the balance extending inland two or three miles.

"Agriculture in the Platana region is primitive, like that in every other part of this district. The modern plow has never been tried, nor any fertilizer used, except manure and a small fish called 'hamsie,' a variety of anchovy, which gives the tobacco a peculiar smell. Few fields are left to rest. The theory of rotation of crops is practically unknown, although some fields are planted with Indian corn, fodder, or beans at intervals of three to four years. In February or March the soil is turned up in large blocks with heavy forks, having two strong tines about 12 inches long and seven inches apart, and then the blocks are broken into pieces. The laborers generally work in rows of three to twelve, using their forks in remarkable unison.

"The tobacco seed is mixed with sand, sown in a hotbed, liberally sprinkled with manure and tramped with the feet. When the plants are about five or six inches high they are transplanted and watered several times a day when first set out but not long thereafter.

"Platana tobacco is not grown very high; when the plants are twelve to fifteen inches in height the tops are broken off and the shoots are pinched, a few stocks being left for seed. In the Platana region they endeavor to secure as large leaves as possible.

"Harvesting occurs about the end of July, and pickings follow each other in quick succession. The first picking, called 'dip,' comprises the lowest leaves, small, very light in color and weak in aroma. The second, called 'hashlak,' comprises the middle leaves, of medium size and quality. The third, called 'dorouk,' comprises the top leaves, stronger, larger, and of darker color. After the leaves are gathered they are strung on cords, the qualities separated, and hung on horizontal poles, to dry in the sun. Finally they are put into a damp warehouse, where they are left until they become soft, and then put into packets of up to ten leaves, and carried to the Regie depots to be weighed and sold to the merchants. The average yield at Platana is about 800 pounds per acre."

William A. Voight, of Chicago, is the new owner of the cigar store located at Gary, Ind., and until recently conducted by the Upleby Company.

The officers of the Retail Cigar and Tobacco Dealers' Association, Kalamazoo, Mich., are as follows: S. Saloman, president; Charles Stamm, vice-president; J. T. Peters, secretary, and N. M. McPharland, treasurer. The association recently held its regular business meeting.

"Education precedes progress," and also successful business. Use THE TOBACCO WORLD *to educate the retail and jobbing trade to the merits of your brands.*

Letters to the Editor

Whose New York Factory is No. 826, 2nd District?

KINGSTON, PA., November 5, 1913.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir:

Please let me know name and address of manufacturer listed under "Factory No. 826, 2nd District of New York," and oblige,

Yours very truly,
W. M. SIERS CIGAR COMPANY.

Referred to Readers.

Try the Cigar Machine Corporation

BELMONT, O., November 1, 1913.

Editor THE TOBACCO WORLD,

Dear Sir:

Kindly give me the name and address of a manufacturer of a cigarmaking machine—in your city—that is, a machine that puts the wrappers on the cigars.

Yours very truly,
E. S. ROBY,
Cigar Machine Corporation of America, Baltimore, Md.

Who Handles Honduras Leaf?

BUFFALO, N. Y., November 8, 1913.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir:

Kindly inform me through your columns what firms deal in Honduras Leaf.

Respectfully yours,
FRED NICHOLAS,
62 Day's Park.

Referred to Readers.

New York Dealers Advance Prices

(Continued from Page 15)

The committee sent out a big poster to the entire retail trade of New York calling attention to the fact that Monday, November 10, was the day for the restoration of prices, and gave the following as the figures agreed upon by the various interests concerned:

THE PRICES

Cigarettes	United Cents	Others Cents	Cigarettes	United Cents	Others Cents
Milo	20	19	Laurens	13	12
Deities	20	19	Naturals	13	12
Pall Mall	20	19	Bengals	13	12
Condax	20	19	Le Roy, large	13	12
Ph. Morris	20	19	Hoff. mags	13	12
Rameses	20	19	Nestor	12	11
Zubelda	15	14	Helmar	10	9
Omar	15	14	Trophies	10	9
Fatima	15	14	Egy. Stgts.	10	9
Mogul	13	12	Lord Salisbury	10	9
Murad	13	12	Turkey Red	10	9
Melachrino No. 9	13	12	Egypt. Pret.	10	9
Luxury	13	12	Le Roy, small	10	9

United to Sell 13c. Cigarettes & Little Cigars, 2 for 25c.

			United Cents.	Others Cents.
All 20c.	Cigarettes,	in 50's	$1.00	$ .95
All 20c.	"	" 100's	2.00	1.90
All 13c.	"	" 50's	.60	.57
All 13c.	"	" 100's	1.20	1.14
All 10c.	"	" 50's	.45	.43
All 10c.	"	" 100's	.90	.85

IMPORTED CIGARS

All imported perfectos, 20 cents each, $4.90 per box. All imported puritanos, 2 for 25 cents, $6.00 box of 50. For others than United.

All imported perfectos, 20 cents each, $5.00 per box. All imported puritanos, 2 for 25 cents, $6.25 box—For the United. No extra coupons or certificates.

All open brands of 5 and 10 cents tobaccos and cigarettes to be sold at 5 and 10 cents without extra coupons or certificates.

All above 20 cent articles to carry not more than 20 cent coupons; all 12, 13 and 15 cent articles to carry not more than 15 cent coupons; all 10 cent, not to carry more than 10 cent coupons.

Philadelphia Notes

The J. F. Portuondo Cigar Manufacturing Company, through their local representative, W. S. Cliver, have opened a number of new and desirable accounts within the past fortnight.

"Charles the Great" cigars, made by Salvador Rodriguez, New York, Tampa, and Havana, recently revived the Philadelphia market, through the efforts of Charles E. Turner.

August Kuttnauer, representing the Punch and Bolinda factories, of Havana, left Philadelphia recently with a well-filled order book. It is understood that Mr. Kuttnauer will leave New York for the return trip on November 20.

The "Flor de A. Diaz," ten-cent cigar, is being offered to the smoking public of Philadelphia, through the efforts of J. G. Atherholt, 111 South Broad Street. The new line is manufactured from finest quality Havana stock, and is made in Tampa.

Yahn & McDonnell are especially proud of the new "Hoyo de Cuba" cigar, made by the San Martin y Leon factory at Tampa, and for which they are the Eastern distributors.

The "Hoyo de Cuba" cigar is made in all the popular, as well as several original, sizes, ranging in price from the three for a quarter, to three for a dollar, enabling the dealer to cater to practically every grade of Havana cigar smokers.

The package is unusually attractive, being embellished with a tasty gold label that forms just the right setting for the rich colorings of the cigars.

Charles E. Waters, who recently joined the selling staff of Yahn & McDonnell at their Fifteenth and Chestnut Streets store, so informed his friends through an attractive announcement mailed early this month.

New Factory for "Standard Binders"

Heavy demands for "Standard Binders" have been pouring into the office of the Tobacco Production Company, at such a rate that they have been forced to disappoint many cigar manufacturers on shipments. But it will, no doubt, be welcome news to the waiting ones, to learn that this rush of orders has compelled the company to begin work at once on a new plant.

Ground is about to be broken at New Milford, Conn., where the Tobacco Production Company has recently purchased eight acres of ground with dam and water rights for the erection of a new plant. They are about to issue contracts for the erection of the special machinery necessary for the production of "Standard Binders." This machinery is of their own design and invention, specially conceived to produce the best results in making "Standard Binders." In order to keep pace with the demands, these binders will be produced at the rate of more than ten tons a day.

Foreign countries are awakening to the importance of "Standard Binders" and demands for samples and quantities in various sizes are coming from all parts of the world.

TAMPA TIPS

Orders Pile Up and Cigarmakers Still in Demand—Association Board of Equalization Appointed—Unique Campaign on "A Norma Martinez"—"Loveras" Going West by the Carload

TAMPA, FLA., November 11.

THERE is apparently no let-up in the steady output of cigars from every factory in this city and conditions as outlined in my last letter are the same as two weeks ago. There is still a shortage in cigarmakers and several thousand additional hands could easily be used by the various factories for the next thirty or sixty days.

Manufacturers are still waiting for definite and authentic information from Washington concerning the interpretation of the "Made in Bond" law and until these are received in Tampa, no further movement will be made by the manufacturers to organize a bonded factory.

President Alvarez, of the Clear Havana Cigar Manufacturers' Association, of this city, gave out last week the names of the eight members of the Association who had been appointed on the Board of Equalization for the ensuing six months. The committee includes Mariano Alvarez, Frank R. Diaz, Jerome Windmueller, Celestino Vega, A. Pendas, L. B. Gunst, T. Morgan and J. Lopez. These gentlemen, together with six of the local cigarmakers will handle all complaints and adjust all differences of employees until April next. The Manufacturers' Association is in excellent condition and the meetings are largely attended and full of interest to all members.

V. Guerra, Diaz & Company are exerting their utmost efforts to keep up with the big holiday rush on "La Megas." They have had some exceptionally choice orders during the past fortnight from their New York representative, Raymond Doebler.

The J. M. Martinez Company have been conducting a unique campaign on their "A Norma Martinez" brand. Postals have been sent out from here to selected lists of smokers in the various cities and each postal card is good for a sample cigar if presented to the local distributor in the city in which the recipient lives.

I hear that F. C. Lozano, of the Lozano factory, is expected to arrive in Tampa within a few days. Their factory is very busy at present.

A. L. Cuesta, of Cuesta-Rey, returned home a few days ago from a brief trip to Havana, where he was buying additional tobacco and inspecting their new warehouse.

Jose Lovera factory, a few days since, shipped out a solid carload of their goods consigned to Schwabacher Brothers, the Seattle distributors. There were over 500,000 cigars in the shipment and a goodly lot of them will eventually find their way to Alaska, where "Jose Loveras" are very popular.

Vice-President E. J. Stachelberg, of Sanchez & Haya factory, is a very optimistic man these days and says that there is nothing but good to report concerning their business.

PERFECTO.

Collector of Customs Pambina

The Collector of Customs, Pambina, North Dakota, brought up a ticklish question with the Treasury Department recently, when he asked for an official ruling on Article 618 of the Customs Regulations, which specifically refers to the number of free cigars and cigarettes which a tourist may bring into the United States without paying duty thereon.

It seems that Pambina is in the northern part of the state and easy of access into Canada, and that many of the citizens made a practice of running across the line, buying fifty imported cigars and bringing them home again in their auto, or otherwise, without giving Uncle Sam any duty.

The vigilant collector observed this practice and now through an official ruling, only bona fide tourists will be permitted to bring in the quota of fifty cigars, duty free. In other words, enterprising citizens who are spotted making a practice of crossing the line to secure their cigars, will have to pay the duty.

CLUBDOM SMOKING No. 6

THE CHICAGO ATHLETIC ASSOCIATION
The 12-Story Annex, Showing Madison Street Entrance

(This is the sixth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.

CHICAGO has grown to be a city of clubs, but none has a higher standing or a more splendid membership than the Chicago Athletic Association, whose home faces both Michigan Boulevard and Madison Street. The building on Michigan Boulevard is a ten-story structure of splendid design and beautiful decoration and the one on Madison Street, the two being joined in the shape of an "L," is equally adapted to the purposes of the club members. The Madison Street building is known as the "annex" and houses the women's departments as well as providing many handsome living suites on the upper floors for the use of the male members of the club.

Chicago has been long a city of superlatives and they have been rather overworked, but they must be used again, because the Chicago Athletic Association is not only one of the largest clubs of its kind in the world, but is housed in one of the most beautiful and ornate buildings. Money was not stinted in its erection, which caused much sorrow to the house managers for a long time, because of a very large, very stubborn and very active deficit. It was along about the time of the panic of 1893 and things looked very squally for the club. However, it numbered then, and does now, some of the keenest financiers in Chicago among its officers and members, and the combined wisdom of all of them pulled the club out of the "slough of despond" and set it on its firm financial feet, where it has stood ever since.

Just about the same time the club experienced a disastrous fire, but after its ravages had been repaired the club began to grow and has had a steady upward climb. It was incorporated March 18, 1890, by Charles L. Hutchinson, Joseph H. Bowen, William B. Hubbard, B. B. Lamb, R. C. Nickerson, Henry Ives Cobb and Milton C. Lightner. C. L. Hutchinson was the first president and since then some of Chicago's foremost citizens have been at the head of the club.

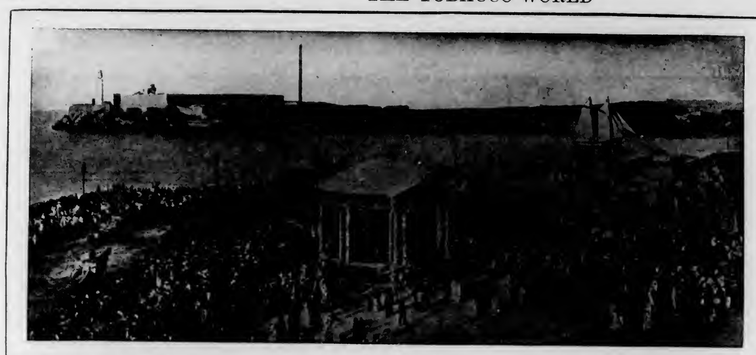
Included among these are: Robert C. Nickerson, C. K. G. Billings, former president People's Gas Light and Coke Company; William Vernon Booth, of the great Baltimore Oyster House; E. A. Potter, president American Trust and Savings Bank; F. E. Pettet, Daniel M. Lord, of the advertising firm of Lord & Thomas; Clarence K. Wooster, James K. Armsby, Henry F. Frink, lawyer and banker; Alexander A. Revell, furniture dealer and politician; Walter Fitch, broker; Lawrence Heyworth, prominent in real estate and finance; Frank W. Teeple, Charles M. Faye, of the Chicago Daily News; William A. Cameron.

It numbers among its members nearly all the names of Chicago men famous in art and literature. McCutcheon, the cartoonist, is a very active member and samples of the work of his pen and pencil are to be found in many places in the main building. George Ade has written some private "Fables in Slang" about his membership as well as about some of the members. The club is one of his hobbies, among many others, some of them acquired when he was only a newspaper reporter and others acquired since he became more famous.

The two club buildings contain one hundred and twenty-five lodging rooms, single and en suite. Some of the handsomest and most elaborate bachelors' quarters in the city are to be found on the upper floors of the club. Some of them represent an outlay of many thousands of dollars in furnishings and bric-a-brac.

The resident membership is now in the neighborhood of 2600, with a non-resident roster of 700. In addition, there are five honorary members, twenty-five Army and Navy members and fifty athlete members. The resident waiting list is between 500 and 600 and growing all the time. Membership in the club is much sought, as it is not only a fine home for the homeless and a wonderful lounging

(Continued on Page 27)



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, November 8, 1913.

WHEN we were praying for a little rain, or one good shower, we had no idea that we should receive a gift of ten days' rain, and which instead of having been a blessing has turned out to have been a calamity for the poor vegueros in the Vuelta Abajo, as the continued quantity of water has destroyed the vegetables, which are the main sustenance of their life. Those planters that had paid the high prices for seedlings, which they had transplanted previous to the twenty-seventh of October, lost everything, not alone the cost of the seedlings, but also the labor and the manure, as the fields will have to be plowed over again, and new fertilizer has to be added. As the seed beds are reported to have been all lost, new seed has to be strewn upon the ground, and this will take six weeks, before the plants are big enough to be transplanted. In this case, it would be towards the end of December before the replanting could begin. However, there is a possibility, that either some of the later germinated seeds have withstood the rains, or that seedlings could be procured from some localities, that had escaped the devastating rains. In any event, the next crop will be a late one and in all probability also a short one. Of course, there is a possibility, that if the coming months should give us the right kind of temperature, just enough rains at intervals to forward the growth of the nicotine plant, that we might have a crop similar to the 1912 one, because upon November 21st of the year 1911 we had had the same continuous rainstorms for nearly ten days. On the other hand, some people fear, that after the heavy rainfalls we might have a prolonged drouth, which would be the worst thing that might be in store for us. However, there is nothing to do except to have patience, and wait.

We were under the impression that many buyers from the United States would have come here to supply themselves with our leaf, but this has not been the case, and if it had not been for some of our commission merchants, that had received cable orders to buy leaf for their clientage, we would have had a still smaller market to report this time. One of the Spanish leaf dealers and packers of Remedios here, also found out that they had not secured sufficient stocks for their regular customers, so they stepped into our market, buying over 2,200 bales of first and second Capaduras. This has helped to swell our sales. While our dealers at present say they will not raise their figures on their holdings, no reliance ought to be placed upon such utterances, as everything will depend upon the future outlook of the coming crop, because it is human nature to profit from the mishaps of others. This applies alike to sellers or buyers, as the law of supply and demand still regulates the ruling prices all over the world.

There are enough stocks of all kinds of tobacco to be found in our market; there are very good, fair, medium and also some poor lots to be found, so the coming buyer is still able to supply himself.

Recent Leaf Sales.

Sales during the past two weeks totaled 18,176 bales, or which split up consisted of: Vuelta Abajo, 7,013; Partido, 2,465, and Remedios, 8,698 bales.

Buyers were: Americans, 10,200; one Canadian manufacturer, 755; exporters to Europe, 2,604; shippers to South America, 512, and our local manufacturers of cigars and cigarettes, 4,105 bales.

Receipts of Leaf Tobacco From the Country.

For the two weeks ending October 30, 1913.			Since January 1, 1913.	
Vuelta Abajo,	5,667	bales.	247,678	bales.
Semi Vuelta,	1,299	"	29,670	"
Partido,	680	"	15,995	"
Remedios,	9,870	"	152,562	"
Oriente,	304	"	6,418	"
Total,	17,820	"	Total, 452,323	"

Export of leaf tobacco from the port of Havana, for the two weeks ending November 1, 1913, were: To all ports of the United States, 7,590; to Canada, 755; to Bremen and Hamburg, 2,561; to London, England, 12; to Gibraltar, 26; to Buenos Aires and Montevideo, 161; thus making a total of 11,105 bales.

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Harry Ehrlich, president of the Ehrlich Manufacturing Company; Aleck Goldschmidt, of L. Bluemlein & Co.; Eugenio Lopez, of Eugenio Lopez & Co.; I. Reinitz, of Selgas & Co., and Marcelino Perez, of Marcelino Perez & Co.

From Tampa: Francisco Gonzalez, of Garcia & Vega.

From Chicago: Charles Salomon, president of the Lord Lister Cigar Company, and Eusebio Gonzalez.

From Montreal: Michael Hirsch and Nicolas Ulloa, of the Metropole Cigar Company.

From Boston: Albert W. Kaffenburgh, of I. Kaffenburgh & Sons.

Returned—Felipe Rodriguez, of Rodriguez & Co., owner of the Flor del Fumar factory.

Departures—To New York: Francisco A. Fonseca, Jose Negreira, Sam. Mendelsohn, Aleck Goldschmidt, David del Monte, Lennie Greenhall, Jose Welcher, I. Reinitz and Jose Menendez, of Rodriguez, Menendez & Co.

To Chicago: Charles Salomon.

To Montreal: Michael Hirsch and Nicolas Ulloa.

To Philadelphia: Frank Blanco.

Cigars.

The shipments of cigars from the port of Havana, for the past month of October as per our official customhouse returns, compare favorably with the same month of last year, as follows, viz.:

	Cigars.
From October 1st to October 31, 1913,	20,390,700
From October 1st to October 31, 1912,	17,114,240
Increase during the month of October, 1913,	3,276,460

The figures for the ten months of this year now read as follows, viz.:

	Cigars.
From January 1st to October 31, 1913,	150,630,856
From January 1st to October 31, 1912,	144,890,486
Increase during the first ten months of 1913,	5,740,370

If we compare the month of October this year with the one of last year, we note increases in the following seven countries:

	Cigars.
The United States,	2,128,043
Great Britain and Ireland,	519,111
France,	477,500
Germany,	386,408
Canada,	347,496
Austria,	55,510
Spanish Africa,	51,000

Decreases in the seven following countries:

	Cigars.
Spain,	341,474
Argentine Republic,	115,778
Chile,	83,085
Australia,	45,285
Uruguay,	27,966
Guatemala,	17,000
Belgium,	16,355

While the above showing is better than we had dared to expect after the very poor statistics of the month of September, and while our factories seem to be well provided with orders for the coming holidays, it seems, however, that we are not out of the dumps yet, at least if we can take the sayings of Don Ramon Argüelles, of the Romeo y Julieta factory, as an expert authority on the future of our cigar industry. When we called on him, he told us, with justified pride, that the Romeo y Julieta had made and exported the enormous quantity of 2,700,000 cigars during the past month of October, which equals to a daily output of 100,000 cigars per day. There is no other factory in Havana which could equal this output at present. But, says Don Ramon, "I am prepared to see a considerable shrinkage from now on towards the middle of January, as our chief customer, England, is not ordering as much as we have had reason to expect. The South American republics are also less anxious to order our cigars. As far as the United States are concerned it remains to be seen yet, how the new law of manufacturing in bond will work. I am not afraid that the American clear Havana cigar manufacturers will be able to cut into our export trade to Europe, or other countries, as this would require more time to study and learn, as well as overcome prejudices, but they might curtail our trade with the United States eventually."

(Continued on Page 25)

San Francisco

Porto Rico Goods "Coming Back"—Many Eastern Representatives on Coast—Bishop Jobber Takes on "Flor de Moss"—"El Roi-Tans" Increasing in Favor

SAN FRANCISCO, November 5, 1913.

BUSINESS is looking up this week, and the cigar men feel quite a bit brighter than for a long time. The busy days of Portola week were followed very opportunely by a nice rainfall—the first of the fall season, and this has added materially both to the immediate business and to the prospects. Owing to the unusual lateness of the first fall rains, a good deal of uneasiness had been manifested by dealers in some parts of the State. The breaking of the drouth has been followed by a nice revival in the country, and is certain to have a prompt effect on the city trade.

The talk is going round that a revival of the Porto Rico trade is already under way; and a number of dealers and at least a few jobbers are preparing to be ready to take care of anything of the sort that may come to hand. The Porto Rico demand fell off more or less when the Manila trade first assumed large proportions; and the steady competition of Manila lines has so far kept the Porto Rico goods from winning back all they had lost. Now, however, both Manila and Porto Rico goods, having had their ups and downs, are going ahead in a steady way according to some men who have been watching the trade. There is some speculation as to what, if any, effect the new plan of bonding the manufacturers of clear Havana cigars will have on the Porto Rico trade. The general supposition is that the new law will tend to discourage the use of Porto Rico leaf for blending purposes in this country and will thus lead to an increase in the output of Porto Rico cigars and to increased efforts to market them here.

I. Danziger, a manufacturer's representative in this city, who has been delayed in making his regular fall trip through the Northwest by some local developments, finds that he will be still further detained. It is now a possibility that the trip will be abandoned altogether and an effort made to get away on the spring trip next year a little earlier than usual in order to make one trip do for two. Mr. Danziger reports a considerable improvement in business, and he expects a very pronounced change for the better now that the long expected rains are at hand.

There is something doing in the "El Roi-Tan" line these days. R. M. C. Glenn, president of Seidenberg & Co., the makers, arrived here a few days ago; and about the same time Eddie Allenberg took up missionary work on the "El Roi-Tan" for Ehrman Brothers & Co., the distributors for Northern and Central California. Mr. Allenberg put in his first work in the San Joaquin Valley section, where he succeeded in picking up a goodly volume of business.

Ehrman Brothers & Co. have been advised by A. Santaella & Co., makers of the "Optimo" cigar, that the have applied to be permitted to take advantage of the bonding provision of the new law, and have been informed that the department may not be ready to put the inspection provisions of the law into operation before the first of the year.

W. D. Mooney, a cigar dealer of St. Helena, Cal., is in San Francisco this week, visiting the trade.

Quite a number of Eastern representatives are showing up nowadays, and all of them seem to be pretty well satisfied with their reception on the Coast. A good deal of planning for new publicity and selling campaign is being done, and a few manufacturers are known to be seeking connections here. Notwithstanding the reactionary tendencies of the time, the steady growth of population and business in California and the other Coast States is having its effect in swelling the total volume of business.

Charles S. Morris, president of Charles S. Morris & Co., arrived in San Francisco a few days ago to confer with J. J. Hoffman, of the Hoffman-Moore Company, regarding the winter campaign for the "La Integridad" cigar, the distribution of which in the San Francisco field is in charge of the Hoffman-Moore Company. The latter company has arranged to put some extra vim into the work this winter, and this will include some special work on the "La Integridad." As a starter, Joe Triest, a well-known cigar salesman, has been secured to help multiply the "Integridad" sales.

Mr. McCormick, factory representative of the "Webster" line of cigars on this Coast, left early in the week for Los Angeles, for a short stay. He will return to this city about the middle of the month. The "Webster" line is distributed in and about San Francisco by the Bercovich Company, with headquarters on Front Street.

Gene Stolz, a well-known traveling cigar salesman, who has on several occasions done good work here, is back in the old town once more, this time with the "Cortez" clear Havana cigar. At present this line has no wholesale distributor in this territory; but rumor has it, that one will be secured before Mr. Stolz leaves the Coast.

Emil Judell, junior member of H. K. Judell & Co., has been in charge of the Battery Street wholesale house for the past ten days, during the absence of H. L. Judell at Eureka, the capital of the Humboldt County territory. H. L. is partly out for a fishing trip, and partly for some business. Years ago he made the Humboldt trip for the house regularly, but has not been there for a number of years. He writes that he has been well received by his old friends and that both business and fishing continue good in and about Eureka.

Geo. Vonderheide and bride, of Bishop, Cal., who spent a part of their honeymoon in this city, have now gone South for the remainder of that happy season. Mr. and Mrs. Vonderheide will get back to the wilds of Inyo County about the middle of the month. Mr. Vonderheide, while here, arranged to carry a jobbing stock of the "Flor de Moss" cigar at his Bishop store.

Walter Reeder has opened with a full line of cigars at Modesto, Cal.

W. W. Gross, a prominent dealer of Stockton, Cal., has associated A. A. Gross with him in the business.

During Portola Week in this city Glaser Brothers, local jobbers, rented a suite of rooms in the Sutter Hotel for the entertainment of their visiting friends in the trade and their families. All the salesmen of the house were in attendance to see that the entertainment was not allowed to drag. An abundance of refreshments were served.

Marc Brummer, of the Regensburg factory, who spent a couple of weeks in this city with Chas. Mattheas & Co., distributors of the "American" cigar, has now left for the East.

ALLEN.

E. M. Schwarz Enlarging Bohemia Plant

The largest manufacturing plant in Bohemia, L. I., the cigar factory of E. M. Schwarz, is now having a commodious extension added. This will increase the capacity for hands considerably and will enable many of the inhabitants of Bohemia to work at home instead of journeying into the city every morning.

The Cuban Market

(Continued from Page 24)

We are handicapped too much by the excessive protective duties, because if the average duty paid by the American manufacturer is only $8 to $9 per thousand cigars, excluding the internal revenue tax, we have to pay on a cigar costing here $50 per thousand, and weighing twelve pounds, the almost prohibitive duty of a trifle over $53 per thousand, more than the original producing cost here. This does not seem to be fair play, and is contrary to the declared principle of the Democratic party to collect a tariff for revenue only. It has been proven by figures over and over again, that by cutting the duty in half the United States Treasury would be the gainer in its revenue, and it would still leave the American manufacturer a protection of about three times less, than what the Cuban manufacturer would have to pay. Unless we could gain in the coming reciprocity treaty, a reduction of at least 50 per cent. on the ruling duties, it might be as well to have no reciprocity treaty at all, as our sugar industry will be on a par with all other countries in 1916, and enjoy no privilege over other countries.

The ten rainy days played havoc with our factories, as some of them stopped work entirely and others were working only half the time, or say five days. For this reason some factories may be unable to comply with their order to deliver the Xmas orders in time.

H. Upmann, Partagas, Hoyo de Monterey, are all working with full steam. Henry Clay and Bock & Co. report that they are working well. Por Larrañaga is making double the quantity per day, since Don Eustaquio Alonso became the president, and the latter fears he may be unable to execute all the orders on hand for the Christmas trade. Sol is quite contented with the volume of orders on hand. Castañeda and Fonseca are working very strong. Flor del Fumar was seriously handicapped by the humidity, not daring to work the many fine sizes for the ten rainy days, and, therefore, may be unable to comply with some orders to be despatched in time for the coming holidays.

Selling, Buying and Shipping.

The principal buyers during the past fortnight were: Maximilian Stern, 1,735 bales of all kinds of leaf; Leslie Pantin, 1,525; David del Monte, 1,200; H. Upmann & Co., 1,185; Meyer & Mendelsohn, 1,019; Otto Eisenlohr & Bros., 850 additionally; J. F. Berndes & Co., 819; Mark A. Pollack, 757; Michael Hirsch, 755; L. Bluemlein & Co., 727; S. Rossin & Sons, 675 additionally; Romeo y Julieta, 520; Joseph Knecht, 350; Manuel Suarez, 345; Welcher Bros., 300; Por Larrañaga, 257, and Adolfo Moeller, 223 bales.

The principal sellers were: Jose C. Puente & Co., 2,250; Sobrinos de A. Gonzalez, 1,574; Herrera, Calmet & Co., 1,550; M. A. Suarez & Co., 1,500; Selgas & Co., 1,015; Jose Menendez, 750; F. Rocha & Co., 700; Bienes, Diaz & Co., 300, and Cardenas & Co., 247 bales.

Shippers above 200 bales for the last three weeks were:

	Bales.
C. E. Beck & Co.,	2,304
H. Upmann & Co.,	1,910
Leslie Pantin,	1,836
Maximilian Stern,	1,137
I. Bernheim & Son,	1,015
Adolfo Moeller,	1,013
J. F. Berndes & Co.,	810
Ernest Ellinger & Co.,	594
Mark A. Pollack,	569
Manuel Suarez,	508
Selgas & Co.,	270
Allones, Ltd.,	255
Garcia & Co.,	236
Sobrinos de A. Gonzalez,	218
Rodriguez, Menendez & Co.,	201

Key West

Heavy Shipments on Holiday Goods—Stormy Weather Prevents Operation of Factories—"Luxuries" a Giant Product of "Solace" Factory

KEY WEST, FLA., November 10th.

HEAVY shipments of holiday goods are being made and all the factories are in full swing. The most absorbing questions here at present are the package car service and the bonded factory proposition. While three of our manufacturers have declared their intention to band, the rest are still studying the many points of the law before deciding. There seems to be some dissatisfaction over the provisions of the bill, which allows a bonded and unbonded shop to be operated in the same building and only separated by a partition.

Many are of the opinion that this ruling would permit of fraudulent practices to the detriment of the legitimate manufacturer.

Since my last letter, owing to stormy weather and an almost continuous downpour of rain, and the extreme humidity, many of our factories were unable to operate. This came at an inconvenient time, as all the shops are filled with heavy orders and the loss of a day or even an hour amounts to a great deal; the loss of nearly a week cannot be calculated. However, the weather has cleared up and all the factories are on the hustle.

J. H. Cayro, the Havana leaf dealer, passed through the city recently while en route from New York to Havana.

A cablegram received at the office of the E. H. Gato Cigar Co. on the afternoon of October 31 conveyed the sad intelligence of the death of Senor Jose Albertus at Bejucal, Cuba. Mr. Albertus until a few years ago had ably filled the important position of general factory manager of the E. H. Gato Cigar Co. and was held in high esteem by his employers as well as by every one who came in contact with him. He had been identified with the Gato cigar interests since 1871, but owing to ill health was forced a few years ago to give up his position and go to Cuba.

Robert S. Tatum, Southern manager of the Liggett & Myers Tobacco Co., passed through town recently en route to Cuba in the interest of his firm.

Francisco Fleitas, of S. & F. Fleitas, is back from a short leaf purchasing trip to the Havana leaf markets. The factory is now in full activity and "Homerica," in its finer sizes and holiday packages, are going forward at a gratifying rate. The Ricksecker Cigar Co., of Kansas City, Mo., handle this brand in its various sizes.

Ed E. Crusoe, maker of the "Duke of Wellington" cigar, during his Northern tour, was united in marriage to Miss Baxter, of Ohio. Mr. and Mrs. Crusoe have returned and are receiving the congratulations of their many friends.

Cuban Consul A. D. Carrasco, who has been spending a few weeks in Havana on his vacation, is back again at his post.

At the "Solace" factory of Geo. W. Nichols & Co. everybody is on the rush getting ready goods for the holiday trade. This week their first shipment of "Luxuries," the thin new giant make, went forward. This cigar is twelve inches long, made of the very choicest of Havana tobaccos, and cost the concern about $300 for the workmanship on it alone. They are each packed in a separate carton, ten cartons to the box, and will make splendid Xmas gifts.

The "Pinzon" brand of the M. Perez Company is moving lively. Manager Rafael Menendez received orders on Friday from New York headquarters to bond the factory immediately. He will file his application tomorrow with the Customs Collector. This makes four of our factories which will bond.

Thomas H. Gato, secretary of the E. H. Gato Cigar Company, is expected to reach town tomorrow from Havana. J. O. Nunez, brother of J. T. Nunez, cigar salesman of the Gato 1871 Yellow Label in Southern territory, was a visitor at the office on Saturday. At the big factory both main building and annex are working at full capacity and heavy shipments are being made.

Don Manuel Calero, defeated candidate for the Presidency of Mexico at the recent elections; Thomas B. Hohler, Secretary of the English Legation at Mexico City; and M. Sternberg, war correspondent of the New York American, passed through town last week, being en route to the North.

M. Gonzalez, leaf buyer of Garcia & Vega, of Tampa, Fla., was a caller at the office of Moreda & Company on Saturday.

Everything is on the move at the factory of the Cortez Cigar Company and they are carrying a force of about 400 men on the cigar manufacturing floor. Heavy calls for "Hernan Cortez" were received last week.

At the factory of S. & F. Fleitas business is in fine shape and acting Manager Segundo Fleitas reports the receipt on Saturday of a large batch of orders for the finer sizes and shapes of "Homerica," their leader.

Mrs. Charles E. Gwynn, wife of the senior member of Gwynn, Strauss & Company, who has been spending the summer in Northern Florida, returned to the city on Saturday. At the factory business is in excellent shape and they report a good demand from their territory.

Imports of Havana leaf tobacco in bond for week ending October 31, 1913:

Havana-American Company,	435	bales
Moreda & Company,	23	"
Carlos Cremata,	10	"
S. & F. Fleitas,	22	"
Cortez Cigar Company,	18	"
Total,	508	"
Withdrawals,	301	"

Imports of leaf tobacco for week ending November 8, 1913:

Cortez Cigar Company,	149	bales
Thompson Brothers,	4	"
Martinez-Havana Company,	37	"
Total,	190	"
Withdrawals,	341	"

INGLACITA.

Cigar Shipments for Two Weeks Ending November 10, Via Mallory S. S. Line to New York, Mobile and Galveston and the East and West Coasts of Florida:

	Cases
Cortez Cigar Co., Savannah, Ga....	25
S. Bachman & Co., San Francisco..	27
David Nicholson Gro. Co., St. Louis, Mo.	10
Oberholtz & Poinsett, Kansas City, Mo.	8
Central Cigar Co., Memphis, Tenn.,	4
Simon & Saltzslein, Dallas, Tex...	7
E. Eppstein, Dallas, Tex.	17
Southwest Cigar Co., Dallas, Tex...	7
Theo. Killer, Houston, Tex.	2
Platter Tobacco Co., Dallas, Tex...	4
Davidson Bros., Houston, Tex.	2
Geo. G. Edloff, Dallas, Tex.	6
A. B. Greenwald Cigar Co., Los Angeles, Cal.	5
U. Koen & Co., New Orleans, La..	2
Valloft & Dreux, New Orleans, La.,	2
Houston Drug Co., Houston, Tex...	3
Shagrin & Roseman, Youngstown, O.	3
L. G. Deschler Co., Indianapolis...	3
Louis Friedman, St. Louis, Mo. ..	4
More & Jones, Nashville, Tenn...	3
Hart Cigar Co., Portland, Ore.....	5
Heminway & Moser, Salt Lake City, Utah	2
Kalispell Merc. Co., Kalispell, Mont.,	2
Thos. W. Short, St. Paul, Minn....	2
Kelly Cigar Co., Chattanooga, Tenn.,	2
Van Deman & Lewis Co., Jacksonville, Fla.	2
J. Lowenstein & Son, Houston, Tex.,	3
J. Oppenheimer, San Antonio, Tex.,	2
Max L. Block, Houston, Tex.	3
Metzeler Bros., Dallas, Tex.	4
Sam Freund & Co., Waco, Tex....	3
Fred Barman & Bro., Los Angeles,	3
E. J. Herb, Houston, Tex.	2
M. A. Gunst & Co., Los Angeles..	8
I. A. Victor, San Antonio, Tex. ...	2
Renfrew Drug Co., Ft. Worth, Tex.,	2
Geo. Swinford, San Antonio, Tex.,	2
S. Bachman & Co., San Francisco,	17
M. A. Gunst & Co., San Francisco,	3
M. A. Gunst & Co., Spokane, Wash.,	2
Hart Cigar Co., Portland, Ore. ...	2
Butters' Cigar Co., Seattle, Wash.,	10
Metropolitan Cig. Co., Denver, Col.,	8
R. D. Burnett Cigar Co., Birmingham, Ala.	4
U. Koen & Co., New Orleans, La.,	10
Valloft & Dreux, New Orleans, La.,	2
A. B. Greenwald Cig. Co., Los Angeles, Cal.	3
H. Hercovich, San Francisco, Cal.,	2
Cortez Cigar Co., Savannah, Ga....	5
Casey-Swasey Co., Ft. Worth, Tex.,	2
Sam Freund, Waco, Tex.	4
Jas. McCord & Co., Ft. Worth, Tex.,	4
Parker Railway News Co., Macon, Ga.	2
Watt Cigar Co., Minneapolis, Minn.,	3
E. M. Pauley, Walla Walla, Wash.,	2
J. Weil & Co., Boise, Idaho	2
Heminway & Moser, Salt Lake City, Utah	2
Sandefin-Julian Co., Little Rock, Ark.	2
Robinson, Tate & Co., Lynchburg, Va.	3
David Nicholson Gro. Co., St. Louis,	2
R. D. Burnett Cig. Co., Birmingham, Ala.	3
L. G. Deschler Co., Indianapolis....	2
Phillips-Travick Co., Nashv., Tenn.,	3
S. Bachman & Co., San Francisco,	29
Cortez Cigar Co., Savannah, Ga...	20
Valloft & Dreux, New Orleans, La.,	7
Oberholtz & Poinsett, Kansas City, Mo.	4
Wadhams & Co., Portland, Ore. ..	3
Tava & Harris, Portland, Ore.	3
M. A. Gunst & Co., Portland, Ore.,	2
Hart Cigar Co., Portland, Ore. ...	5
Wm. A. Henderson, Wash., D. C.,	10
Lilly, Dungan & Co., Baltimore....	11
Moore & Jones, Nashville, Tenn...	3
Patterson & Hoffman, Muskogee, Okla.	2
Kelly Cig. Co., Chattanooga, Tenn.,	2
C. H. Dailey & Co., Kokomo, Ind.,	2
J. & B. Moos Co., Louisville, Ky.,	2
Lewiston Merc. Co., Lewiston, Ida.,	4
Falk Wholesale Co., Boise, Idaho,	3
Heminway & Moser Co., Salt Lake City, Utah	2
I. Nathanson Cig. Co., Minneapolis, Minn.	2
H. K. Goldberg, N. Yakima, Wash.,	2
S. Larvoff, Tacoma, Wash.	2
Wm. A. Stickney Cig. Co., St. Louis, Mo.	2
E. J. Rose & Co., Seattle, Wash...	2
Bourg & New, Tacoma, Wash.	3
Patterson & Hoffman, Oklahoma City, Okla.	2
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	2
J. N. Lamb & Son, Houston, Tex.	2
Platter Tob. Co., Dallas, Tex.	2
Jas. McCord, Ft. Worth, Tex.	2
Sam Freund, Waco, Tex.	6
E. J. Herb, Houston, Tex.	3
Fred Barman & Bro., Los Angeles,	6
M. A. Gunst & Co., San Francisco,	3
Tollerton & Warfield, Sioux City, Ia.	2
Metropolitan Cig. Co., Denver, Col.,	5
Prentice-Ashton Co., Charleston, W. Va.	3
Perezay & Moore Co., Council Bluffs, Ia.	2
E. F. O'Connor & Co., Savannah, Ga.	6
Geo. R. Newell & Co., Minneapolis, Minn.	2
J. & B. Moos Co., Cincinnati, O. ..	2
R. D. Burnett Cig. Co., Birmingham, Ala.	2
Park & Tilford, New York	93
United Cig. Stores Co., New York..	73
Geo. W. Nichols & Co., New York,	55
Lowden & Co., New York	15
Martinez-Havana Co., New York....	15
E. H. Gato Cigar Co., New York ...	13
M. Perez Co., New York	2
Austin, Nichols & Co., New York..	15
Gwynn, Straus & Co., New York..	5
Ruy Lopez Ca., New York	5
Potter, Sloan & O'Donahue, New York	3
M. A. Gunst & Co., New York	2
National Cig. Stands Co., New York,	6
Acker, Merrall & Condit, New York,	2
Godfrey S. Mahn, New York	3
Haas Tobacco Co., Buffalo, N. Y...	3
Dusel, Goodloe & Co., Phila.	7
Joseph Way., Phila.	4
Duncan & Morehead, Phila.	5
Jacob Langsdorf's Sons, Phila.	3
Godfrey S. Mahn, Phila.	5
Terry & Duncan, Phila.	2
Finley Acker Co., Phila.	2
W. J. Gilmore Drug Co., Pittsburgh, Pa.	20
Progressive Cig. Co., Newark, N. J.,	8
J. T. Woodhouse & Co., Detroit....	16
Reymer Bros., Pittsburgh, Pa.	2
Sullivan & Brach, Louisville, Ky.,	2
Cliff-Weil Cig. Co., Richmond, Va.,	4
Hartz & Bahnson, Rock Island, Ill.,	5
W. A. Henderson & Co., Washington, D. C.	7
G. W. Cochran & Co., Washington,	3
G. A. Whelan, Auburn, N. Y.	8
Old Dominion Tob. Co., Norfolk, Va.	5
Hyneman Bros., Boston, Mass.	3
Weidman Co., Cleveland, O.	4
United Cig. Stores Co., Chicago, Ill.,	36
National Cig. Stands Co., Chicago,	3
Steele-Wedeles Co., Chicago, Ill. ...	2

The Watt Cigar Company, who distribute the "Lawrence Barrett" brand in the territory of St. Paul and Minneapolis, are advertising it locally to quite an extent.

An Up-to-the-Minute 'Sunbury Cigar Store

THE accompanying illustration shows the interior of the "Pulse of Sports" cigar store in Sunbury, Pa., with its live-wire owner, W. E. Stahl, standing behind the counter.

A large blackboard to the left of the entrance contains the daily results of baseball and football games all over the United States, and its popularity has gained for the stand the name, "Pulse of Sports."

The stand carries more than fifty different brands of cigars. In the ten and fifteen-cent goods, "El Verso," "Gato," "La Preferencia," "Principe de Gales" and "El Jurisdicio" have the call.

In nickel smokes Cressman's "Counsellor," "Escanaba," "General Hartranft," "San Felice," "Courtello" and "Castle Hall" are popular with the trade. In the stogie line, "Marsh," "Pollack" and "Reid's" are going good.

The store carries in addition to practically every cigarette known to the trade, a full line of pipes, tobaccos and smokers' articles.

Clubdom Smoking No. 6

(Continued from Page 23)

place for those who have homes of their own, but it is wonderfully well managed. The assets are about $1,500,000, with a bonded indebtedness of $500,000.

The club has a monthly pay-roll of more than $20,000. It employs thirty cooks and seventy waiters, which indicates that the club includes many members of the "hungry brigade." The wine cellars are complete and about 900 persons are served daily in the several dining rooms. On extra occasions 800 persons can be served at the same time. The ice plant has a capacity of sixty tons daily and in the basement is an immense humidor with a capacity of 250,000 cigars. The club, in all of its activities, does a business of approximately $1,000,000 a year.

Charles J. Walsh is in charge of the cigar department as buyer, with J. H. Hayden as assistant in charge of the counters. Mr. Hayden is one of the oldest cigar men in the Chicago trade and Mr. Walsh has spent years in the business. This club has what are probably the largest cigar sales of any club in Chicago, and probably measures up to those of any club in America. The business has been vastly increased since 1904, when Mr. Walsh took charge.

In 1904 the cigar and cigarette sales for the year amounted to $51,412.45. In the year 1912 this was increased to the enormous sum of $130,206.01, with a probable considerable increase over that figure for this year. Mr. Walsh says he believes his department does the biggest cigar business of any club in the country and the figures would seem to justify this belief. There are carried in stock at all times 400 sizes in the various brands of cigars and 100 brands and sizes of cigarettes.

The cigars are handled on a basis that presents a practical ten per cent. reduction in price to the club member over the price he would have to pay in the street cigar stores, and the cigar stands are the busiest places in the club rooms at all times. The most prominent imported brands of cigars are: "La Alhambra," La Intimidad," "Belinda," "C. E. Beck & Company," "Bock & Company," "La Carolina," "Cabanas," "La Corona," "La Diligencia," "Eden," "Elite," "Henry Clay," "H. Upmann," "Hoyo de Monterey," "La Esception," "La Espanola," "Lords of England," "F. Garcia y Hermanos," "Manuel Garcia," "Flor de Partagas," "Pedro Murias," "Por Larranaga," "Romeo y Julieta," "Sol," "La Vencedora," "Villar y Villar."

The clear Havana brands include: "Alvarita," "Castro," "Cherry Circle," "Cleora," "Colonel Eden," "Corina," "El Infinito," "El Genio," "General Shields," "Henry Irving," "Jose Vila," "La Flor de Cuba," "La Evidencia," "La Defensa," "La Flor de Tadema," "La Lita," "La Venda," "F. Lozano," "Lucius," "La Escorial," "Ilinda," "Optimo," "Paola & Francesca," "Russell-Davis," "Solace," "Van Dyke," "Vanderbilt Cup," "Webster," "A. H. R. Gems," and "Bouquet de la Ada."

In the domestic brands Mr. Walsh has stocked: "Artensa," "Generalidad," "Robert Burns," "El Suttero."

The cigarette list includes: "Benson & Hedges, "Bock," "C. A. A. Special Havana," "C. A. A. Pincus," "C. A. A. Special Turkish," "Cabanas," "Condax," "Dabs," "Deities," "Shepherd's Hotel Dimitrino" (imported), "Duke of York," "Estabrook & Easton," "Egyptian Luxury," "El Proposos" little cigars, "Fatimas," "Galbas" (imported), "King William Highball," "La Marquise," "Laurens," "Melachrino," "Mignon," "Milo," "Monopole," "Mogul," "Murad," "Naishapor," "Naturals," "Pall Mall," "Philip Morris," "Prize Cup Naturals," "Rameses II," "Richmond Straight Cuts," "Sanitas," "Savory," "Sweet Caporal," "Vifiadis Fleur d'Orient," "Vifiadis Prince of Wales." The smoking tobaccos only comprise "Spilman's Mixture," "Cake Box," "Latakia" and "Guard's Mixture."

"Proof," a New Illinois Cigar

J. Fred Zellman, of Hillsboro, Ill., who manufactures the "Town Boost" cigar, has recently added another brand to his line, called "Proof." This latest cigar is claimed to be a high quality smoke and the manufacturer claims that the "Proof" is in the smoking.

D. Gordon Morrissett, son of the late W. J. Morrissett, who was a prominent factor in the T. C. Williams Tobacco Company, of Richmond, Va., has just received a commission as Second Lieutenant in the Fifth United States Cavalry. Mr. Morrissett had a splendid military training at the crack Virginia Military Institute and is a graduate of the class of 1912 of that fine old institution.

Chicago

Holiday Atmosphere Booms Local Trade—Games of Chance in Cigar Stores Must Stop—New Hippodrome Has Smoking Gallery—Re-Routing of "L" Trains May Affect Trade

CHICAGO, ILL., November 10, 1913.

WITH the arrival of real winter weather, after a protracted spell of mildness, a holiday spirit has already become manifest, and is making itself felt, much to the delight of local dealers, in the increased consumption of cigars and tobacco all over the city. The average citizen of the Windy City, who leads a strenuous life and figures that there is only this world and the next, anyway, is inclined to smoke more when the weather is brisk; and the generous mood developed by thoughts of the approaching Yule-tide pervades his soul and strengthens his hand-clasp. Local dealers vouch for the veracity of this little piece of psychology and one added that it might be well to note that the petticoat government, in expectancy of donations for Xmas presents, is very likely to let up a little on the enforcement of the domestic ordinance which forbids smoking in the house; which concession might also be in a measure responsible for the good trade which is now setting in for the holidays.

The leaf tobacco houses report business good, although one claimed that collections were a little slow in the city. This is attributed to the fact that this is license time for the saloons, making it hard for the local manufacturers to get their money promptly, and in turn making collections bad for the jobber. Collections outside the city are coming home in a most satisfactory manner, although the buying is cautious, most of the "buckeyes" ordering no more stock than they will need in the immediate future. Prices, which rule high, may have something to do with this. They are higher than at this time last year. Binders are steep, especially the Wisconsin grades.

J. R. Taylor, president of the United Cigar Stores Company, handed out some interesting remarks concerning the new bond provision.

"I can see no objection to this measure," declared Mr. Taylor, "but on the other hand I do not see where the benefit would lie except in a few cases of flagrant misrepresentation which come to my mind. The manufacturer who is wise will label his brands exactly what they are and nothing else. The man who is smoking a crude variety of Spanish Zimmer under the impression that he is puffing a Havana is going to tumble some day, and when that day comes he will be henceforth a walking Nemesis, who will give that particular brand a black eye wherever he goes. Multiply such a man a few hundred times and you will see the sale on the bogus Havana in question slump to a point where dealers will no longer care to keep them in their cases. The United Cigar Stores Company never calls a cigar anything but what it actually is, and we have even gone to the trouble to get out what we call our descriptive brand book, which we put in our various stores for distribution and which describes the stock used in every one of our brands. This is the only policy which will win success, for a cigar cannot have a worse enemy than a smoker who has found himself misled by false claims made by the manufacturer. I have on several occasions warned a clerk to stick closer to the truth when I have overheard his 'stretching' a particular brand to a customer. I believe that the bond provision will find its greatest usefulness in the localities where honest manufacturers are forced to compete with others who print false and extravagant claims on the labels which announce their brands."

"In regard to our business here in Chicago I can say that the month of October showed an increase of 18 per cent. in volume of sales over the same period last year. We will establish a new store next Saturday at North Avenue and Clark Street, and one a week from that date in Evanston."

Reid, Murdock & Company will move into the new building which is being erected for them in the near future. This structure is on North Clark Street, extending over to La Salle Street, on the north bank of the river. The cigar department of this flourishing wholesale grocery is in charge of George W. Anderson, self-confessed warhorse of the trade here in the city, having been in harness twenty-six years. Mr. Anderson announces with pride that the cigar department will be on the first floor in the new home, with the humidor space twice as large, and furnishings which will excite the admiration of out-of-town visitors. The department will be near the Clark Street entrance. E. B. McKenzie, who is interested in getting Chicago smokers to see the good qualities of "El Roi-Tan" cigars, was in the office and assisted Mr. Anderson in describing what the new home of the cigar department of Reid, Murdock & Company is going to be like.

Franklin MacVeagh & Company, another leading wholesale grocery which distributes several well-known brands of cigars, has secured a twenty-year lease on the nine-story brick building at Lake and Market Streets, which Reid, Murdock & Company will vacate. The lease begins January 1, and the firm will move into its new quarters on or shortly after that date.

Wilfred C. Clarkson, president of the San Martin Company, Tampa, Fla., has returned after a business visit in Chicago, during which time he made plans for boosting the sale of "El Griffo" and "Juliana" cigars.

Chief Gleason, new head of Chicago's police department, is out with a big broom to clean up the town and it looks like the "26" dice game was about through, much to the sorrow of local dealers, who, in company with a large per cent. of the good-natured public, fail to see anything pernicious in the use of the "bones" where no actual money is at stake. Chief Gleason, however, has issued the following terse order, which speaks for itself:

"To Commanding Officers: Dice games, punch boards and other similar gambling devices are being installed from time to time in cigar stores, saloons, and other places of business throughout the city for the ostensible purpose of promoting trade in cigars, candy and other merchandise. Devices which hold out to the purchaser the hope of obtaining more than the value of the amount paid are gambling devices and must be suppressed. They shall not be permitted under any circumstances. You will notify the officers of your command that they must visit all places of business where dice games, especially the form commonly called "26," punch boards, raffle cards and penny-in-the-slot machines are apt to be used and confiscate, following which you will forward to the city custodian with an inventory marked 'Held for evidence.' If any person from whom such device is confiscated again permits the same to be operated upon his premises you will see that a summons is issued against him and that he is vigorously prosecuted."

There is no mistaking the tone of this order. The lid comes down at an unfortunate time, for local cigar and pipe dealers have always depended upon the punch-board and raffle system during the holidays to stimulate trade, and in other years it has proved a gold mine, as the younger element, and some of the old boys, too, are decidedly in favor of getting a run for their money. The present agitation against these games is due almost entirely to the greediness of certain dealers who have made a practice of robbing young boys of their earnings, which has aroused the anger of the parents to the point where they called upon the police to stop the operation of the system. State's Attorney Hoyne has announced that he will not consent to a further delay of a number of alleged gambling cases, involving local dealers, and they will come to trial November 20, before Municipal Judge Frederick L. Fake. Upon the outcome of these cases depends in large measure the life or death of the "26" dice game, the punch board, the raffle card and the penny-in-the-slot machine.

John T. Dee, of the Theobald & Oppenheimer Company, who is on his way to the Pacific Coast, stopped off in Chicago for several days recently to visit the trade.

Bernstein & Schley have opened a cigar store on the corner of Van Buren and Franklin Streets. They will carry a full line of imported cigars and will feature "La Venga" and "F. Lozano."

Pipes and smokers' articles are being featured at this time in all the Best & Russell stores. Fred C. Bauer, head of the pipe department, is offering a line which contains a number of new ones, sure to prove hot sellers.

"Duc de Tampa," manufactured by Garcia, Diaz & Company, Tampa, Fla., has come to town and is beginning to make its presence felt. It sells for a nickel.

The National Cigar Store, 34 South Dearborn Street, is offering several new designs in pipes to the early holiday trade, including the Rudolph and Comoy, which are marked at greatly reduced prices, made possible under the lower tariff rates.

Arthur J. Simpson, treasurer of the Best & Russell Company, has returned from his annual vacation much refreshed.

Sig Meyer, Western representative for F. Lozano, Son & Company, will leave November 10, on a six weeks' vacation to be spent at Coronado Beach, Cal.

Kahn & Mautner, 160 North La Salle Street, are offering a new stock complete in variety and assortment, which is certain to take well with holiday buyers.

George A. Renaud, secretary of the William F. Monroe Cigar Company, is submitting to the stare of the general public which inspects his windows a forty-pound "muskie" which he landed last summer. The fish is stuffed and mounted and is attracting a lot of attention, which is natural, for it is certainly a whopper.

The Peerless Cigar Company has opened a new store at the corner of Robey Street and Milwaukee Avenue.

A. L. Sylvester, president of the American Cigar Company, passed through the city recently en route to the Wisconsin tobacco fields.

Sylvan Hirschberg, of L. Newburger & Brother, Cincinnati, is expected in Chicago soon to visit the trade and his many friends.

F. A. Raller, box manufacturer, has sold his business and will engage in farming in Alabama, where he owns some valuable land. For many years he was manager of the Post Office Cigar Stores in the Federal Building.

The Englewood, a burlesque theatre which opened recently on Sixty-third Street near Halsted, has restricted smoking to the boxes and to the balconies. This rule was made because it seems that the fair element in Englewood is interested in burlesque in proportion almost equal to the males, and the management feared that too much fog in the pit might be annoying.

The new hippodrome which is to be built on North Clark Street between Wrightwood and Diversey Boulevards, will have a smoking gallery which will accommodate 1000 persons. The total seating capacity of the house is 2600. Albert Breitung has secured the exclusive cigar privilege and will occupy the corner store of the building. The management plans to give two shows daily and four on Sunday, which means that a lot of smokers will be attracted

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Mazda Lights Spread Fame of "Gato"

Joseph Zimmerman, of Pittsburgh, who finds "Gato" cigars popular with his customers, has recently had erected on his building, an electric sign which is illustrated in the accompanying cut. This sign measures eight feet by five, and the words are illuminated at night with Mazda ten-watt lamps. It is said that this sign can be seen for ten squares from Mr. Zimmerman's place of business. This is some recommendation for the brilliancy of Mazda lights.

TOBACCO BIDS FOR NAVY CONTRACTS

American Jack Tars to Decide After Testing Samples—When Verdict is in, Contract is Let—May Not Go to the Lowest Bidder

WASHINGTON, November 11, 1913.

Yesterday the Navy Department shipped to the Brooklyn Navy Yard a number of packages of tobacco which will mean much for the comfort of the American Jack Tars during the coming twelve months. These packages included all the samples submitted by the fifteen manufacturers and jobbers of tobacco to the United States Government on November 4, in competition for the order for 50,000 pounds which the Government annually distributes free to the "Jackies" on shipboard.

The list of bidders includes some of the most important concerns in the country and the bids range in price from a low-water mark of 34 1-20 cents per pound, a tender made by John Rothschild & Company, of New York, to a maximum figure of 45½ cents per pound, made by the Metropolitan Tobacco Company, of New York.

The Navy Department does not bind itself to accept the lowest bid tendered, but they send the samples submitted to the Brooklyn Navy Yard, where a committee of Jack Tars under the supervision of the United States Naval Officers sample the various grades and render a verdict as to the tobacco which they like best. When this report is sent to Washington, the contract is let.

Last year, Martin Brothers were the lucky firm who secured the order and they are again in the field this year with four bids from 40 cents to 41½ cents per pound.

The United States Tobacco Company, who have received some notable contracts of this character, and who furnished the tobacco for the famous Peary Arctic expedition, submitted four bids this year, the lowest of which was 36 cents per pound.

The detailed list as given out by the Navy Department is as follows:

		Total.
American Tobacco Co., New York	$ .38½	$19,250
American Tobacco Co., New York	.40	20,000
Clark & Co., Bedford City, Va.	.39	19,500
Clark & Co., Bedford City, Va.	.38	19,000
Clark & Co., Bedford City, Va.	.37	18,500
Clark & Co., Bedford City, Va.	.36	18,000
Clark & Co., Bedford City, Va.	.38½	19,250
F. A. Davis & Sons, Baltimore, Md.	.39½	19,750
F. A. Davis & Sons, Baltimore, Md.	.40	20,000
Richard W. Gildort, New York	.39	19,500
Richard W. Gildort, New York	.40	20,000
Richard W. Gildort, New York	.39	19,500
Richard W. Gildort, New York		18,000
Larus & Bro. Co., Richmond, Va., 4 samples at 36 cents each		19,725
Francis H. Leggett & Co., New York	.39 9/20	19,975
Francis H. Leggett & Co., New York	.39 19/20	20,000
Martin Bros., New York City	.40	20,250
Martin Bros., New York City	.40½	20,500
Martin Bros., New York City	.41	20,750
Martin Bros., New York City	.41½	20,025
Maclin-Zimmer Tobacco Co., Petersburg, Va.	.40 1/20	20,275
Maclin-Zimmer Tobacco Co., Petersburg, Va.	.40 9/20	20,275
Maclin-Zimmer Tobacco Co., Petersburg, Va.	.40 11/20	20,775
Maclin-Zimmer Tobacco Co., Petersburg, Va.	.41 11/20	17,500
Metropolitan Tobacco Co., New York	.35	19,375
Metropolitan Tobacco Co., New York	.28¾	19,625
Metropolitan Tobacco Co., New York	.39¼	22,750
Metropolitan Tobacco Co., New York	.45½	19,000
R. J. Reynolds Tobacco Co., Winston-Salem, N. C.	.38	19,000
John Rothschild & Co., New York	.38	22,450
John Rothschild & Co., New York	.44 9/10	17,250
John Rothschild & Co., New York	.44 1/20	19,400
Strater Bros. Tobacco Co. Branch	.38 2/25	19,500
Burley Tobacco Co., Louisville, Ky.	.39	18,000
United States Tobacco Co., Richmond, Va.	.36	18,000
United States Tobacco Co., Richmond, Va.	.36	18,500
United States Tobacco Co., Richmond, Va.	.37	19,000
United States Tobacco Co., Richmond, Va.	.38	19,750
United States Tobacco Co., Richmond, Va.	.39½	19,250
Watson & McGill, Petersburg, Va.	.38½	19,750
Watson & McGill, Petersburg, Va.	.39½	19,250
Watson & McGill, Petersburg, Va.	.38½	

Stolen Cigars Recovered

A curious theft has been turned up by the police of Canton, O., when they located in a saloon in that city on the fifth of this month, 15,000 cigars which were a part of a large consignment of goods supposedly stolen by railway employees from a shipment of 40,000 cigars from Tampa, Fla.

The saloonkeeper who had the contraband goods, disclaimed all knowledge of them, and said that he had bought them at a fair price.

The Bock-Stauffer Cigar Company, of Pittsburgh, notified the police in Canton that they had lost a shipment of 10,000 cigars en route from Tampa, and that they were sending a man to Canton to endeavor to identify the stolen goods.

Chicago Letter

(Continued from Page 28)

to the spot. As the new building will be directly opposite the Limits Car Barns, the street railway men will no doubt prove additional profitable customers for the cigar store.

Thorwart & Roehling have started a vigorous campaign on Lipschutz's "44" cigars, which are now distributed by them in this market.

The Horse Shoe Cigar Store, near the Forty-seventh Street L station, does a large box business and has a heavy transient trade on high class goods.

Local factories are working full blast and many of them would employ more hands if they could find them. The city is making rapid strides in the production of high-grade Havana cigars.

"El Vello" is a Havana brand which is making rapid gains, due no less to quality than to the sales genius of Ed Kuttnauer, of the El Vello Cigar Company, who is now on a Western trip in the interest of the cigar.

There continues to be much speculation as to just what effect the through routing of the "L" trains, which went into effect recently, will have on the trade of the stores. The change includes the installation of two transfer points, one at the southeast end and one at the northwest end of the loop. The larger stores, of course, which have locations all over the city, will not notice any difference in the aggregate, although some individual stores may feel a change for the better or for the worse. It is now possible for a passenger to ride from Evanston to Jackson Park or from either of these points to Oak Park, many miles on the west side, without once coming down to the ground, and all for a nickel. The real trade boom for the stores in the remoter districts of the city will come, according to local cigar men, when the subway is built, if that ever happens. It is claimed that a subway would cause the outlying parts to build up in a hurry, because of the greater convenience in reaching the loop, the shorter time required, and the consequent influx of persons who do not dare to locate so far away under the present poor transportation facilities. The future of Chicago, however, as a tobacco distributing center, both for cigars and box goods, is assured, for local jobbers claim it is growing more year by year, with nothing in sight to impede the expansion.

G. W. WHITCOMB.

Jeitles & Blumenthal brands have been having extensive sales in St. Paul through the splendid efforts of the G. C. Knispel Company, who act as their distributors in that territory.

Harry A. Wartmann

HARRY A. WARTMANN, president of the Ryan-Hampton Tobacco Company, of Louisville, Ky., died at his home, 1039 Cherokee Road, of acute indigestion after an illness of only a day.

Mr. Wartmann was born in Evansville, Ind., in 1866, and was the son of United States Commissioner James A. Wartmann.

The deceased is survived by a widow, his father and one sister.

Henry Schroder

Henry Schroder, one of the best-known tobacco men of Louisville, Ky., passed away at the home of his sister-in-law in New York on November 2. He had been ailing for a long time, and had been spending some time in Atlantic City, where he seemed to be improving. He returned to New York, where a relapse set in. He was sixty-eight years old.

Mr. Schroder came to Louisville, in 1883, from New York. He formed the firm of Bockee, Garth & Schroder, which was one of the most successful tobacco houses in Louisville.

John Mahrt

John Mahrt, a former cigar manufacturer of Dayton, O., died at his home, 819 South Ludlow Street, on November 1. Herman C. Mahrt, a brother of the deceased, died only a short time ago. Misfortune seems to have beset the family's path, for during the big flood, their home was burned to the water's edge.

Mr. Mahrt was born in Germany, but came to this country when a boy. He had been engaged in the manufacturing of cigars for many years, but retired about five years ago. The deceased would have been forty-five years old on November 4.

Mr. Mahrt is survived by a widow and seven children; also one brother and three sisters.

Sterling C. Griffin

Sterling C. Griffin, a well-known tobacconist of Kennebunk, Me., recently passed away at his home on Main Street, at the age of sixty-three. For many years he had conducted a cigar store in the Griffin Building. He was a good citizen as well as a successful merchant. He had been ill for three years.

The deceased is survived by a widow and three children.

Albert Cahn

Albert Cahn, who was connected with the wholesale tobacco firm of C. H. Stitzner & Son, in New York, died of heart disease at his home, No. 1616 Avenue H, in Flatbush. He was forty-five years old and is survived by his wife, two sons and a daughter.

Joseph C. Brucker

Joseph C. Brucker, a cigar manufacturer of the firm of Brucker & Boghlen, died on November 10, at his home, 2203 North Howard Street, Philadelphia, Pa.

He was a member of the Kensington Board of Trade, was a Mason, and belonged to several other fraternal organizations.

"MADE IN BOND" ACT NOT FULLY UNDERSTOOD IN KEY WEST

Manufacturers See Objectionable Features—Not Pleased With Inspector Carrying Factory Keys—Small Manufacturers Claim They Are "Frozen Out"

KEY WEST, FLA., November 10, 1913.

AT a meeting of their association last week, Key West cigar manufacturers found a number of things to talk about, and among them was the now famous "Made in Bond" law. They saw several obstacles in the way of successfully bonding a factory, and they also do not see how the law covers the points in question. They therefore await, with considerable interest, further enlightenment regarding procedure. The "little fellows" think they have a just cause for complaint, and the "big boys" are not anxious to go ahead until some of their questions regarding the law, are explained. Just how many of their troubles are imaginary and just how many real, remains to be seen.

Because they are not able to stand the additional expense of an inspector, the "little fellows" charge that the law is unfair, and that under the present ruling they will be prevented from "manufacturing in bond," because of the cost. They suggest as a remedy a tax per thousand on all cigars; this would permit one inspector to act for several factories, and would permit the small manufacturer to benefit from the law, too.

The fact that the inspector is to carry the keys to the factory, which will give him practical control of the premises, does not seem to appeal to the manufacturers, either. They say that this will prevent the operation of the factory more than eight hours a day, and would be a handicap during the rush season. The question of settlement of loss by fire is another phase of the situation which might cause entanglement. At present, properties, both insured and uninsured, are visited hourly by a night watchman. With the inspector, the only man carrying keys to it, they feel that this interferes with the proper protection of their property.

The provision which requires the bonded factory to start with nothing but bare walls, and without one ounce of any kind of tobacco, has raised the question of what is to be done with the tobacco on hand at the time of bonding.

The manufacturers seemed to feel that as a whole the law had more objectionable features than were at first observed, and they expressed the opinion that they will go very slow in taking up the question of factory bonding.

The Association, before adjourning, passed a resolution, asking the Collector of Customs of the port, to restore the old time of seven hours per day at the Bonded Warehouses, with no noon recess. They also requested in the resolution, that there be less ventilation in the bonded buildings; it being the opinion that they were kept too open for the good of the tobacco stored there.

INGLACITA.

Clarence Lebus Re-elected

LEXINGTON, KY., November 13.

At the annual meeting of the Burley Tobacco Company, held here yesterday, the antagonistic factions who have opposed the management of President Clarence Lebus and the directors of the corporation, failed to show any strength as far as the voting was concerned and entire board as well as the same staff of officers was re-elected, easily, to serve during the ensuing year.

The annual report of the company showed it to be in a flourishing and prosperous condition, despite the attacks on the management which had been made and the litigation which the officers have successfully combatted.

The report shows that the advertising campaign conducted by the Strater Tobacco Company's branch of the Burley Company on "City Club" had proved a huge success, and that the company had made a great deal of money on the brand.

Henry Wefers

The Moehle Lithograph Company, of Brooklyn, N. Y., with profound sorrow announces to the trade, the death of their representative, Henry Wefers, on October 26, 1913.

Stone-Ordean-Wells Company Busy

THE Stone-Ordean-Wells Company, of Duluth, distributing in the upper half of Michigan, Wisconsin, Idaho and Wyoming, and all of Montana, North Dakota and Minnesota, are meeting with success on their Clear Havana brands, especially the "Lucius," made by Corral, Wodiska & Company, of Tampa. Although they have had this brand only a few months, Harry A. Earnshaw, of the Cigar and Tobacco Department, reports that it immediately became a big seller.

R. M. C. Glenn, president of Seidenberg & Company, of New York, visited the Duluth office the other day and congratulated the head of the department on a sixty per cent. increase in their business over a corresponding period last year.

"Class" is reported to be the best nickel seller ever handled by the firm in their thirty-five years of business, and it is expected that in 1914 the 10,000,000 mark will be reached. "Osceola," "El Roi-Tan" and "Figaro," are the other Seidenberg brands handled by this house.

"Flor de Stone," a seed and Havana cigar, made by E. M. Schwarz & Company, is another brand that has had a large sale with the Stone-Ordean-Wells Company for some time. Other brands made by E. M. Schwarz & Company, and handled by this firm are "Newport Club," "S-O-W-Co." "Strawberry" and "Stone Junior," all nickel smokes. They also handle "El Portano," made by the G. J. Johnson Cigar Company.

In addition, this firm has for many years been distributors for the "El Verso," "Nestor," "Tuxedo Club," "Portuondo" and "Royal Banner." Also "Opia," "Tuxedo Club, Jr.," and "John Drew," made by A. G. Kaufman & Company.

O. H. Daily & Company, of Kokomo, Ind., are meeting with a large duplicating business on "Bold" cigars. This nickel smoke is proving very popular in their territory and they, themselves, have been surprised by the rapidity with which repeat orders are coming in.

Portland Firm Doing Good Work

Mason, Ehrman & Company, of Portland, Ore., who distribute many well-known brands are enjoying splendid trade for the holiday season and have had many repeat orders on their new smoke, "La Mega," made by V. Guerra Diaz & Company.

The Yocum Brothers' brands, "Y-B" and "Spana-Cuba," are having a big distribution through this well-known firm and Mr. McCallig, head of the cigar and tobacco department, is well pleased with the indications of steady growth. "Flor de Moss," the famous Lancaster, Pa., ten-cent smoke, is reported by the firm to be forging rapidly to the front.

The growth of the sale of "Flor de Isabella," a Manila product, is indicative of the increasing popularity of Philippine cigars. Mason, Ehrman & Company say that they are always out of stock long before the next steamer arrives.

Glaser Brothers Shine During the Portola

Glaser Brothers, the well-known jobbers of San Francisco, kept open house on a luxurious scale during the recent Portola Festival. They secured a suite of rooms on the second floor of the Sutter Hotel, and from 8 A. M., until midnight, throughout the week, this enterprising firm entertained continuously. All their city and country friends were invited to make their reception room their headquarters while in the city.

William Bacharach, who is credited with this unique advertising stunt, was in charge and was ably assisted by two other salesmen, E. Sadlis and M. Matthews.

There were boxes of candy, packages of chocolate and cake, for the women and children; and packages of cigars for the visitors of the masculine sex. There were liquid refreshments, too, and the list ran all the way from lemonade and iced tea to champagne.

Corr-Williams Trade Growing

W. B. Gibson, treasurer and manager of the distributing house of Corr-Williams Tobacco Company, of Jackson, Miss., has built up an extensive and constantly growing trade on the brands handled by the firm throughout their territory, and a high compliment has been paid his energetic efforts and business ability by the large number of growing accounts that the company is now handling.

Among the popular brands handled by this house are: "H. B.," "Arabian Nights," "Buck," "Cremo," "Rocky Ford," "Reina Planta," "King Roger," "La Fruta," "Salome" and "Smile," while "El Aspecto" and "Osmundo" rank high among their ten-cent grades.

The salesrooms and warehouse of the Corr-Williams Tobacco Company are located in the Morrison Building, on Pearl Street. Several of the leading business men of Jackson are directly interested in the company. The officers are: R. H. Green, president; Eugene Simpson, vice-president; W. B. Gibson, treasurer and manager; R. M. Heidelberg, secretary.

Jottings of Jobbers

O. G. Hemenway, of the house of Hemenway & Moser, of Salt Lake, Seattle and Butte, has been spending his vacation in San Francisco. Arthur Meyers, representative of Bustillo Brothers & Diaz, entertained Mr. Hemenway while he was in that city.

Morgan Gunst, of M. A. Gunst & Company, who has been spending considerable time in Los Angeles, has returned to San Francisco.

The National Candy Company, distributors in Minneapolis for the "Charles Denby," report a constantly growing trade on this well-known nickel smoke.

L. A. Sawyer, distributor of the "Las Dos Naciones Mexican," and "El Griffo" clear Havana cigars, has returned to San Francisco after a ten days' trip to Nevada. He reports business good.

Los Angeles

Jobbers Working Shipping Departments Overtime—Morris Burke Gets Shipment of "Reynaldos"—J. J. Gans Brothers in New Quarters—Owens Aqueduct

LOS ANGELES, CAL., November 6th.

THE Klingenstein Co. is entirely out of "Cinco" cigars and also Yocum's "Spana-Cuba," and will have a hard time in satisfying customers who demand their goods immediately. They are way behind in filling orders for these two brands, due to the fact that the factory cannot supply them fast enough. This firm is making very attractive window displays throughout the city on "La Preferencia" and "Y-B" cigars. The "Duke of York" cigarettes, the new addition to this concern's brands, together with "Harem" cigarettes, are taking hold very nicely. The "Harem" cigarettes are fifteen for ten cents. They have just taken in stock a new size "Webster," namely, "Corona," and Mr. Klingenstein informs me that it is already a winner. "Admiration" cigars are, as usual, keeping up with their former records. "Milo" and "Mon Caprice" cigarettes are being worked very hard by the sales force of Klingenstein Co.

The big jobbing concern, Klauber-Wangenheim Co., are unquestionably in the lead when it comes to establishing business in their line with the foreign trade in Southern California and Arizona. The Italian and French trade is covered by Angelo Mussatti, who speaks both Italian and French fluently. The Mexican and Spanish trade is worked by Mr. Salazar, a relative of the famous Mexican general of that name; while the Japanese trade is ably looked after by Sam Inonye, a talented Japanese, and a graduate of one of the local commercial colleges. In addition to this force, Dave Marx, who has covered the Arizona trade for many years, speaks five languages fluently, and the best of his Arizona customers numbers Slavonians, Italians, French and Hungarians, all of whom have purchased cigars from Klauber-Wangenheim Co. for many years, and who will no doubt continue to purchase from this firm for many years to come.

In my letter of October 7th, I stated that "Flor de Mendel" cigars were smoked at the banquet given by H. H. Manley to the sales force of Klauber-Wangenheim at the Hotel Alexandria. This was incorrect, the cigars mentioned as smoked at this banquet should have read "Chancellor."

J. J. Gans Bros. have just a few days ago moved into their new quarters, located at Third and San Pedro Streets. They occupy the entire floor, 100 x 200 feet, in measurement. They also possess a magnificent concrete basement. I visited this new home of Gans Bros. and was delighted to see the rapid strides this firm has taken in the past two years. They have placed in their building a large humidor which holds one million six hundred thousand cigars. They are justly proud of the showing they have been making in their entire lines. They received recently a shipment of sixty cases of "La Natividad" cigars, manufactured by Franklin Gerdts, of San Francisco, Cal., and the entire shipment went out in less than twenty-four hours to fill back orders. Their sales force is well organized and hard to beat. They deserve much credit for their everlasting and untiring efforts they put forward to the betterment of the trade, and it is from such men that the cigar business profits. The brands which these men sell for Gans Bros. are "Lawrence Barrett," "Tom Keene," "La Natividad," "Sarzedas" and numerous other cigars of high standard quality. Robt. Gans, junior member of the firm, is without doubt one of the most popular cigar men on this coast, and his business dealings are always on the "level" and get results. J. J. Gans Bros. receives the well wishes of the cigar and tobacco trade upon their taking a "new lease on life" and nothing but success is looked for.

Sam Friend, with the Klingenstein Co., is one of the most busy men in town. Sam has already sold out all of his Xmas packages, such as "Y-B" leaflets, etc. In fact, Klingenstein Co. have their hands full in supplying all customers who demand goods immediately on account of shortage, and have wired for another shipment to be sent by express. Sam is the cause of all this turmoil in Klingenstein's shipping department. He is of the hustling type of business man one reads of in books, ever on the go, and always ready to talk "cigars" with anyone he sees a chance to transact business with.

Haas-Baruch & Co. are at present enjoying the largest volume of business on "Lovera" cigars ever. Ike Wentworth deserves much credit for his good work directed towards the "Lovera" cigar. This brand is well-placed about the city and surrounding territory and window displays are not the least of Ike's good work—by a long shot.

T. G. Devitt arrived in town boosting things along for the Philip Morris cigarettes. He was accompanied with Dave Block, of San Francisco, Cal., who accompanied him for the purpose of carrying out a sixty-day window campaign on Philip Morris cigarettes. Mr. Devitt will be with us for at least one more week.

Marc Brunner is expected here soon. He will call on the Klingenstein Co.

"Zubelda" cigarettes are selling like a house on fire and are bringing joy to the wholesalers and retailers. It sure has taken a firm hold on the cigarette smoking consumer.

The Pacific Electric Cigar Store states that the "Mi Rey" cigar is among the best four sellers handled by them.

The Max Roth Cigar Co. have received a shipment of one hundred thousand "Tamparettes" and are already getting a good distribution of this brand. They report business very satisfactory.

I. I. Hess, better known as "Optimo" Hess, is at the present writing in Portland, Ore., and is expected here in a few days. He will preach "Optimos" for a period of four long weeks in the territory controlled by Klauber-Wangenheim Co., distributors of this grand "seller of sellers."

The "Carabana" cigar is making its first appearance in this city. Beck & Co. have control of this cigar and report an excellent distribution, which fully exceeded any predictions made by members of the firm.

Anthony Schwamm has just returned from Imperial Valley, where he was talking "Rosa de Valle" cigars to the trade. The way Anthony sends in orders makes one wonder.

The "Don Remo" cigar, manufactured by Davis & Sons, of Cincinnati, O., and controlled here by M. A. Newmark & Co., has been getting a very wide distribution through the efforts of Mr. Cowell, who has not overlooked to place this cigar in every cigar store, drug store and every other store. He has not overlooked stocking up country dealers with this "Don Remo" cigar and the suburban dealers are constantly remitting in large orders for this cigar.

J. B. Bonhaus, representing Klauber-Wangenheim Co., of this city, is once more leaving for the district surrounding Bakersfield, otherwise called the Oil Well District, and he will no doubt bring home the bacon as he has done in years past.

More than 100,000 persons gathered in the business district of the city and at Exposition Park today to celebrate man's triumph over nature, the completion of the Owens aqueduct. A grateful city expressed joy over the leading of a great stream of water from its natural channels almost two hundred and fifty miles away. At ten o'clock this morning a rift of smoke high in the air followed by a reverberating report signalled the thousands of men in the street below to begin the spectacular parade. In the procession were a dozen or more bands in the column which was lined out for three miles. Today was declared by the mayor a holiday, all schools being closed to allow the children to participate in the day's events and witness a spectacle which they might justly be proud to relate to their young ones in years to come. One cannot fully realize the effect this project, the Owens River aqueduct, will have on business in Los Angeles and surrounding territory.

Morris Burke reports "Luxellos," "Post Dispatch," "Havana Sticks," "Picadura Import" and "Sylvania" cigars moving to his utmost satisfaction, but more so to the satisfaction of the distributors, Klauber-Wangenheim Co., of this city. Morris Burke has just received a shipment of "Reynaldo" cigars, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, Pa., and he hopes the rush for these cigars will continue. They seem to strike the hearts of the smoker of high smoke-stuffs.

ALKALI.

Hoffman-Moore Co. Reorganizes

The firm of Hoffman-Moore Company, of San Francisco, has reorganized with J. J. Hoffman in entire control, having purchased the other interests involved. In addition to the brands they are now handling, the firm will take on the "Music Master," a Porto Rican cigar, made by the American-West Indies Company. Under the private labels of the firm, two new cigars will be launched, one to be known as the "International 1915," a 10-cent brand, and "San Francisco 1915," to sell for a nickel. Special arrangements for the exclusive use of these labels have been made with the directors of the Panama-Pacific International Exposition.

Brunhoff Lighter Popular With Retailers

A very popular jump spark lighter with automatic cutter attached, and one that appeals especially to the retail cigar trade, is offered with the latest improvements by the Brunhoff Manufacturing Company, of Cincinnati, O. The front of the lighter contains room for either a mirror or an ad. The handle attached to the light is of length convenient for those whom Nature has not favored with normal height, and is equally satisfactory for those of more than standard stature. It is claimed for this lighter that it is durable, economical, and sure to light every time.

The Nathanson Cigar Company, distributors for the "New Bachelor" cigar, made by T. J. Dunn & Company, for Minneapolis, is opening another store in that city in the Corn Exchange Building, at Fourth Street and Fourth Avenue, South.

PENNSYLVANIA TRADE NEWS — Interesting Items Collected In The State

CIGAR TRADE BOOMING IN YORK

"Cinco" Output for 1913 in York May Exceed 28,000,000 Cigars—Many Factories Behind in Orders—Sixteen New Factories Licensed in October

THE demand for Christmas goods is heavier than ever before in this city and many of the factories have booked more orders than they can fill. Extra hours and more hands seem the only solution, and the new labor law has not helped the situation any.

The "Cinco" factory which employs about 600 hands, is averaging an output from 110,000 to 124,000 cigars daily, and in all probability its output for the year will exceed 28,000,000 cigars, which will be the largest in the history of any York factory.

The Dallastown factory of Myers & Adams has just received an order for 250,000 cigars, which will keep them busy for some time to come.

Notwithstanding the large number of factories now operating in the York section of the district, sixteen cigar and tobacco factories were opened last month. They will give a total employment to about forty-five hands.

All records of revenue receipts were broken at the York office this month when $128,663.52 was received for cigars alone. In 1912 during the month of October, the total receipts amounted to only $128,532.50. At the rate of three dollars a thousand, the receipts from cigars for October would mean that 4,288,800 cigars were made in York and the vicinity during that period.

The following is a list of the new factories, and number of hands employed in each, that were opened:

S. A. Roseman & Company, tobacco factory, Red Lion; Harry L. Altland, York, five hands; McGuigan & Company, tobacco factory, Red Lion; Frank A. Smith, Windsor, ten hands; Charles F. Smeltzer, Craley, two hands; Bertha L. Charles E. Calyman, Park, No. 1, three hands; Horace B. Ramsay, Wrightsville, No. 1, two hands; Maude Wilt, York, No. 6, two hands; Frank Kise, Red Lion, five hands; Annie L. Urey, Felton, No. 2, two hands; Lewis Elfner, Red Lion, No. 3, three hands; Simon J. Fake, Springvale, No. 2, three hands; Charles F. Smletzer, Craley, two hands; Bertha L. Kyer, Springvale, two hands; Clarence Hoffman, Red Lion, two hands; E. S. Barshinger, York, five hands.

Cigar Store Changes Owners

FRANKLIN, PA.

James M. Henry has completed negotiations for the purchase of the retail tobacco business of G. E. Bacharach, and has taken possession. The store is located on Liberty Street and is one of the most attractive in the town. The store will be considerably enlarged and refitted as a modern cigar store. Mr. Henry has been engaged in the tobacco business for some time and is thoroughly familiar with the details of the trade.

A meeting of the Lancaster County Tobacco Growers' Association was held in Lancaster on November 10. It was largely attended and there were numerous papers read of interest to the growers. The next meeting will be held the second Monday in December.

Ninth District Has Big Cigar Output

LANCASTER, PA.

RECEIPTS of the Ninth Internal Revenue District for cigars during October show a total of $273,962.85 and the stamp sales show an output of 91,320,950 cigars. In 1912 during the month of October, the stamp sales for cigars amounted to $262,808.97. This gives an increase of more than $10,000 for the trade during October of this year. The total increase over the same month in 1912 was about $13,000, so that the bulk of increased business of the internal revenue office at Lancaster has come from the growing cigar industry.

In September of this year the receipts from cigars alone were $251,248.11.

The receipts for tobacco during October, 1913, were $27,997.03.

Heard Up-State

John H. Fisher, a cigar manufacturer of Reading, has removed his business from 140 North Third Street to 343 Rose Street.

Christopher Mike, the well-known tobacconist of Norristown, is beautifying the interior of his store with the most up-to-date fittings. When the renovations are complete it will be one of the most attractive smoke shops in town. It is located on East Hector Street.

Because of his rapidly-growing business, it is said that B. F. Spatz, of York, contemplates breaking ground in Dallastown for the erection of another cigar factory.

E. L. Nissly, of the firm of E. L. Nissly & Sons, leaf tobacco dealers of Lancaster, Pa., has left for the West on an extended trip.

Robert J. Adams, the hustling representative of William Neil & Company, cigar manufacturers of Altoona, paid a visit to his home in Roaring Springs recently.

J. W. Brenneman, of Millersville, who manufactures the well-known nickel smoke, "Our Principal," was a Philadelphia visitor this week. He reports business good and a steady call for the factory leader.

Damaged by Fire

Combustion in a pile of rubbish at the rear of the John Becker cigar store, 259 Cincinnati Street, Dayton, O., caused damage to the store and building amounting to about $175.

For the second time this year, the cigar factory of Craig Brothers, at Lacon, Ill., escaped being swept by fire. About ten o'clock in the evening flames were discovered. A bucket brigade was organized and the fire extinguished before it had made much headway. Cigar stock was damaged to the extent of about $75, while the building suffered about $30 damage.

Detroit

Nine Thousand Dollars a Year for Hotel Cadillac Lease—Mazer Cigar Company to Occupy Addition Soon—G. J. Johnson Cigar Company to Erect New Factory

DETROIT, MICH., November 10th.

AMONG the leaf tobacco men in town recently were Mr. Penner, of E. Rosenwald & Bro.; Fred Singer, of S. Rossin & Sons; Howard Kinney, of H. Duys & Co.; Gus Hirsch, of L. Schmid & Co.; Harry Nathan and Harry Spingarn, of E. Spingarn & Co., and C. S. Sarluy, of F. & E. Cranz & Co.

Peter Zimmerman, of Manistique, Mich., cigar manufacturer, was run down by an automobile during the past week and met with instant death. He was riding a bicycle when it happened. Mr. Zimmerman was about forty years old and is survived by his wife and two children.

Mr. and Mrs. John P. Hemmeter, of Detroit, have returned from their lengthy stay in Europe.

The location at 78 West Grand River Avenue formerly occupied by the Freund Cigar Co. has been taken over by the Hobart Cigar Co., who have rented half of it out to a barber shop.

For a consideration of $9000 a year the cigar stand at the Hotel Cadillac has been rented to the Harry W. Watson Co., wholesalers and retailers of cigars and tobacco. The change took place the first of November. Mr. Davidson, who has been manager of the stand, resigned on the same date and has a number of offers in view. Mr. Bird, who has been looking after the company's stands at the Berghoff and the Griswold Hotels, will likewise manage the Cadillac stand. With the cigar department at the Cadillac goes the newsstand privileges, which amount to considerable.

The Watson company, which was to open a retail store at 120 Woodward Avenue, has given up the idea and has or is about to dispose of the lease, which will net them close to $7000 on the deal.

Walter James, of the John W. Merriam Co., spent a few days in town, most of his orders being on the "Bulldog" cigars.

Sandy Stuart, of the Superior Cigar Co., returned October 29 from his long Western trip and will remain in the city until after the first of the new year.

The Mazer Cigar Co. expect to move into their new third story addition by the twentieth of this month, and will immediately put on more cigarmakers to get out their Christmas orders.

Oscar Rosenberger is on a trip through the Middle West in the interests of his company, the San Telmo Cigar Manufacturing Co. This is his first trip since his return from Europe.

Mike Rosenfeld, representing "Charles the Great" cigars, was in town last week and wrote some big orders for immediate delivery. He went away better pleased than ever with his Detroit visit; in fact, if other cities were not waiting for him he would have liked to remain a few days longer, in which case he would have had to wire for new order books.

Al Worch, of the Wayne Cigar Co., returned the ninth from his Western trip and left again on the twelfth for the Pacific Coast, and will not be back in the city until after Christmas. He is said to have "cleaned up" on his Western trip.

Harry Elsey, formerly manager of the Hotel Downey cigar department, is now in Detroit as manager of the Alt Heidelberg cigar department.

The G. J. Johnson Cigar Co. has secured sixty-six feet of additional property and will start the erection of a new building in the very near future, which will be from three to five stories in height, and thus permit of the carrying of more stock and increasing the number of cigars.

James Moorehouse, of the Oppenheimer Cigar Store in Battle Creek has returned after spending his vacation in Detroit, Indianapolis and Chicago.

Sam Hanna, of the Barton Hanna Cigar Store in Battle Creek, has returned from an extended visit with friends and relatives in Dayton, O.

Careless throwing of a lighted match among papers is blamed for $100 worth of damage by fire to the cigar store of Roy Hardy in Lansing a few weeks ago.

Manipulating the combination of the heavy iron doors and breaking through the inside metal sheets by the use of a jimmy, burglars gained access to the safe of the Max Lieberman Cigar Store at 221 Gratiot Avenue on November 2 and escaped with only ten dollars in cash, while checks and the stock were not touched.

E. G. Walthall, representing the "Stratford" cigar, was one of the callers in town last week demonstrating the fact that "Stratford" cigars give prestige to the cigar department. This brand is having a good sale at the Soper Segar Store.

William D. Kidd, of Benton Harbor, Mich., and a member of the Columbia United Cigar Stores Co., was married on October 29 to Miss Mayme Agnes, a prominent belle of Crystall Falls, Mich. After a brief honeymoon they will make their permanent residence in Benton Harbor.

The Cleenewerck Cigar Store in Battle Creek is becoming a very popular place; it has installed a bulletin board where results of all important sporting events are announced; at this season of the year Saturdays are very popular on account of the football results.

Harry Mills, of the Belinda Co., was in town last week, also W. S. Walker, of S. S. Pierce & Co., of Boston.

H. W. Williams is working the upper peninsula of Michigan in the interests of John H. Swisher & Son, of Newark, O., makers of the "Cuban Planters" cigar. While in the cities he is advertising this brand by the use of slides in motion picture houses.

William Traitel, of M. Linkman & Co., manufacturers of pipes, was in Detroit for the past week calling on the retail trade as well as jobbers of smoking articles.

Among the prominent visitors since our last issue have been William Best, Jr., of Best & Russell, of Chicago; Joe Snyder, Mr. Moser, of Niles & Moser, Kansas City; Sig Mayer, of Philadelphia; Mort Hammer, with the "Lucius" cigar; Nate Shapero, of M. A. Gunst & Co.; Joe Wertheim, of E. M. Swartz & Co.

AL. U. THORNBURG.

Pittsburgh

City is Snow-Bound—"Tuxedo" Going Big With Smokers—"Romeo y Julietas" for Bankers' Dinner—"A. J. Cassatts" Lead Baum-Jaffe Products

PITTSBURGH is snow bound. We have about a foot of snow in the city and two or three feet in the outskirts. In some places it has drifted as high as seven feet. Business is very good in the downtown section, but the outlying districts are complaining of poor business.

The Bock-Stauffer Company are having a great run on "Webster" in all sizes, and are doing a big business on their one-fortieth packages for the holidays. They also have a new boite nature package on their "Duquesne Bouquet."

A. C. Hamilton, representing the "Tuxedo" department of the American Tobacco Company, is doing a big business on their one-pound and half-pound packages. The Seventh Avenue Hotel had a fine window display on "Tuxedo" last week.

A. Fine, of the Peoples Bank Building, has a big sale on "Cuesta Rey" and "Tuval" cigars in all sizes. He is making a special play on both of these brands.

Reymer Brothers will furnish "Romeo & Julieta" perfectos to the Bankers and Bank Clerks' Banquet, which is to be held at the Schenley Hotel on Monday, November 17th.

G. W. Schmidt & Co. will celebrate their anniversary the week of November 28th. Reymer Brothers will furnish them with the "Solace" perfectos for this occasion.

The Fifth Avenue Arcade cigar stand has a very fine display on "Cinco" cigars. Reymer Brothers are distributors for this brand.

Reymer Brothers have a complete line of holiday packages in cigars and a fine line of smokers' articles in novelties. They expect a big business this year.

C. F. Pipe, of the "Isabella" cigar factory, Manila, is in town.

Sauer's tavern, on the North Side, has a very nice display on "Jenkinson's Best." This display was put in by H. V. Merriman, of the Bock-Stauffer Company.

Mr. Baum, of the Baum-Jaffe Company, Philadelphia, Pa., was in the city this week to see the Shipley-Massingham Company, who are distributors for the "A. J. Cassatt" and "Coiner" cigars manufactured by this factory.

Mr. Sprague, of the Shipley-Massingham Drug Company, reports big business in the country on the "Cuesta Rey" and "Coiner" brands.

Joe Raubitschek, representing Krauss & Co., Baltimore, is placing the "Golden Robe" cigar in some of the best downtown stands. Among the downtown stands are the Henry Hotel, Colonial Hotel, Seventh Avenue Hotel and Piatt's Cafe.

A. Herbert, vice-president and treasurer of the Phillip Morris Company, cigarette manufacturers, was in town this week with J. M. Goodman, visiting the trade.

W. N. Ruffins, Jr., of the Products Company, left town Friday night, after a very successful six weeks' campaign on "Royal Nestor" and "Melachrino" cigarettes. A number of the downtown stands are displaying "Royal Nestors" and "Melachrinos" in their windows, and the brands are responding wonderfully.

The Gilmore Drug Company have received a large supply of "Gato" clear Havana cigars, and "Girard" cigars for the holiday season. They report they are unable to obtain any holiday packages on "El Versos" or "San Felice" cigars on account of the oversold condition.

C. M. Pleasants, of the Havana-American Company, is here visiting the trade with W. Armheim in the interest of the "La Preferencia" cigar. They have one of the most attractive Christmas packages ever seen on this market. Mr. Pleasants reports excellent business.

The Hotel Anter has taken on the "Stratford" cigar, of the El Draco Cigar Company, Philadelphia. They have a very fine window display on "Piedmont" cigarettes this week. Mr. Quinn, the manager of this stand, is looking for a big holiday business.

The J. S. Kerns cigar store was sold out at auction sale, and they are now running a cigar auction at this store.

The following visitors were here in the interest of the tobacco business: A. Osterloh, Jr., president of the Standard Tobacco Company, Fayetteville, N. Y.; Tos. F. Heeley, representing the "Rayom Alonas," a new imported cigar; T. M. Miller, representing L. H. Bowers, Mansfield, O.; W. T. Taylor, factory representative of "Romeo and Julieta" cigars; S. Herz, of Bustillo Brothers & Diaz; Jack Sheridan, of M. Perez Company; Wm. Mendel, Union American Cigar

A. J. F.

The Empire Cigar Store

Cleveland, Ohio

This illustration shows the entrance to the Empire Cigar Store, located at 826 Prospect Avenue, Cleveland, O. George W. Bassett, the proprietor, is standing in the entrance. He has recently disposed of his barber shop and after renovating will turn the entire space into a first-class smoke shop.

30,912,000 CIGARS MADE IN DETROIT DURING MONTH OF OCTOBER

Third City in Cigar Production Now Averages 1,000,000 Smokes a Day—Industry Employs about 8000 People—City Gaining Rapidly on Its Leaders

DETROIT, MICH., November 9, 1913.

WHAT more cigars were made in Detroit in October than ever before, is the statement made by the internal revenue department officials. The revenue stamps sold to manufacturers in the first district for cigars only amounted to $92,749.59 or exactly 30,912,000 cigars; revenue stamps sold for tobacco amounted to $198,721.48. The increase of October this year over the same month of 1912 amounts to 3,732,600 cigars. During the year which ended on September 30, the factories of Detroit made 304,598,133 cigars and a little more than 27,336,788 pounds of smoking and chewing tobacco.

Detroit is one of the big cities of the country in the manufacture of both cigars and tobaccos; it ranks third in the production of cigars which averages 1,000,000 a day and in the tobacco industry in all of its branches about 8000 men and women are employed. For many years Detroit has been prominent in the tobacco market. Daniel Scotten, John J. Bagley and M. I. Mills were among the pioneers in the business, and from modest beginnings each of them built up establishments which have sent their product to all parts of the country.

In Detroit there are today close to 400 cigar factories and four big tobacco factories. The cigar factories run all the way from the small one in which the members of the household are employed, to the modern factory with 1600 hands. Some of the small cigarmakers also have licenses as tobacco manufacturers, making up their own scrap for the market instead of selling it, as in other days.

In no industry has the growth been broader than in the manufacture of cigars. It is not many years back when the small sign at the stairway told of the factory up in some loft. There a few hands were at work in old-fashioned surroundings, with scant light and little air. Now the manufacturers want both light and air, and the factories which have been built in the past five or ten years are models of their sort. Fresh and clean air is supplied the working people and there is an abundance of daylight, in addition much care is taken to make the factories perfectly sanitary and the convenience and comfort of the employes is given consideration. Many of the factories have found it economical to locate in the northeastern part of the city, not because of the cheapness of land, but it is in the natural labor district and that counts. When a factory is within walking distance or at best but a few minutes' car ride and the wages paid are the standard, there is little trouble in securing the best of labor.

The cigar and tobacco business of this city gives employment to hundreds who are not directly engaged in either branch. There are the boxes for cigars, the shipping packages, the labels and other printing. Then for the tobacco are the caddies, the paper packages, tin boxes, and a great amount of printing and lithographing. One factory in Detroit makes about all of the caddies for the plug tobacco which comes from the four big plants. The output is about 1500 caddies a day or 500,000 a year, and these hold from three to thirty pounds of plug tobacco. Plug tobacco has to be put up in caddies made of wood without flavor and the gum wood and sycamore from the South are used for the purpose, great amounts being shipped here and then made up into the required sizes. The cigars made here during the year were packed in about 6,000,000 boxes, the average being the fifty-cent size. During the year ending September, the internal revenue office in Detroit collected something over $3,100,000 for stamps, which is more than $10,000 a day. March has been the smallest month so far this year in the point of receipts for cigars at the internal revenue office, while October was the largest.

Attractive Exhibit for Smokers

During a window-decorating contest in Camden, N. J., recently, F. Hartman & Son, cigar manufacturers, located at Third and Arch Streets, devoted four display windows to the exhibition of their products and stock.

Artistically arranged in the Arch Street front were cigarettes and cheroots in profuse numbers; the first window on Third Street was filled with different sizes and shapes of the brands of cigars manufactured by the firm; the next window was devoted to pipes and contained everything in that line from the time-honored corn-cob to the most expensive meerschaums, briars and calabashes. The last window on Third Street contained pounds upon pounds of smoking tobaccos in every shape and form; there were plain packages, fancy packages, fat packages, thin packages, long packages, short packages, round packages and square ones. There were tins of every shape and description, common glass jars and expensive humidors, and no matter what brand you were looking for, it certainly was in that window.

This enterprising firm attracted much attention to their store with this display and their leading 10-cent brand, "El Hartson," had a heavy call. The nickel leader, "Sparks," is constantly growing in favor with Camden smokers, and in quality compares with any of its competitors.

The Manchester Cigar Manufacturing Company, of Baltimore, Md., have recently removed to 38 South Frederick Street; they will occupy the entire building.

LEAF TOBACCO MARKET

Pennsylvania Crops All Under Cover—Carolinas Getting Good Prices—Half of Wisconsin Crop Under Contract—Ohio Zimmer Bringing Highest Prices Since 1908

PENNSYLVANIA

York, Pa.

While there have been numerous fields standing that are beyond hope, nevertheless the 1913 crop is somewhat larger than was first thought. This has been due to some good weather which we have had recently, and which enabled the late crops to mature. Now it is all under cover and the growers are fairly well satisfied. The tobacco which has been cut for some time has been curing nicely and taking on a good color. Some of it is ready for stripping. Pennsylvania broad leaf is not selling yet and it is probable that none will be sold until the stripping is completed.

The packers find business quiet, although there is an outlook for sales opening up soon. Considerable of the 1911 goods has changed hands, and from all appearances there will be a demand for the 1912 packings before long. Prices seem steady, but there seems to be an indication of higher quotations in the near future.

Lancaster, Pa.

There is regret on all sides among the local packers that they did not purchase more of the 1912 leaf, for indications are pointing to that being in demand. At the time it was in the market many of the packers were still loaded down with 1911 and 1909 leaf. If conditions last year had been like they are now there would have been some keen competition for the crops.

There is a steady demand for old goods, but unfortunately for the packers the figures offered do not leave anything for them. Desirable goods are being held, as there is a conviction that prices are going up.

Nineteen hundred and eleven leaf has been going good and there is not much on hand. Of course, there is still plenty of 1909, but it is surprising to find that in a quiet way considerable of that is being sold.

The factories have enough goods to carry them through to the first of the year, but there is a feeling that after that there will be a heavy call for the old leaf, and no doubt the 1909 will be in demand at the local warehouses.

Nineteen hundred and twelve goods are being sold around and above fifteen cents, but just how much of it it is not possible to ascertain.

KENTUCKY

Louisville, Ky.

The shortness of the crop this year should make a good market with prices that will prove profitable to the grower. However, it is believed that the quality of the crop will be largely of the common grade and buyers will probably range their prices according to the quality.

Tobacco is curing nicely in the barns and there seems to be the opinion that it is of a better quality than has been reported. If this is true it will no doubt help the growers out.

Owners of dark tobacco feel that the crop situation justifies better prices, but notwithstanding this the market seems to drag.

Hopkinsville, Ky.

The new tobacco crop is all housed and cured and the greater part of it will run common to medium grades, with one-third that is good to fine.

In quantity, according to the latest estimates, it is from sixty to seventy-five per cent. of the usual black patch crop. Already buyers are busy riding through the country, and the work of crop inspection is rapidly going on.

The holders are showing no anxiety to sell early, as the situation indicates that the prices will be strong. The only sale reported brought ten dollars for the round crop.

Five loose floors are expected to open here this season, and all are anticipating a rushing business.

THE CAROLINAS

Winston-Salem, N. C.

The month of October was a record month for the local market. The sales as far as given out total something over 8,680,000 pounds, which are the heaviest in the history of the market. Judging from these figures it would seem that close to forty-five per cent. of the crop has been marketed.

It seems to be the opinion that the prices have about reached the top; there has been no unusual change in them and, if anything, they were slightly higher for some grades. Prices have advanced steadily on the medium and good grades, but wrappers of a good quality and good filler may go still a little higher.

Many good, ripe tobaccos have appeared in the breaks and have been quickly taken up at flattering prices. The offerings show improvement and more of the medium to fine goods is coming under the hammer.

WISCONSIN

Edgerton, Wis.

As soon as one of the big buyers started to gather in the 1913 crops the rush came, and in less than a week probably fifty per cent. of the crops in the southern districts have already been placed under contract. The prices offered were so good that a grower could hardly refuse to accept them. A coincidence is that this break has come just at a time when the market was at a high mark and the rush has carried the prices to the top. If the present rate of buying continues, it will only be a short time when most of the crop will have been bargained for. All of the buyers are interested in getting their supply and this is having considerable to do with the demand and the prices.

The smaller dealers who usually aim to secure packings to sell a year hence with a profit, do not seem to have much chance now, as the prices are prohibitive to any except the most confirmed speculator. Some have bought early, but not anything like last year.

Prices which started at thirteen cents for wrapper and binder grades have risen to fifteen cents and better for choice selections.

The 1912 packings are finding a ready sale in the eastern markets, where binder goods are in strong demand.

CONNECTICUT

Suffield, Conn.

Heavy rains and the result of the damp have enabled the farmers to take down those crops which were sufficiently cured. This is a trifle early for the damp and the growers are well pleased with the prospect of getting their crops down before cold weather. A general call has been sent out for men to assist in the work, as the farmers are afraid that a wind will dry the tobacco so that it cannot be handled.

The crop this year is a banner one and has been pretty well contracted for. In the bundle, the leaf has brought from twenty-two to twenty-five cents. The tobacco this year is practically free from pole-sweat and white veins and shows a good burn.

South Windsor, Conn.

A big part of the crops in the sheds has been taken down by the farmers, who have worked night and day since the wet spell to get the tobacco down. Most of the tobacco which was taken down has not been stripped and put in bundles, and much is awaiting delivery orders by the buyers. The tobacco warehouses are getting ready to start, and work for the winter will soon be under way.

There is no complaint on the prices, as that in the bundle brought from twenty-five to thirty cents a pound, and the assorted ran as high as thirty-five cents.

Broad Brook, Conn.

The season for handling tobacco in the warehouses is at hand and the large dealers are scouring the vicinity for efficient help. The warehouse of E. H. Sloan has been running on prime tobacco and has sorted the entire crop. They are at present employing more than fifty hands.

There has been a shortage of labor this year that has caused considerable effort on the part of the growers in both the harvesting of the crop and the stripping.

The cure is said to be very satisfactory.

OHIO

Troy, O.

Holdings of the 1911 crop of all varieties of Ohio leaf—Zimmer, Dutch and Gebhart—are nearly exhausted and the packers are now busy preparing the 1912 for the market. This being a small crop it is expected to move at a material advance over prices first quoted on 1911, and in fact of present extreme prices for the 1913 crop, packers are in a very independent position.

Practically all the buyers are in the field now, and most of the 1913 crop of Zimmer is already purchased at the highest prices paid since the crop of 1908.

The sale of tobacco on North Carolina warehouse floors during the month of September amounted to more than $10,000,000. These enormous sales broke all September records and while it has not been definitely announced, it is probable that it will break all others.

Heard Among Leaf Men

The Ohio and Indiana floods have been responsible for a marked advance in leaf tobacco prices in that section. The flood ruined thousands of tons of choice leaf.

Ed Miller, a local broker of Paducah, Ky., recently shipped a train of twenty-seven cars, containing 500 hogsheads of tobacco, to the Eastern market.

Farmers in the Pee Dee section of South Carolina are well pleased with the prices they have received for their crops this year. It is estimated that they received at least $2,000,000 more for their tobacco this year than last.

With raw Wisconsin tobacco bringing fifteen cents, many of the conservative firms have stood aloof from the market. This has caused a considerable loss of activity in the selling movement which began like a whirlwind.

According to the recent crop report, Pennsylvania leaf fell off about 250 pounds an acre in yield this year as compared with 1912.

Not much hope for relief from the binder situation in New England, says a leaf broker, as there is no old binder, and the new is being shipped to its purchasers as fast as possible.

Warehouses are now opening up in the Connecticut valley, and packers will soon have a good idea of the value and quality of the new crop.

The success of tobacco as far North as Wisconsin, has aroused Nebraska to a point of investigation. It is claimed by the farmers there that they can raise the leaf as profitably as it is done elsewhere.

Displays of leaf and filler tobacco constituted a prominent display at the Dallas Fair recently held in Texas. Considerable breeding work is being done at one of the experiment stations and as a result farmers in east Texas are taking quite an interest in tobacco culture.

The first carload of Southern California tobacco has recently been shipped East. Experts say that it is as fine as any ever grown in Turkey or Persia. It is very thin in leaf and rich in color and quality.

E. H. Sloan, of Broad Brook, Conn., has opened his packing house and is working with a force of fifty men. This is the first packing house to open there this year.

Three Counties Added to Fifth District

With the addition of Rockingham, Guilford and Randolph counties to the Fifth Internal Revenue District of North Carolina, it is quite probable that this will place that district at the head of the list so far as the manufacture of tobacco is concerned.

Winston-Salem is giving St. Louis a run for its money as it is, but the new Fifth district will include Reidsville, which is quite important in the manufacture of tobacco, and it will no doubt raise this section to the banner place among the tobacco manufacturing districts of the world.

The consolidation took effect on November 1. Revenue Agents Chafin, of Baltimore, and Sams, of Asheville, spent some time in Winston-Salem, checking up the affairs of the local office preparatory to the consolidation.

CULTURE AND USE OF FLUE-CURED TOBACCO

Forty Per Cent. of This Variety Exported—Adaptable for Almost Every Use Except Standard Cigars and Snuff—Annual Production Equals 215,000,000 Pounds.

Washington, D. C., November 10, 1913.

THE normal annual production of flue-cured tobacco on a farm-weight basis is estimated to be about 215,000,000 pounds, according to Bulletin No. 16 of the Department of Agriculture. This type of tobacco is the only American grown variety that has shown a tendency to expand our exports. About forty per cent., or around 90,000,000 pounds, is exported and the remainder is used in domestic consumption.

"All things considered, this flue-cured type of tobacco is unsurpassed in universal popularity," states the report, "and it is adapted to a variety of uses, including granulated and cut smoking tobacco, both paper and all-tobacco cigarettes, and plug filler and wrapper; in fact, it is adapted to all the regular forms in which tobacco is used except standard cigars and snuff. In color and general appearance it is very attractive, while its low nicotine content, mildness, aromatic sweetness, fragrance, and good keeping qualities render it very satisfying to the user."

The use of flues in curing tobacco became popular after the close of the Civil War and by the middle eighties the demand had increased so that about twenty counties in Virginia and North Carolina had been planted to this variety. There are a number of varieties of flue-cured tobacco, prominently among which are the Warne, Yellow Oronoco, White-stem Oronoco, Big Oronoco, Adcock, Adkin, Willow-Leaf, Gooch, Tilley, and Hester. The Warne is the standard wrapper type and perhaps the most popular. The Adcock is a great favorite in the noted wrapper-producing section of Granville County, North Carolina, while the Adkin is popular as an early-maturing variety.

Apart from the natural character of the soil itself, there is no more important matter for the tobacco grower to consider than the management of his fields. Indeed, the character of the tobacco produced will depend as much on how the fields have been handled in rotation between the successive tobacco crops as upon the fertilizer used or the cultivation given directly to the tobacco crop itself. Tobacco land should be so handled as to be kept in good life. A liberal supply of vegetable matter in an advanced stage of decay is highly desirable, but it should be of the kind not excessively rich in ammonia.

It is well known that the organic matter of freshly cleared or broom-sedge fields is of a kind well suited to tobacco. It consists principally of dead leaves, twigs, roots, pine tags, broom-sedge and roots. Such vegetable matter, while poor in ammonia, by its ample volume makes the soil very mellow and friable and of good water-holding capacity. There is probably no better humus crop for rotation than herd's-grass or red top.

Specking, or "diseasing," as it is generally called, is the most common disease injury to which tobacco in the flue-cured district is subject. It is believed to be a fungus disease, disseminated by spores. The only practical method of reducing the injury to the crop caused by the disease is by using potash more liberally in the fertilizer, which seems to increase the resistance of the plant to the disease.

The Lancaster Leaf Tobacco Market is very much like a see-saw; it is up one day and down the next. The leaf packers were not very favorably impressed with the 1913 crop, but now that it is curing, they are thinking better of it.

Trade Changes

Freeport, Ill.—Charles Pack and William Werntz, purchased the cigar business of Bennethum & Adams, located at 147 Stephenson Street.

Lewiston, Me.—Henry Carleton has opened a fruit, confectionery and cigar stand at 242 Court Street.

Wilmington, Del.—W. H. Berger Company have opened a first-class cigar and tobacco store at 921 Market Street.

Bristol, Conn.—William W. Rice will open a pool room and cigar and tobacco store in the new Lilley-Tracy Block in Riverside Avenue.

Cincinnati, O.—"Si" Schwartz has arranged for the leasing of the cigar stand in the First National Bank Building.

Ansonia, Conn.—Maurice E. Carey has opened a cigar store, pool room and barber shop in the Flaherty Block.

Meriden, Conn.—Dossin Brothers have opened a new tobacco and cigar store in the Hall & Lewis Block.

Springfield, O.—Herbert Harris and an associate have purchased the cigar store owned by the J. A. Lisch Company, at 30 South Fountain Avenue. It is said that the Lisch Company will continue in other quarters.

Rock Island, Ill.—James Culley and Walter Snyder are the new owners of the cigar store and pool room at Fourth Avenue and Twentieth Street. The business was purchased from Dunnison & O'Connell.

Freeport, Ill.—Albert Rieger has purchased the cigar store and pool room at 50 Chicago Street.

Lewiston, Idaho.—C. F. Donaldson has opened a cigar factory here.

Waterbury, Conn.—Simon Dvileskas, the cigar manufacturer, has changed the location of his factory from Bank and North Riverside Streets, to the barber shop occupied by F. J. Leary, on Bank Street.

Trustee of Bucher Cigar Company Qualifies

P. N. Sigler, of Dayton, O., has qualified in the United States District Court, as trustee of the estate of the Bucher Cigar Company, bankrupt, of Dayton, in the sum of $10,000. The United States Fidelity and Guaranty Company of Baltimore, Md., is surety.

W. H. Berger Opens Wilmington Store

W. H. Berger, formerly vice-president of Fring Brothers Company, cigar manufacturers of Philadelphia, has organized a company in Wilmington, Del., and has opened a first-class cigar and tobacco store. Up-to-date fixtures have been installed and the smoke shop is the most modern in every detail. It is located at 921 Market Street.

Imperial Tobacco Company Shows Big Profits

According to a report emanating from London, Eng., the net profits of the Imperial Tobacco Company will show a considerable increase over last year. The annual accounts of this company are made up to October 31, each year, and the net profits for the past year are reckoned to be about $17,200,000. This is a considerable gain over the 1912 figures and will enable the company to pay a dividend of thirty per cent. on its "B" deferred shares.

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THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

EL NADIR:—29,346. For cigars, cheroots, chewing and smoking tobacco. October 25, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

LIVE WIRES:—29,347. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

CLOUD KING:—29,348. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

EAGLE CREST:—29,349. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

DON GARCIA:—29,350. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

ADA MIA:—29,351. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

ROBERT SCHUMAN:—29,352. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

ARUXUL:—29,353. For cigars. October 27, 1913. Wm. Bringmann & Son, Baltimore, Md.

TAMPANAMA:—29,354. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. Rey, Straus & Co., Tampa, Fla.

GENUINE IMPORTED ROLLUPS:—29,355. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1913. Merchants' Cigar Box Co., Dallastown, Pa.

LUCKY PRIZE:—29,356. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

PLANTER'S PICK:—29,357. For cigars, cigarettes, chewing and smoking tobacco. October 28, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

GUY FAWKES:—29,358. For cigars, cigarettes, chewing and smoking tobacco. October 28, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

LYNDON ARMS:—29,359. For cigars, cigarettes, chewing and smoking tobacco. October 29, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

YE VEX:—29,360. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 29, 1913. Lewis Hinnershitz, Reading, Pa.

EAGLE BOND:—29,361. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 29, 1913. The Moehle Lithographic Co., Brooklyn, N. Y.

EL COMPOSO:—29,362. For cigars, cigarettes, chewing and smoking tobacco. October 29, 1913. Kaufman, Pasbach & Voice, New York.

CONGRESS RECORD:—29,363. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 29, 1913. The Central Cigar Box Co., St. Louis, Mo.

INERCORE:—29,364. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 30, 1913. Heinemann Bros., Baltimore, Md.

SMOKE I DO:—29,365. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 30, 1913. A. Bolen, Philadelphia, Pa.

BROW HEAD:—29,366. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 31, 1913. Steffens, Jones & Co., New York City.

EL VELVO:—29,367. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 1, 1913. Kaufman, Pasbach & Voice, New York.

SPITFIRE:—29,368. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 3, 1913. Import Lithographic Co., New York City.

MONTSERRAT:—29,369. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 3, 1913. Import Lithographic Co., New York City.

WILLIAM THE SIXTH:—29,370. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 3, 1913. Cole Lithographic Co., Chicago, Ill.

GREEN TIN:—29,371. For cigars, little cigars, cheroots. November 3, 1913. Superia Cigar Co., Detroit, Mich.

LUAP:—29,372. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 3, 1913. Woggy Cigar Co., Chicago, Ill.

IS-ROY:—29,373. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 3, 1913. Woggy Cigar Co., Chicago, Ill.

IRISH PANETELAS:—29,374. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 3, 1913. J. A. Shuhart & Co., York, Pa.

SCOTCH PANETELAS:—29,375. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 3, 1913. J. A. Shuhart & Co., York, Pa.

EDWARD MORRIS:—29,376. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 4, 1913. Cole Lithographic Co., Chicago, Ill.

MACULER:—29,377. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 4, 1913. Import Lithographic Co., New York.

VIVFICO:—29,378. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 4, 1913. Import Lithographic Co., New York.

BREWSTER CIGAR:—29,379. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 4, 1913. Rosenthal Bros., New York.

EL ALMIRANTE:—29,380. For cigars, cigarettes, cheroots, tobacco. November 6, 1913. De Lisser-Schneider Co., Philadelphia, Pa.

LA TURIALBA:—29,381. For cigars, cigarettes, cheroots, smoking tobacco. November 6, 1913. De Lisser-Schneider Co., Philadelphia, Pa.

MARCA SELECTA:—29,382. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1913. Import Lithographic Co., New York.

ROMERO DIAZ:—29,383. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1913. Import Lithographic Co., New York.

VELLON:—29,384. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1913. Kaufman, Pasbach & Voice, New York.

PIASTER:—29,385. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1913. Kaufman, Pasbach & Voice, New York.

THE GREAT AMERICAN SKIPPER:—29,386. For cigars, cigarettes, chewing and smoking tobacco. November 6, 1913. F. M. Howell Co., Elmira, N. Y.

THE NEW BRUNSWICK SPECIAL:—29,387. For cigars. November 6, 1913. F. B. Trout, Lancaster, Pa.

FLAMINIUS:—29,388. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1913. Import Lithographic Co., New York City.

JOSE ARTIGAS:—29,389. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 6, 1913. Import Lithographic Co., New York City.

MAFUTA:—29,390. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. De Lisser-Schneider Co., Philadelphia, Pa.

FAMA GUSTO:—29,391. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Krueger Lithographic Co., New York.

SANTA FARO:—29,392. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. T. A. Wadsworth, Detroit, Mich.

ANOKA:—29,393. For cigars, cigarettes, chewing and smoking tobacco. November 8, 1913. T. A. Wadsworth, Detroit, Mich.

DART:—29,394. For cigars, cigarettes, chewing and smoking tobacco. November 8, 1913. T. A. Wadsworth, Detroit, Mich.

JOHN R.:—29,395. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Bernard Schwartz, Detroit, Mich.

HAVANA SMACKS:—29,396. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Kohlker-Snyder Co., Yoe, Pa.

BRAINY DIET:—29,397. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Cole Litho-

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Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

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STANDARD CIGAR MANUFACTURER WANTED, to locate at Lititz, Pa. Large two story brick building along the P. & R. Railroad, with railroad siding. Ready to begin work at short notice, and 100 cigarmakers ready to start work at once. For full particulars address P. O. Box 443, Lititz, Pa.

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FOR SALE—Stock, fixtures and active brands. Cause, ill-health and old age. Address, G. S. M. & Co., Pottstown, Pa.

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

Situations Wanted.

SITUATION WANTED—Cigar packer foreman with thirteen years' experience and able to speak six different languages, wishes position. References. Address, Box 1000, "The Tobacco World."

FOREMAN for cigar factory, eight years' experience on hand and mold work. A-1 reference. "W," care of "The Tobacco World."

MONEY MASTER:—29,398. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Cole Lithographic Co., Chicago, Ill.

VERAQUA:—29,399. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Cole Lithographic Co., Chicago, Ill.

CANCELLATIONS.

CUBAN CHARM:—28,027. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1913. Kaufman, Pasbach & Voice, New York. Cancelled October 31, 1913.
graphic Co., Chicago, Ill.

"LUAP" AND IS-ROY:—29,342. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Woogy Cigar Co., Chicago, Ill. Cancelled November 5, 1913.

DON GARCIA:—29,350. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. The Moehle Lithographic Co., Brooklyn, N. Y. Cancelled November 5, 1913.

CHINO:—28,258. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. The Home Cigar Co., Lexington, Ky. Cancelled November 5, 1913. This certificate originally appeared as having been registered for Kaufman, Pasbach & Voice, New York.

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With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
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CORRECTIONS.

STJEPAN DOJCIC:—28,298. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered October 16, 1913. Credited to Canton Box Co., Canton, Ill.; should be credited to Tony Tomlianovich, Canton, Ill.

FOUR TONYS:—29,319. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered October 20, 1913. Credited to Canton Cigar Box Co., Canton, Ill.; should be credited to Tony Tomlianovich, Canton, Ill.

ROOPEN HARRIAN:—29,334. For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered October 23, 1913. Credited to The Moehle Lithographic Co., Brooklyn, N. Y.; should be credited to Roopen Harrian, New York.

K. C. Kulle Purchases Bissell Factory

Announcement is made that Karl C. Kulle, of Windsor Locks, Conn., has purchased the property and manufacturing business of the late L. P. Bissell, of Suffield. Mr. Kulle is a former Suffield man and will remove his equipment from Windsor Locks and combine it with his new acquisition.

Suffield has been worried for fear that an outside firm would purchase the Bissell business and remove it from that town. This caused no little concern as it would have thrown several hundreds of people out of work, besides taking one of the largest cigar and tobacco manufacturing plants from the town.

The change will be made December 1. Mr. Kulle has become one of the largest cigar manufacturers in northern Connecticut, and is also a tobacco buyer. He will still carry on the latter business.

The cigar business of the late Mr. Bissell was established in 1872.

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A beautifully embossed Christmas card with each jar

Exact Size of 90 cent Humidor

The dealer who displays and pushes the famous TUXEDO Handsome Glass Humidor will be the one who reaps the greatest benefit from our advertising---most extensive campaign ever put behind a tobacco specialty.

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Figuras 39-41, Cable "CUETARA" Havana, Cuba

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Our 600 hole punch board contains 12 of the Highest Quality Photo Pocket Knives and Six One Dollar in Trade prizes. Board takes in $30.00 at 5c. a punch. Will furnish board ready for use for $9.00 delivered and the $6.00 in trade prizes will make this board cost you $15.00, leaving you a net profit of $15.00.

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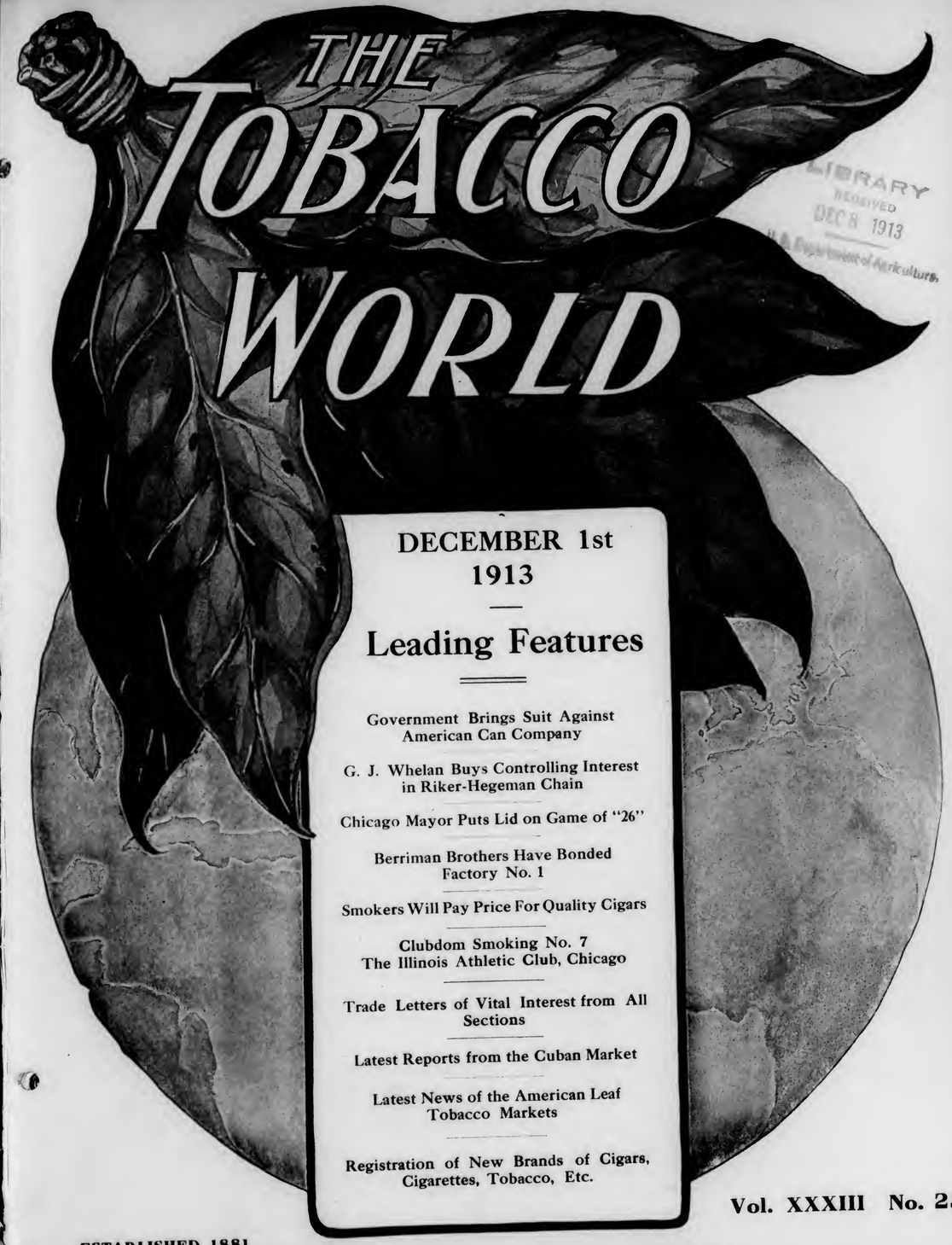
for twilight—your leisure hour. You can't do justice to your work with shaky nerves. Chances are it is nicotine that's making you yawn and feel "dopey." Mild Havana leaf, when blended with harmless domestic, is satisfying and doesn't irritate the nerves.

Robt. Burns

MILD 10c CIGAR



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Leading Features

Government Brings Suit Against American Can Company

G. J. Whelan Buys Controlling Interest in Riker-Hegeman Chain

Chicago Mayor Puts Lid on Game of "26"

Berriman Brothers Have Bonded Factory No. 1

Smokers Will Pay Price For Quality Cigars

Clubdom Smoking No. 7
The Illinois Athletic Club, Chicago

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIII No. 23

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

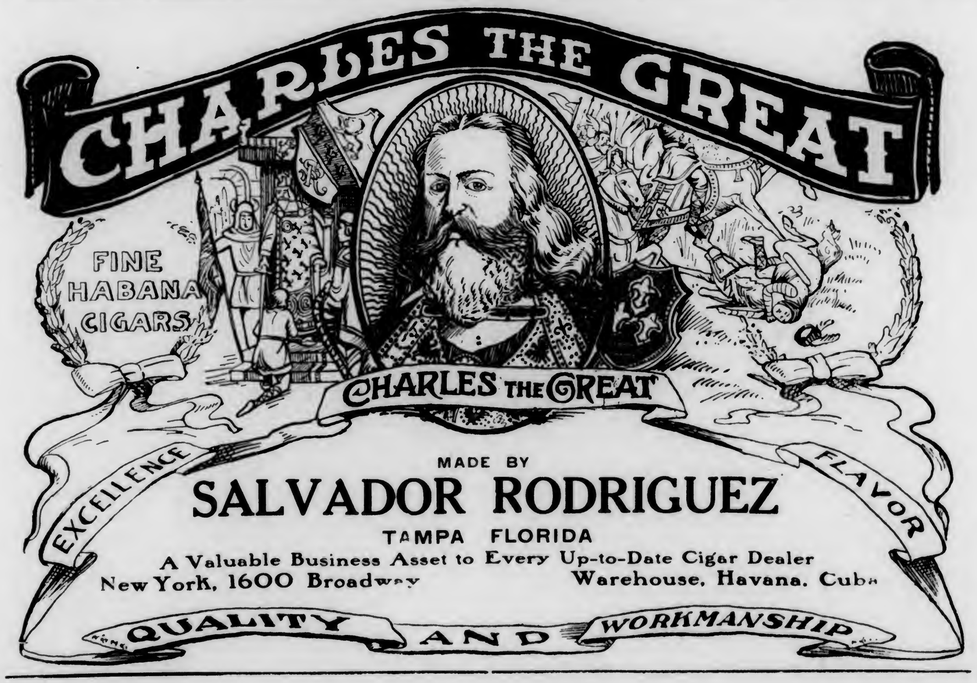
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

Makers of High-Grade "Union-made" Cigars Only

I. TEITELBAUM & CO.

CLEVELAND, OHIO

WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

For Gentlemen of Good Taste

SAN FELICE 5¢ GENTLEMEN OF GOOD TASTE

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

F. C. LOZANO J. M. LOZANO

TRADE MARK

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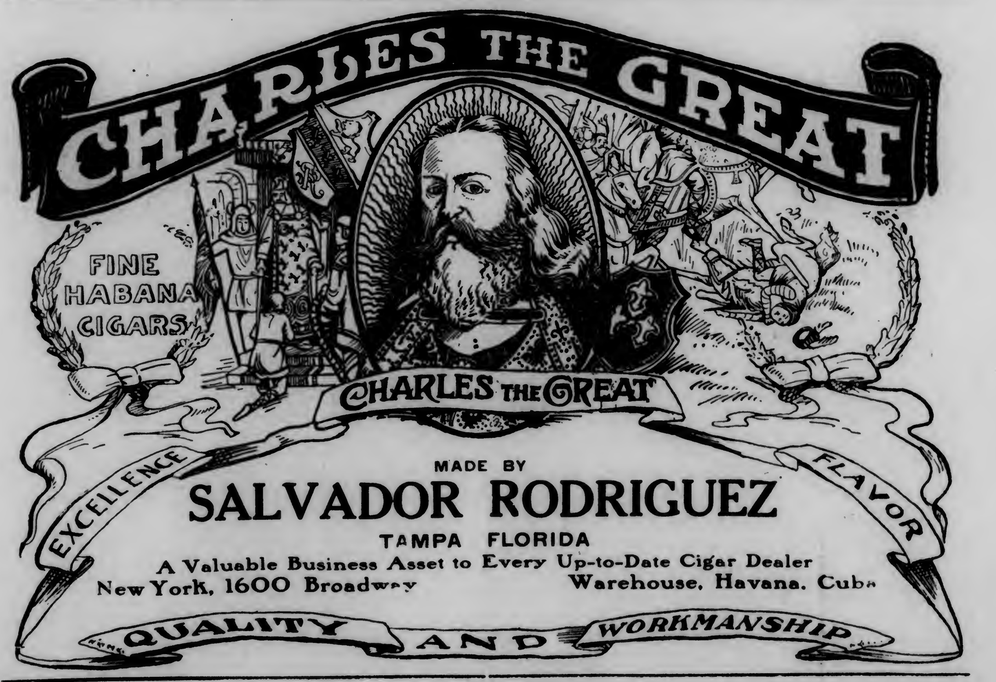

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The Original and Genuine

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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

Henry the Fourth

Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office 257-265 Fourth Ave., New York

Quantity or Quality--Which?

WHEN you are considering the advisability of taking on a new cigar, Mr. Dealer, what do you take to be of most importance, quantity or quality?

If quality cuts a large part in the selection of your stock, get in touch with us. We have something in common with you, a medium-sized, hand-made, clear Havana filled, nickel cigar, which contains nothing but the best imported tobacco.

This cigar, the 20TH CENTURY, has been on the market for 28 years, sufficient proof that it has stood the test of time.

For full particulars and samples communicate with

C. H. PLITT CIGAR CO., Manufacturers, York, Pa.

Also manufacturers of the "Liar" and "La Altoona" five cent brands and "Altoona Perfecto" and "Casilda" ten cent cigars.

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

LOS REYES DE ESPAÑA

Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida

Office: 257-265 Fourth Avenue, New York

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

STAG TOBACCO

In addition to the handy, half-size 5¢ tin, is now packed

in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

NEED WE SAY MORE
OF

Flor de Jeitles CIGARS

5-CENT CIGARS

That have won their way by absolute merit of quality

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

Henry the Fourth

Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office 257-265 Fourth Ave., New York

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Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

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Flor de Jeitles CIGARS

5-CENT CIGARS
That have won their way by absolute merit of quality

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

Hand-Made
Havana Blend

5c.

Sumatra Wrapper
Long Filler

The brand that made a reputation in less than a year

BAUM-JAFFE COMPANY
115-117 N. 3d Street Philadelphia

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

HONESTLY ADVERTISED NOT MISLEADING

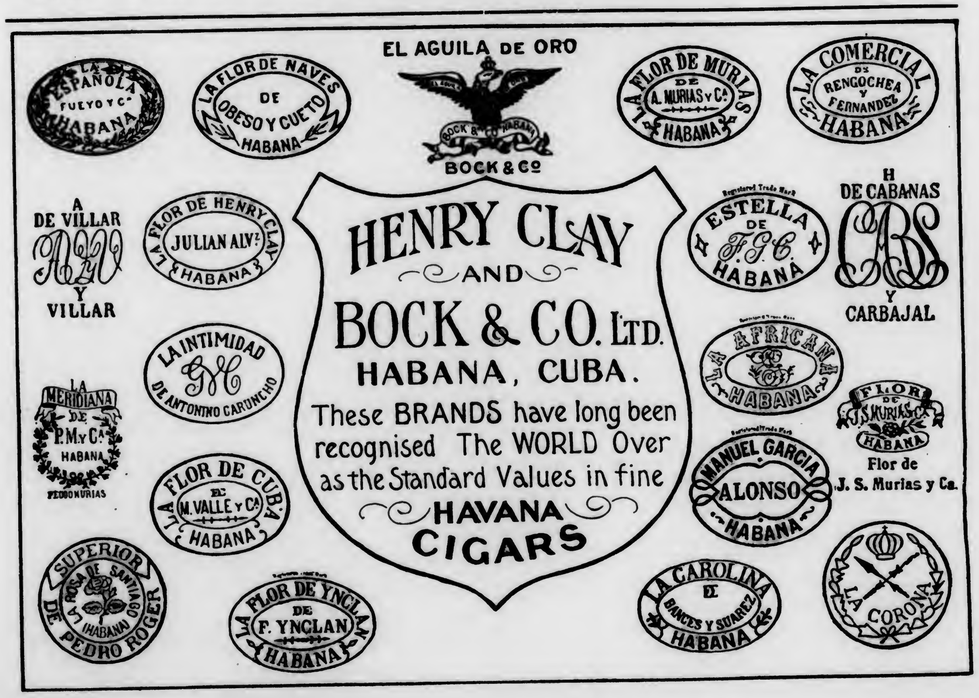
LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland



ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**
The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.
28th and Smallman Sts., Pittsburgh, Pa.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**
E. Kleiner & Co., Makers, New York

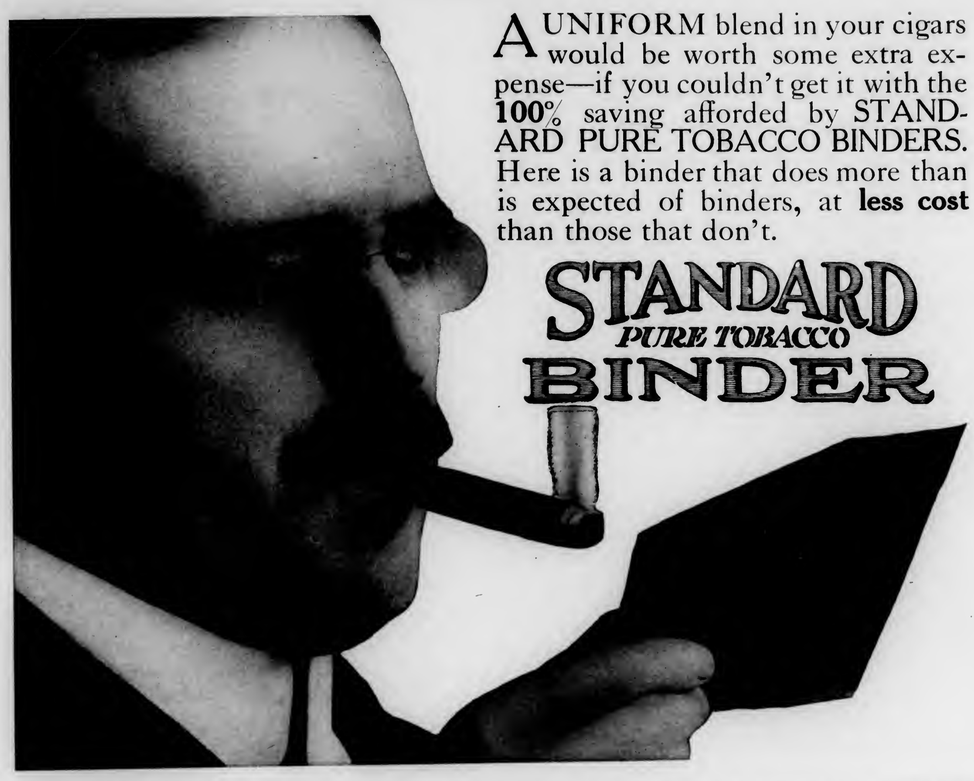
Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE **Key West Cigar Factory**
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York



A UNIFORM blend in your cigars would be worth some extra expense—if you couldn't get it with the **100%** saving afforded by STANDARD PURE TOBACCO BINDERS. Here is a binder that does more than is expected of binders, at **less cost** than those that don't.

STANDARD *PURE TOBACCO* **BINDER**

Compels An Even Burn. The full fragrance of the finest cigar is spoiled by an imperfect burn. STANDARD BINDER, being a tissue of unvarying thickness, burns with unvarying evenness, and brings out the very best qualities of your stock. It has substance enough to guide the burn even of a coarse and oily wrapper.

No Preparation Needed. As STANDARD PURE TOBACCO BINDER grows out of our **presses** and not out of the soil, there are no stems and veins to be stripped, no oval leaves to be cut and cased. Being **made** right by us, it doesn't have to be **made over** by you. A twenty-four hour rest in damp clippings and the STANDARD BINDER is ready for service.

About Two Pounds for 1,000 Cigars. Complete elimination of waste makes two pounds of STANDARD BINDERS equivalent to six or seven pounds of **grown** binder. And where the cheapest grown product costs $1.00 a thousand, the STANDARD BINDER costs 40c.—a saving of **100%** on material alone. Deduct the cost of time, space and labor involved in casing, stripping and cutting, and you can figure a further 40% saved.

Every Size, Every Advantage. The standard sizes of STANDARD PURE TOBACCO BINDERS accommodate 30 sizes of cigars. Also appropriate stogie sizes. Ease, simplicity and economy are not new in themselves, but they are new in binders, and the progressive spirits will seize upon them first, as usual. Send us a C. Q. D., hinting your needs, and we will start along some free samples gladly.

Classified by the U. S. Internal Revenue Dept. as **"Tobacco in process of manufacture."** U. S. Patents issued Feb. 6, 1912, proclaim Standard Pure Tobacco Binder to be manufactured only of **tobacco stems, cuttings** and **scraps.**

TOBACCO PRODUCTION CO., DEPT. H
New Milford, Conn.

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

"Our Principal" has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

ESTABLISHED 1877 NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

JOHN F. HEILAND & CO.

Leaf Tobacco

The choicest selections of all varieties of cigar leaf. Correspondence invited.

212 North Queen Street, Lancaster, Pa.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 Factory No. 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited

Factory and Offices: WRIGHTSVILLE, PA.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

102 South Twelfth Street, Philadelphia

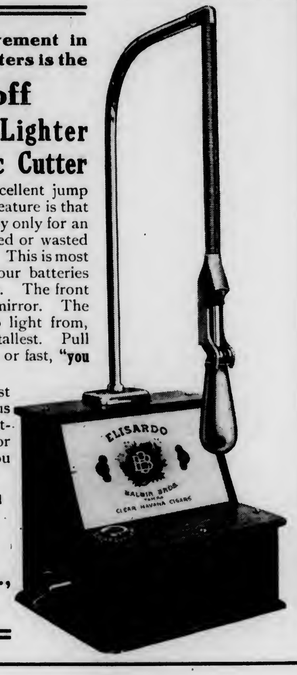
The Latest Improvement in Electric Cigar Lighters is the

Brunhoff

Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries —gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.



Made and Guaranteed by

The Brunhoff Mfg. Co., Cincinnati, Ohio

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

Heywood, Strasser & Voigt Litho. Co.

S. W. COR. 26TH STREET & 9TH AVENUE, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar.* It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

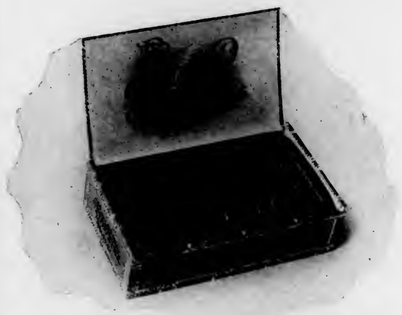
10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

EISENLOHR'S
CIGARS
PHILADELPHIA

A Triumphant BOLD Year



The year that is about to close has revealed the tremendous strength that the BOLD cigar possesses. Strength that is fastly making the BOLD cigar a national seller. Ability to repeat, ability to take hold and keep hold has given BOLD powerful selling strength.

BOLD cigar is today the most powerful selling proposition in the market.

This claim is strong, but investigation will prove its sincerity and absolute correctness.

BOLD quality has gained many BOLD friends.

BOBROW BROS. 125 South 2d Street - 133 Arch Street
114 South 2d Street (Main Office) **Philadelphia**

Paying $1.85 per pound duty does not improve quality

But It Does Increase Wrapper Cost and Diminish Profits

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in ***preference*** to Sumatra, strictly on its merit, ***regardless of cost.***

WHICH WOULD YOU RATHER BE—PREJUDICED OR PROSPEROUS? IT'S UP TO YOU.

American Sumatra Tobacco Company
144 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

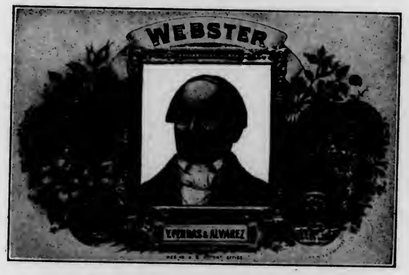
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, DECEMBER 1, 1913. No. 23.

G. J. WHELAN AND ASSOCIATES BUY RIKER-HEGEMAN CHAIN

Deal Consummated After Many Rumors—Not Purchased by United Cigar Stores Company—Plan to Offer Stock to Public at $5 a Share

ONE of the most important events of the past fortnight has been the passing of the control of the Riker-Hegeman Company into the hands of George J. Whelan and some associates. The consummation of the deal has been forecasted frequently of late by rumors in the financial district. Contrary to rumors, however, the United Cigar Stores Company will not take over the drug concern.

Mr. Whelan, in a statement, says that the only purpose in getting control of the drug combination is to develop its possibilities to the fullest extent. It is stated that under the new management practically no change will be made in the prevailing methods of handling the drug business. The controlling interests intend to bring about greater economies in the sales. It has been pointed out by Mr. Whelan that while the drug business has always been a profitable field, loose methods in the accounting departments have made the running expenses heavier than they should be if an economical system was applied throughout.

The phenomenal success of the United Cigar Stores Company has long been credited to its wonderful system for handling the business. It is said that the principal idea in taking over the Riker-Hegeman stores was to apply this system to the drug business which Mr. Whelan and his associates have believed to be a splendid field for development along lines similar to the United cigar stores.

It is said that at present the ninety-three stores of the drug company aggregate gross sales of $15,000,000 a year, Through the application of methods applied to the United cigar stores, it is believed that much larger results will be obtained.

It is proposed that in the directorate of the Riker-Hegeman stores there will be no one who is not actively engaged in the promotion of its business; this is the case with the United cigar stores and the success of this chain indicates that such a policy is indicative of healthy growth and prosperity.

Such changes as are contemplated are to be accomplished through the formation of a new company that will hold a majority of the common stock of the Riker-Hegeman Company. It is rumored that a holding company, capitalized at probably $50,000,000 or more, will be formed in the future to take over and operate both the drug and cigar companies.

A director of the United Cigar Stores Company has stated that it was planned to form a new company, which would act as a holding company for the United cigar stores and the Riker-Hegeman concerns. "The capitalization of the new company will be larger than the total of the par value of the stock of the other two, the amount to be based on what was paid to acquire the control of the Riker-Hegeman stores," he said.

(Continued on Page 21)

U. S. SUES AMERICAN CAN CO.

Action Brought Under Sherman Law for Dissolution—Ten Companies and Twenty-six Individuals Included

BALTIMORE, November 29.

PAPERS were filed here today with Judge J. C. Rose, of the United States District Court, District of Maryland, in the suit of the United States Government against the American Can Company for a dissolution of that company, claiming its illegality under the Sherman Law of 1890.

The defendants named are the American Can Company, the Missouri Can Company, the Sanitary Can Company, the Boston Wharf Company, the Martin Wagner Company, the Max Ams Machine Company, the American Sheet Plate and Tin Company, the Hawaiian Pineapple Company, the Freeman Duncan Transfer & Realty and twenty-seven individuals, including F. S. Wheeler, president of the company; Daniel G. Reid, chairman of the board of directors, and the other officers and directors.

The petition prays to the court that the American Can Company be declared a monopoly and that it be split into units to be decided by the court sufficient to restore competitive conditions, and that pending a decision the company be restrained from engaging in interstate business, or receiving any dividends or profits from the subsidiary companies which it controls.

The American Tin Plate Company is accused of selling tin to the American Can Company at a lower figure than to any independent competitors, and an injunction is asked to prevent further such action.

Statement From Company

President F. S. Wheeler, of the company, gave out the following statement to the press when queried concerning the suit:

He said:

(Continued on Page 21)

Ritz-Carleton Cigarette Company

INCORPORATION papers have recently been issued to the Ritz-Carleton Cigarette Company, of New York City, who will shortly place on the market several new brands of the highest grade Turkish cigarettes.

The moving spirits in the new concern are A. Baldwin Sloane, the president of the company, and Walter Percival, who is the treasurer. Mr. Sloane is famous all over the United States for his work as a musical composer, having written the music for many of the most successful American musical comedies—and Mr. Percival is one of the most prominent of our singing comedians. The company has ample capital to conduct their business along the exclusive lines they have chosen.

It is understood that their leading brand will be known as "Old Drury," named in honor of the famous old London theatre.

The new goods are expected to be ready in about two weeks.

PHILADELPHIA.

Making Litle Cigars in "Philly"

AMONG the important industries of Philadelphia is the manufacture of "Recruit" little cigars, produced at the rate of 1,500,000 daily at the factory of the Liggett & Myers Company, at Third and Ontario Streets.

In order to give the consumer the quality for his money only the best grades of Kentucky burley are used for the wrapper, while the filler is made from a blend of seventeen grades of Virginia tobacco, carefully prepared with special machinery.

Cleanliness is the slogan of this factory, and sanitary treatment is followed to a maximum degree in the preparation of "Recruits." As far as possible, where machinery can be used to replace the human touch, it is done. After the filler is placed on the belt, the human factor does not appear in its preparation until the finished product is ready to be placed in the box, except the sorting of the rolled filler before it goes to the wrapping machine.

"Recruits" have for many years been a standard smoke and a leader among the brands of little cigars.

"Lord Colbeck" a New Quality Cigar

The recently incorporated cigar manufacturing firm of DeLisser-Schneider Company, which adds another name to the rapidly growing list of high-grade cigar manufacturers in Philadelphia, are offering to the trade their "Lord Colbeck" brand in two sizes, Brevas and Perfectos. This cigar is all Porto Rico and Havana tobacco and backs up the claim of the manufacturers that they make only cigars of quality.

The "Lord Colbeck" cigar has made an instant success for several Southern jobbers and will appeal to every retailer of high-grade goods. In fragrance the cigar has a bouquet that is delicious to the senses, and the smoking qualities as regards smoothness are comparable to old wine.

Several other brands will make an early appearance and they will undoubtedly establish themselves as readily as the "Lord Colbeck."

The firm has purchased the factory of the Cores-Martinez Company, at 2115 South Eighth Street, Philadelphia, Pa.

The company is composed of Stanley DeLisser, Andrew DeLisser and Robert E. Schneider. Stanley DeLisser is the former president of the Jamaica Tobacco Company, and has for years studied the cigar production in Jamaica. Mr. Schneider has been connected for the past seven years with Seidenberg & Co. He comes of a family long identified with the cigar industry, and his father is vice-president of the American Cigar Company.

Big Year for "Havana Ribbons"

Bayuk Brothers Company are closing their books on the most successful month of November ever experienced on "Havana Ribbon" sales; they look forward to an active December also, and feel absolutely satisfied that the windup of 1913 will represent, by a large increase in figures, the most successful year of their existence.

Reports on "Havana Ribbon" sales from the various territories are most encouraging; all of their representatives finding the brand duplicating to the entire satisfaction of the jobbers.

The firm is making arrangements to call in their full force of eighteen (18) outside representatives for the holidays and have them as their guests during that period. This has been their usual procedure in past years. During 1913 their force has been largely augmented, so the conference this year will be the largest of its kind ever held.

Salesmen Doing Good Work With "44" Cigars

Tillman Funk, Southern representative of the "44" Cigar Company, has about completed his campaign with the Bradley-Newman Cigar Company, of Knoxville, Tenn., and the factory is already feeling the effects of his work. This house has become thoroughly enthused with the "44" cigar, and for a new firm their duplicating orders are phenomenal.

F. D. Crawford, after a successful campaign in the Middle West, is directing his missionary force in New York, where the various houses that he is operating with are showing exceptional success.

W. H. Nicholson, of the Middle South territory, has returned to his home in Littleton, after a campaign with his specialty men through West Virginia and the western part of North Carolina.

W. M. Charles, who is working with the Neudecker Tobacco Company, Baltimore, Md., is showing large returns for his efforts, convincing evidence of the popularity of "44" cigars in that territory.

James F. Cormany, Western representative, is finishing his campaign with C. Shenkburg & Co., Sioux City, Ia., and is showing a large duplicating business.

F. B. Stanton visited the factory recently, after a successful campaign in Northern Jersey. His "repeat" orders have grown tremendously in that section and he has returned to look after them.

As usual, the company has arranged to have all their road men at the Philadelphia main office at the end of the year for the purpose of becoming better acquainted and to meet the heads of the departments, at the conclusion of which a very pleasant affair has been arranged.

CIGAR No. 1, FROM BONDED FACTORY No. 1, PRIDE OF BERRIMAN BROTHERS, IN TAMPA

Firm Active in Securing Passage of "Made-in-Bond" Law Gets Bonded Factory No. 1—"Jose Vila" Establishment First to Take Step—Other Factories to Follow

TAMPA, FLA., November 26, 1913.

DONE up in a handsome mahogany case, M. W. Berriman, of the firm of Berriman Brothers, making the "Jose Vila" cigar, is proudly showing his friends "Cigar No. 1," made by Bonded Cigar Factory No. 1, the first of its kind in the United States. He says that it is one of his most treasured possessions, and that it will go down to his children as an heirloom.

Manuel Sanchez, manager of the factory, and with M. W. Berriman, one of the men most responsible for the passage of the law permitting the manufacture of cigars in bond, holds up his hand and solemnly makes affidavit that this cigar is the very first made in the new bonded factory.

"I know, because I came down at four o'clock in the morning to see it made," says Mr. Sanchez.

The "Jose Vila" factory is now turning out thousands of them every day, and they go forth to the world bearing the stamp of the United States Government that they are made of the best Cuban tobacco. Mr. Sanchez and Mr. Berriman are confident that this stamp will be the means of working up a large demand for the cigars so made and that it will mean a great deal to the cigar industry in this city.

Will Massey, a well-known cigarmaker, is the first inspector appointed to handle the work and certify that none but Cuban tobacco goes into the cigars so stamped by the Government.

Several other manufacturers are contemplating taking the first step but are holding back a bit to see how the experiment will work out in the "Jose Vila" factory. Delegations of them have conferred with Messrs. Berriman and Sanchez over the details and it is certain that other factories will be in the bonded list before long.

PERFECTO.

Philadelphia Notes

J. Durbin Acker, manager of the cigar department of the Finley Acker Co. store, at Twelfth and Chestnut Streets, has recovered from a recent illness sufficiently to be able to resume his duties. Mr. Acker reports early Christmas business as being very satisfactory.

Robert E. Lane, Jr., son of Robert E. Lane, United State and Canadian representative of the Partagas factory, booked some attractive orders while in Philadelphia last week.

J. G. Atherholt, 111 South Broad Street, Philadelphia, is meeting with success in distributing the "Qualite Fine" cigarettes, made by Benson & Hedges. These cigarettes are marketed with cork and plain tips, and the number of duplicate orders received indicate that these goods have caught the fancy of smokers of high grade cigarettes.

Robert Appleton, manager of the Cado Co., Inc., who have scored a distinct success with their "56" cigarettes, closed some very attractive business on this brand while on a visit to Philadelphia last week.

TAMPA TIPS

Entry Made for First Bale of Tobacco for "Made-in-Bond" Factory—Record Shipment for Week of 8,675,000 Cigars—Boltz, Clymer & Co. Put Out Handsome Brochure—"Charles the Great" Brand Going Big

TAMPA, November 24.

WE don't like to talk about ourselves, but we can't help calling attention to the fact that we are shipping "some" cigars out of Tampa these days. I find that for the week ending November 22, the high-water mark of the year was reached when 8,675,000 cigars were sent out of the city. I might point out in passing that this was one of the largest shipments in the history of Tampa.

On the eighteenth entry was made of the first bale of tobacco into a bonded cigar factory. This special event goes down in history to the credit of the factory of Berriman Brothers. E. C. Berriman, M. W. Berriman, Manuel Sanchez, manager of the factory, and Colonel J. D. Calhoun, of the Customs, were all present when the entry was observed. E. C. Berriman reached town from Chicago in time to be present at the marking of the first bale of "made in bond" tobacco. He will spend a few days here looking over the Jose Vila plant.

A. L. Cuesta, Sr., has taken a run up to Jacksonville for a few days. The Christmas sales of "Cuesta Rey" cigars are very heavy and the members of the firm are almost too busy to talk.

M. Regensburg has arrived in the city from New York, where he makes his headquarters. The "American," made by the firm of E. Regensberg & Son, is having an unusual call for the holiday trade.

I see my friend, Fred Dalton, the well-known salesman for Eli Witt, is in the clutches of the city authorities for speeding his new benzine buggy over the new boulevard at a faster rate than is pleasing to the majesty of the law. Fred has just procured a new Moon-Sixty and Sunday afternoon, when he got out on the new road, he just couldn't help "opening her up a bit." Mounted Officer Marsicano, who evidently believes in keeping things closed, instead of open, nabbed him, and now Fred is awaiting the verdict of the police court.

One of the neatest brochures that I have ever seen issued by a local manufacturer, is that now being presented to the trade by the house of Boltz, Clymer & Co. In contains a fine picture, in colors, of every cigar that is made by the firm, in addition to the prices and sizes. "El Palencia," the firm's leader, is played up handsomely in this catalogue and looks good enough to lift out and light.

The business of Val. Antuono is growing at such a rapid rate that he is contemplating the erection of a three-story brick annex to his present factory at Lozano and Cedar Streets. The annex will, when completed, just double the capacity of his factory. Architect E. M. Curtis is drawing up the plans and the contract will be let before the close of the month. When completed, it is estimated that the new building will cost about $25,000.

Harry C. Culbreath, the popular salesman for V. Guerra, Diaz & Co., has returned to the city from a long business trip to Western points.

A coincidence was the receipt by the Board of Trade of a letter from a woman who has the best interests of the city and the cigar industry at heart. She suggested that a distinctive label, showing that the contents of the box were made in Tampa, of clear Havana tobacco, should be used by the cigar manufacturers. The suggestion was offered that if such a label were placed on every box, it would widely advertise the city of Tampa. The matter was referred to the Cigar Manufacturers' Association, with the word that the Board of Trade would be glad to assist if the cigar men thought the proposition had merit.

"Charles the Great" cigars have increased their prestige during the past year, according to some figures which I picked up in my rounds the other day. It is apparent from these that Salvador Rodriguez, who makes this pioneer brand, will close out the year 1913 as one of the most successful in the history of his factory.

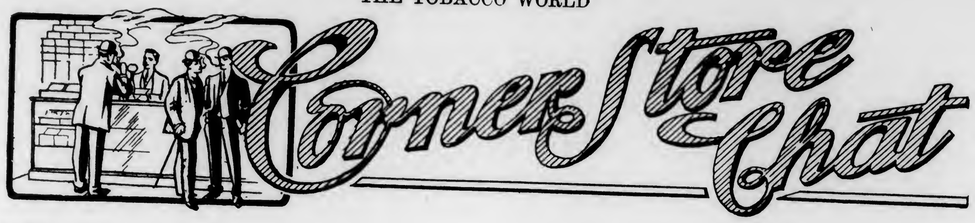
There is no let up in the rush that pervades the factory of P. Verplanck & Co., and heavy shipments are continually going forward. Mr. Verplanck, who has been on a business trip through the West, has been piling orders into the factory at a tremendous rate, and is expected in Tampa very soon.

Detroit and Chicago have been getting heavy shipments recently from the factory of F. Lozano, Son & Co. The famous brand of "F. Lozano" is growing steadily in the West and the factory is very busy trying to get all their holiday orders out on time.

The New York office of Y. Pendas & Alvarez had one of the heaviest shipments of the week. There appears to be no let up in the call for "Websters." The New York headquarters are keeping close on the heels of the factory for the necessary shipments.

PERFECTO.

IRREGULAR PAGINATION



IN this day when the matter of premiums and novelty gifts have reached a high level, we are not surprised at announcements of gifts of furniture, automobiles and even real estate, but we have just heard about a firm in Wheeling, W. Va., that gives away real money.

Probably one of the most unique holiday souvenirs issued by a business house is that recently prepared and copyrighted by the Isenberg Cigar Company, of Wheeling, W. Va.

The souvenir is in the nature of a picture enclosed in an oval frame. In the centre, on a sepia covered cardboard, is an apparent photograph of a folded umbrella; in fact, the umbrella is really a one dollar bill carefully folded in imitation of what our English friends are pleased to call "a weather stick." Beside the supposed umbrella is printed, "For a Rainy Day." What could be more appropriate!

A feature of this little novelty is that no advertising appears on any part of the souvenir, and it is the intention of the company to present one of these to each of its regular customers.

* * *

There are many methods of figuring production cost, but this one, I think, has some originality which merits more than passing attention.

There were two cigar manufacturers, for convenience we will call them Mr. Jones and Mr. Brown, who sold an identical cigar, but Mr. Jones sold his for $30 while Mr. Brown only asked $28 for his product. Mr. Jones had an "open shop," while Mr. Brown ran a union shop. Naturally, Mr. Jones figured that it must cost his competitor more for labor than it did him, and that everything else being equal he could not see how Mr. Brown could sell the cigar for $28, except at a loss. Mr. Jones found that even at $30 he was running on a very close margin, and the fact that Mr. Brown's sales were cutting into his market brought him to the conclusion that his competitor must have a new method of reducing manufacturing cost. After considerable thought on the matter he decided to ask his competitor about the matter and see if he could learn anything new.

Accordingly he called upon his neighbor, and after explaining the situation inquired if he would mind showing him how he could make a profit on the cigar at $28. The competitor said he would be very willing to oblige and, taking a pencil and paper, set down thereon the different items which he figured in his production cost. After totaling it and showing a good margin of profit, he handed it over to Mr. Jones. The latter went carefully over the figures several times, and then as his face lighted up, he exclaimed: "But, Mr. Brown, you have forgotten to include in this list your cost of tobacco!"

"Ach, Hell," said the manufacturer, "I don't figure tobacco—I gif my notes for that."

With the increasing use of automatic pocket lighters, I recall a lucky escape I had in Paris before this invention was on the market. As you are probably aware, the French Government manufactures its own matches, and it is unlawful to take into the republic matches other than of French manufacture.

While in London I had taken quite a fancy to the neat and very satisfactory wax "Vestas," perhaps more expensive, but at the same time much superior to the wooden match. Accordingly, before taking the train for New Haven, I dropped in a shop in High Holborn and bought myself a dozen boxes of these matches and put them in the bottom of my Gladstone. I arrived in Dieppe late the next afternoon and the customs official who handled my luggage merely opened the mouth of the bag, looked into it and passed it without question, and I was soon aboard a train for Paris.

That evening, after dinner, I stood in front of my hotel in the Place Vendome smoking a cigar and chatting with an Englishman, who had crossed the Channel with me. During our chat, my cigar went out and I reached in my pocket and pulled out a red box of "Vestas," to get another light. The Englishman caught my arm as I went to strike the box and said with a look of amazement, "For God's sake, how did you get those in there?" "Very simple," I replied, "I brought a dozen boxes over in my travelling bag. Is there anything wrong in my carrying a box of matches?" "No," he replied, "provided they are made in France, but it will cost you one franc (about 20c.) a match if you get caught with these. "Here," he said, handing me a box of French matches, "use these to-night and buy yourself a dozen boxes at a shop in the morning. Meanwhile, keep those you have from England, out of sight. The espionage system here is wonderful in its ramifications, and the most cordial traveller may prove to be a government spy."

"Let me relate the experience of a friend of mine to show you just what you are up against," he continued: "One evening sometime ago he was standing in front of the Elysee Palace Hotel and pulled a box of 'Vestas' out of his pocket, just as you have done, and lighted his cigar. The next moment a gentleman standing next to him touched him on the shoulder and informed him in a courteous tone that he was under arrest, and a few moments later he was haled off to the police court with the escort of a gendarme. There he was informed that he had committed a very serious crime and would be held for a hearing in the morning. After about two hours, however, one of the secretaries of the British Consulate succeeded in securing his release on the promise to have him appear the next morning at ten o'clock.

"The next morning he appeared to answer the charge and was informed that they would like an explanation as to why he should be found in France with three boxes of 'Vestas' in his pocket, when the law required that government matches only should be used in France. He saw that he could expect very little leniency from the court and, after scratching his head for a moment for a reason, replied 'Why, I brought my "Vestas" along to light your bloody French matches with.' His ignorance, together with his satirical remark, cost him upwards of five pounds sterling."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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With the passing of the Riker-Hegeman chain into the hands of the several men who have made an unusual success of a cigar store chain, the trade will watch with interest the working out of the plans that it is hoped will secure the general approval of both the trade and the public.

The Effect of The Riker-Hegeman Deal

Perhaps the most far reaching effect of this deal will be its influence on the price cutting feature which has proven so disastrous to independent retailers throughout the country. With the restoration of prices in the cigar department of the Riker-Hegeman stores, it seems probable that this evil will be reduced to a minimum and especially in cities where the war of prices has waged unchecked.

Another feature to be introduced under the new management which seems to have much merit is the plan of putting the stock in this newly-formed company on the market at a price which will enable anyone to buy the same. At five dollars a share, this stock should prove an attractive investment for the wage-earner, and there is no doubt but what the public in general will become readily interested in the proposition. The fact, that the men back of it have made such a profitable business out of a chain already established, will, no doubt, encourage confidence in the second proposition which they are about to undertake.

It it interesting to note on another page of this issue of THE TOBACCO WORLD the opinion expressed by a member of a well known house that the American of today is not so exacting in regard to the price he will pay for his cigars, provided they have the quality that he desires.

Will the Consumer Pay More?

A talk with a number of retailers has brought out the fact that men, generally, are smoking a better grade of cigars than ever before. There is no denying the fact that there is a necessity for an all-around raising of the retail price, which would allow the manufacturer to give the consumer a better article. However, history indicates that with the exception of the "Three for a Quarter" cigar, smokes sold at a price between five and ten cents have come to an ultimate disaster.

The single exception to this fact is the chain stores, which have been fairly successful with cigars priced at six and seven cents. Strange as it may seem, however, the high grade independent retail stores have been unable to build up a trade on these prices.

It is noted generally by retailers that men are calling more than ever before for the ten-cent grade of cigars, but at the same time, although it seems paradoxical, new customers appear who call for standard brands of the nickel goods. Proof of both statements will be found in figures for the year of a number of firms who manufacture the leading brands of five-cent cigars as well as the higher priced smokes. These figures will show an astonishing growth in the output of both five and ten-cent goods.

* * *

Much has been said for and against the widely discussed "made in bond" law. However, now that a well known Tampa house has actually started to manufacture their product in bond, the real difficulties will, no doubt, soon creep to the surface. The law should, without question,

"Made in Bond" Factory Open

have a beneficial effect on the Tampa and Key West products and, although it is quite probable that obstructions will rear their heads, they will not be so serious but that they can be levelled out to the ultimate advantage of the manufacturer.

As has been pointed out at present the small manufacturer has been crowded somewhat by this law, but there is no reason why their difficulties cannot be adjusted if they will get together and act in unison on the matter.

Meanwhile it will be interesting to see what firms and how many of them follow the initiative of the Tampa house mentioned elsewhere.

* * *

From all indications 1913 will go down in the history of the cigar and tobacco industry as one of the most prosperous years in the annals of the trade. Figures show a steadily growing demand for cigars and the increase in the cigarette business is a little short of phenominal.

The autumn season has been one of the best experienced and the present outlook for the holiday trade indicates

Prosperous Year for Manufacturers

that many factories will produce in numbers far in excess of any other year. Despite the high cost of materials conditions seem most prosperous and quite a number of factories share the belief that during the coming months of the new year the trade will hold up to standard. Although with the approach of each holiday season long hours and hard work have been the rule in many of the big factories, the heavy demand for Christmas goods this year came in earlier and indications are that it will last longer than in previous seasons.

Big Earnings for "United" Chain

IT is understood that the United Cigar Stores Company will show net earnings this year of close to $4,500,000. This sum includes the earnings of the real estate companies as well as the cigar stores.

The company is able to show a net profit on its tobacco sales of more than 10 per cent. Profits from the real estate operations for the year are understood to be more than $750,000, all of which goes to the United Cigar Stores Company of America as holder of the stock of the realty companies.

Interests close to the management say they would not be surprised if the directors declare an etra dividend on the common stock at the next quarterly meeting.

A net of $4,500,000 for the year is equal to more than 15 per cent. on the $27,000,000 common stock, after allowance for the regular 7 per cent. dividend on $4,500,000 preferred stock outstanding.

Heard About Town

Julius Lichtenstein, president of the American Sumatra Tobacco Company, is now on a short trip in the West caring for the rapidly increasing business of this company.

John H. Duys, of H. Duys & Co., has returned to New York after a trip over the Western circuit.

Morris J. Levy, one of the members of the new firm of Levi-Kaften Company, will sail early this month for Porto Rico. The steadily increasing demand for Porto Rican cigars has caused Mr. Levy to arrange for this trip, in order to take care of their rapidly growing business.

C. A. Whelan, president of the United Cigar Stores Company, recently sailed for Europe on a two-months' vacation. He was accompanied by his family. At present they plan to tour Southern France and visit the numerous resorts along the Riviera. While Mr. Whelan is away, Vice-President Edward Wise will act in the capacity of president.

The well-known firm of Park & Tilford has recently notified the trade of the opening of their new wholesale warehouses, 529-549 West Forty-second Street and 532-542 West Forty-third Street. November 17 was the date of the formal opening and hundreds of visitors took advantage of the opportunity to inspect the new building and look over the displays of wholesale goods. One of the features of the building is a splendidly constructed cigar humidor which contains every device known to modern construction.

V. Mancebo Muina, representing V. Mancebo Muina & Co., makers of the "Tarquinius" cigar, was in Philadelphia recently boosting the distribution of this well known smoke.

British-American Stores Schedule Filed

Schedules in the bankruptcy proceeding against the British-American Cigar Stores Company have been recently filed, and with a settlement of their assets, nothing further will be necessary to bring an end to their somewhat stormy career. Receiver C. G. Ludvigh, in his schedule, showed liabilities of $27,643, with nominal assets of $84,766, consisting of $12,000 cash, realized from the sale of the stock and fixtures of the stand, and claims of $72,766 against W. W. St. John, the deposed president of the chain, and others.

Among the creditors are Charles Murphy, Jr., with a claim of $4730; the Metropolitan Tobacco Company, $4383, and the Merchants Bank of Jersey City, $1662.

It is said that W. W. St. John is now connected with the "United."

Tobacconist Admits Fraud

John F. Muller, the younger, president of J. Tarantous & Co., tobacco importers at No. 213 Pearl Street, Manhattan, N. Y., recently pleaded guilty before Judge Rosalsky of presenting false proofs of loss after a fire in the Pearl Street house on May 9, 1912.

R. H. Weller, assistant district attorney, showed that the tobacco upon which Muller sought to collect insurance to the extent of $4,511.63, was "scrap" tobacco.

Bankruptcy Petition Filed Against A. Zeiling

A petition in bankruptcy has been filed against A. Zeiling, a cigar dealer at 1552 Broadway and 589 Ninth Avenue, New York City.

It is alleged that he is insolvent, and that he has made preferential payments and removed part of his property. Judge Hough has appointed R. T. Oliver receiver, with authority to continue business for ten days. The assets are estimated at $1500. Alexander Zeiling began business on April 1, 1912.

Frank Hammer Dead

Frank Hammer, fifty-seven years old, a cigar manufacturer of Brooklyn, died recently at the home of his daughter in Mt. Holly, N. J.

Liggett & Myers Lease New Offices

Liggett & Myers Tobacco Company have recently leased for a long term of years two floors of the Twenty-sixth Street and Fifth Avenue Building. The lease was placed through Horner & Co., acting for the Echo Investing Corporation.

Mr. J. Baum, 315 Grove Street, Jersey City, has recently taken on "Havana Ribbons" for his territory and anticipates a live distribution on that popular brand. Mr. MacAlister, North Jersey representative, and Mr. Leonard, advertising manager, are directing a sales and advertising campaign in his favor and report very satisfactory results.

G. J. WHELAN AND ASSOCIATES BUY RIKER-HEGEMAN CHAIN

(Continued from Page 15)

The one thing yet to be completed in the deal is the question of handling the real estate of the Riker-Hegeman Company. It is hoped that this department will be handled along the same lines as the real estate department of the United Cigar Stores Company.

Under the exchange of stock agreement the stock of the new or holding company will have a lower par value than $100, probably $5, the idea being to afford the public an opportunity to participate in the profits along the lines now carried out by the United Cigar Stores Company.

"The plan for issuing the new stock at a low parity," said the director who told of the deal, "was evolved for the purpose of permitting employes of both the cigar and drug companies to buy it and share in the profits."

Until the new organization is completed, operations of the companies will be continued as at present. At the next meeting of stockholders of the Riker-Hegeman Company several directors probably will be elected to represent the new interests, and thereafter steps will be taken to bring both companies into harmonious sales relations.

As the United Cigar Stores Company was not involved in the transaction in its corporate capacity, it was pointed out no objection could be taken to the control of the drug company by leading stockholders in the former concern.

When the new company goes into operation drugs and tobacco products will be handled under separate direction, but in the same stores.

In accordance with the plan of the interests of the United Cigar Stores Company to acquire the control of the Riker-Hegeman Company, F. I. Beckton, representing George J. Whelan and his associates, has been elected a director of the drug concern.

The United Cigar Stores Company has common stock outstanding of $27,162,000, while Riker-Hegeman common shares aggregate about $5,000,000. The greater part of the drug store shares was formerly held by half a dozen men. The gross earnings of the Riker-Hegeman Company have been running so far this year at the rate of about $15,000,000 per annum, an increase of approximately 35 per cent. over 1912.

Herbert Collins of the United Cigar Stores Company, has been mentioned as the probable head of the Riker-Hegeman Company.

Cigar Factory Looted

Cigars and tobacco valued at more than $1000 was stolen from the LaSalle Cigar Factory, at 71 East Forty-third Street, Chicago, Ill., on November 18.

It seems that very early in the morning the thieves backed a wagon up to the rear of the plant and piled all the tobacco they could find into a wagon and drove away.

J. R. Isaacson, proprietor of the factory, asserts that 14,000 cigars bearing Government stamps were taken, 5675 unstamped cigars, and twenty pounds of leaf tobacco also disappeared.

The proprietor has offered a reward of $200 for information that will lead to the discovery of the thieves.

Entrance to the factory was gained by drilling a hole in the rear door by means of which it was unlocked. Wagon tracks appeared in the alley outside.

U. S. SUES AMERICAN CAN CO.

(Continued from Page 15)

"In view of the filing of a suit by the Federal Government against the American Can Company under the Sherman anti-trust law the officers of that company deem it due to the public and to the large number of investors in the stocks of the company to make the following statement:

"While the company regrets that the Government has thought proper to bring this suit it has no fear or misgiving as to the result. Neither in the origin of the company nor in the subsequent conduct of its business has monopoly or restraint of trade been attempted or attained. None of the methods commonly known as 'unfair competition' have been employed by the company. It has been party to no agreements or understandings, express or tacit, seeking to control or regulate prices, nor has it sought in any way to rule or dominate the industry in which it is engaged.

"It has no such share of that industry—only about one-third—as would enable it to rule or dominate it even if it had the purpose to do so. Competition is wholly free and keenly active in that industry. The company has striven, and will continue to strive, to get all of the business it can, profitably to its stockholders, but it has done and will do this, not by futile attempt to monopolize or dominate the trade, but by seeking through the very best methods of efficient organization, of manufacture and of distribution that it knows or can devise to meet better than others all the rightful needs of those who use its products.

"The company will defend this suit vigorously and confidently, and it is the belief of its officers and of its counsel that neither the company nor its stockholders need feel any alarm or uneasiness as to the outcome."

Organization of the Company

The American Can Company was incorporated in New Jersey in March, 1901, as a consolidation of several of the leading factories in the United States engaged in the manufacture of tin cans, packages and receptacles of all kinds. Besides making several hundred varieties of containers for food, tobacco, etc., it has lately been making adding machines. The company operates factories in a large number of cities of the United States and Canada and has one plant at Honolulu.

Capitalization is divided into $44,000,000 each of common and 7 per cent. cumulative preferred stocks. There is outstanding $41,233,000 of each class. The only bonded indebtedness is an authorized issue of $15,000,000 gold debenture 5s, $14,000,000 of which were issued early this year.

The officers are D. G. Reid, chairman of the board; F. S. Wheeler, president; H. W. Phelps, vice-president; F. Rudolph, vice-president, and R. H. Ismon, secretary and treasurer.

The directors are W. F. Dutton, E. C. Converse, W. T. Graham, F. L. Hine, James McLean, G. G. McMurtry, W. H. Moore, J. W. Ogden, R. W. Phelps, D. G. Reid, R. L. Schofield, F. S. Wheeler, J. H. Moore, F. Rudolph and R. H. Ismon.

Penn Tobacco Company in New Home

The Penn Tobacco Company, at Wilkes-Barre, Pa., has recently taken possession of the new and modern building just erected at the corner of South Main and Dana Streets.

The idea carried out in the preparation of the tobacco in this building, is unique. All the tobacco received by the factory is first taken to the top story, and as it goes through the different stages, necessary in order to reach its final condition, it passes down by degrees until it reaches the shipping department, where the railroad cars stand ready to carry it to the buyers. The process of making the tobacco requires a large amount of machinery and each machine and each employee has a special work to perform, and it is so arranged that so far as time is concerned, there is a maximum of economy.

One of the features of the structure is the dining room for the women and men. No expense has been spared in their furnishings and the accommodations are such as to be most satisfying to all. In addition, tiers of individual lockers have been set up and each employee carries a key to his own private wardrobe, so to speak.

Adding to Fame of Philip Morris Cigarettes

Exhibit of Philip Morris & Co.. Ltd., at the Electrical Exposition, Grand Central Palace, New York, October 15-25, 1913
Showing the Turkish Room and Show Cases

TRADE REPORTS FROM THE CONSULS

(From the *Daily Consular and Trade Reports*)

NIGERIA.

Regarding the tobacco industry in Sierra Leone, Consul W. J. Yerby writes as follows:

"The large increase in the imports of leaf tobacco is due to the replacement of stocks and is merely incidental. The real advance in the imports is due to the increased demand for cigarettes."

NETHERLANDS INDIA.

Consul B. S. Rairden, Batavia, Java, has recently given further enlightenment regarding the imports of tobacco, cigars and cigarettes into Netherlands India. He comments as follows:

"As nearly as can be ascertained without having complete statistics to refer to, imports into Netherlands India of tobacco, cigars and cigarettes from the United States and Philippine Islands increased slightly in value over 1911 and amounted in 1912 to some $140,000, although the quantity was about the same in both years. Figures to hand for Java alone show that during 1912 imports under the head of tobacco from all countries included 1,185,000 pounds of tobacco of various kinds, value $137,460; 42,250 pounds of Manila cigars, value $38,130; 520,700 pounds of other cigars, value $350,067, and 135,300 pounds of cigarettes, value $99,107. The foregoing figures, however, represent only about one-third of the total tobacco imports into the colony as a whole. Imported cigars are priced $2 to $4 per hundred, some Havanas costing more, and imported cigarettes bring $1 to $1.50 per hundred."

SOUTH AFRICA.

Consul E. A. Wakefield, at Port Elizabeth, sends the following information regarding leaf tobacco imports:

"Leaf tobacco imported into France during the first eight months of this year weighed 60,000,000 pounds, an increase of 18,000,000 pounds over the corresponding months in 1912."

DOMINICAN REPUBLIC.

Consul General Charles B. Curtis, of San Domingo, sends the following interesting information:

"The tobacco crop in 1912 was far from satisfactory. A shortage of 27,758,269 pounds was recorded, which was due to internal causes of a temporary nature, and there is every reason to believe that large increases will be reported in the future. The bulk of the crop, as in previous years, went to Germany, which took 11,873,440 pounds, valued at $574,378. The United States took $28,700 worth, and France $28,549."

TURKEY.

Following his enlightening article which appeared in the last issue of THE TOBACCO WORLD, Consul Alfred S. Northrup, at Trezibond, has forwarded the following interesting facts concerning that district:

"Tobacco is the most important article exported from this district, and the area of tobacco plantations and its importance is yearly increasing. The tobacco crop of the Trebizond-Platana region for 1912 was an average one, the yield being 5,973,000 pounds, but the quality was inferior. The excess of rain caused the leaf to deteriorate on the plant, and the absence of sunshine gave it no chance to dry properly.

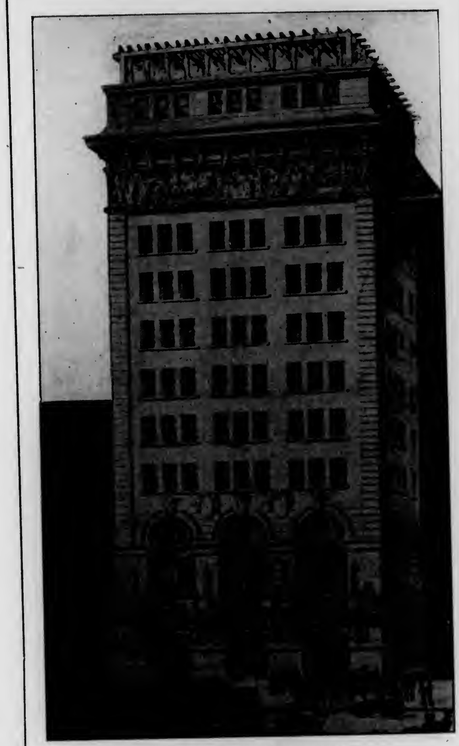
"The annual registered crop of tobacco of the Trebizond-Platana region for the last three years has been as follows: 1910, 6,251,300 pounds; 1911, 5,236,000 pounds, and 1912, 5,937,000 pounds. Twenty-five per cent. should be added to the first two years and at least 35 per cent. to the last year for unregistered tobacco sold as contraband. The lease of the Régie being near its expiration, the vigilance against contraband has rather slackened.

"The amount of tobacco exported in 1912 from the Trebizond-Platana region was 3,743,443 pounds, of which 2,369,607 pounds were exported to Alexandria, 13,086 pounds to Samos, 28,338 pounds to Adana, 64,836 pounds to Cyprus, 835,195 pounds to Rotterdam, 301,101 pounds to Hamburg, 33,724 pounds to Trieste, 9,519 pounds to London, 84,154 pounds to Dresden, 484 pounds to Amsterdam, 1,003 pounds to Berlin, and 2,396 pounds to New York. All these exports have been made of the stock and crop of 1911.

"Interested parties have sent several samples of Platana tobacco to America, but they received no encouragement, as the quality does not seem to be adapted to the American market. Notwithstanding the competition of tobacco from the Caucasus with that of Platana in the Alexandria market, the latter is selling at Platana for 21 to 29 cents per pound.

"Exports of tobacco from Samsoun to the United States increase yearly, the declared value being $397,723 in 1909, $741,678 in 1910, $1,709,575 in 1911, and $2,789,899 in 1912. The Trebizond-Platana tobacco is light yellow, valued chiefly for its color, while Samsoun-Baffra tobacco is darker, running from yellow to mahogany, but is more aromatic. Both kinds are used entirely for cigarettes."

CLUBDOM SMOKING No. 7



THE ILLINOIS ATHLETIC CLUB
Showing the Michigan Boulevard Entrance

(This is the seventh of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.

CLUBDOM in Chicago is pretty much like clubdom everywhere. Some are of the kind where food and politics are served in equal portions and at the same table; others are of the purely social kind, where men meet to read and smoke and while away a dull hour; still others are of the virile kind, where sport is predominant and food is a mere incident of living.

Of the latter kind is the Illinois Athletic Club, which has its habitat in a beautiful building on Michigan Boulevard, the show street of Chicago, and about the only one of consequence not disfigured with trolley poles, wires and stations. It is directly on the Lake Front, opposite Grant Park, and from the windows can be had a wonderful view of the flat waters of the lake, as well as generous inhalations of smoke from the Illinois Central Railroad Company engines, which the city has so determinedly and so unsuccessfully tried to move.

On the whole, the club is much like other clubs of its kind. It has the same large and splendid membership, evinces the same interest in all kinds of clean athletics and provides the same class of apartments for its bachelor members. Its meals are of the finest, its athletic equipment the best obtainable and its cigars of a quality not beatable anywhere. What more could one ask for in a club?

The club is, however, essentially true to its name, in that it pays great attention to athletics. Many young men are members and they are eager sportsmen. Just now their attention is concentrated on the exploits of a phenomenal runner, George B. Waage. This interest can be understood best in the reading of an excerpt from the current number of Illinois Athletic Club Magazine, as follows:

"It is so seldom a youth jumps from the scholastic athletic ranks into a full fledged champion of the cinder path that the phenomenon deservedly attracts more than cursory attention. Almost without exception our distance running champions have been developed only after years of tedious training and by overcoming innumerable handicaps, so there is good reason to pause and wonder when, in the first year of his career among men, a high school boy makes our champions look like novices, and not only wins the one-mile championship, but breaks the record of James D. Lightbody, of 4.35, which has stood for some time, making a new mark of 4.32."

Until a year ago Waage was a student in the Lane High School, but he is today one of the fastest middle distance runners in the West. It is open to question whether he is not superior to some of the Eastern stars and the I. A. C. members would not be averse to having the question definitely settled. Waage has made an unusual record and every member of the club is inordinately proud of "the kid."

Another product of the club that has carried its colors to victory is Fritz Carlson, who won the Minneapolis Athletic Club's Marathon in the good time of 4 hours, 14 minutes, 54 seconds. The race was run in almost tropical heat, and out of fifteen starters only three finished at the tape. The race featured the athletic side of Weston day in Minneapolis, and a great throng saw the victory won. The heat was so intense that wagers were freely offered that Phidipides, the original Marathoner, or Marathonist (whichever is correct), would have dropped by the wayside, leaving Darius to win over Miltiades and change the history of the world. Carlson could, undoubtedly, lower his margin of time considerably in cooler weather.

All this must not be taken as conveying the impression that the club has no other functions than the promotion of athletics. Its social side is as highly developed as that of any other club in the city and life within the walls of the building has been made exceedingly pleasant by the handsome decorations and furnishings and the almost perfect service. Almost $75,000 have recently been spent in fixing up "the back part of the house"; that is, the kitchen, refrigerating rooms, wine cellars, club room for help, etc., and they will be model departments when finished. A fine lounging room has also been prepared for the waiters and other help when off duty, thus keeping them off the streets and out of the saloons.

Many distinguished men of Chicago are officers and members of the club. The officers are: Charles J. Webb, president; W. Y. Perry, vice-president; Albert McRae, sec-

(Continued on Page 25)

Key West

Heavy Orders Coming in for 1914—Dr. J. N. Fogarty Again Elected Mayor—Chinaman Pays $50 a Whiff for Five Puffs

KEY WEST, FLA., November 27, 1913.

AS can readily be seen by the remarkably large shipping lists which accompany this letter our factories are now at the height of holiday activity. While the demand set in rather earlier than usual this year and about all of the goods intended for Christmas trade have been marketed, judging by the heavy influx both by wire and mail of future delivery orders, there will be no slack-up in output for some time to come. Many of the factories have a filed demand running way into February, 1914, and each incoming mail adds to same.

A few more additional cigarmakers of the Regalia type came in from Havana this week and rapidly found employment at our factories.

As forecasted in my last letter, Dr. Joseph N. Fogarty was re-elected as Mayor at the election held on November 11. He had three opponents, but succeeded in polling a handsome majority over the three combined and has entered upon the duties of his fourth term.

Norberg Thompson, local manager of the Key West Cigar Box factory, was also elected as a member of the Board of Aldermen.

A. L. Cuesta, of Cuesta, Rey & Co., the Tampa cigar manufacturers, was a visitor to the office of Moreda & Co. last week He has since gone on to Havana to make purchases of leaf for his house.

We have all heard of the costly smokes of the rulers of Europe and some of our millionaire magnates, but they have all got to take back seats and make way for George Ling, a Key West Chinese laundryman, who was fined $250 in police court on November 21 for hitting the pipe five times. The complete opium smoking outfit was seized and Ling has appealed his case to a higher tribunal, as he says $50 a whiff is too much for his pocket.

President A. W. Arnold, of the "Mi Favorita" Cigar Co., received an invitation last week from Park & Tilford, asking him to attend the opening of their new warehouse on Forty-second Street, New York. Mr. Arnold was compelled to decline owing to rush of business at the local factory. At the "Mi Favorita" shop trade conditions are in excellent shape and heavy shipments are being made.

The E. H. Gato Cigar Co. are the heaviest leaf importers of the past two weeks, having received 258 bales of very choice stock. At the factory both main building and annex are being worked at full capacity and large shipments are being made. A cablegram was received last week from S. Bachman & Co., the Pacific Coast distributors of the Gato goods, calling for a rush shipment of 65,000 cigars.

The Ruy Lopez Co. also received a heavy invoice of tobacco during the past two weeks consisting of 119 bales. Gerald Smith, a leaf dealer of Porto Rico, and a nephew of Leslie Pantin, the Havana leaf dealer, registered at the Ruy Lopez Co.'s office last week. He has since gone on to Havana, where he will spend a few days with his uncle before going on to Porto Rico.

President A. L. Sylvester, of the Havana-American Co., was a caller at the local branch last week being en route to Havana on business. At the factory all is activity and will be for some time to come, as they have a large filed demand for future delivery.

W. W. Croxton, general passenger agent of the Alabama, Birmingham & Atlanta Railway System, passed through town on the 15th while on his honeymoon trip. After spending a few hours visiting places of interest in the city he and his bride left for Havana, the "Paris of the two Americas."

Eugene Stoltz, of the Cortez Cigar Co.'s staff of roadmen, who is now touring the Pacific Coast in the interest of their "Hernan Cortez" brand, is making encouraging reports and states that there are bright prospects in that section in 1914-15. At the factory every table is manned and will be until the Christmas recess.

Rafael Menendez, the genial manager of the M. Perez Co., reports trade as in excellent shape. The concern is sending out a handsome holiday packing of their famous "Pinzon" brand. The package is of polished cedar and consists of fifty cigars in three fine sizes of their most popular shapes, viz.: "Coronas," "Invincibles" and "Perfecto B." That is what is known as a combination package, for after the holidays are over it can instantly be transformed into an all-the-year seller.

At the factory of the Martinez-Havana Co. business conditions are fine and they are compelled to put in seven working days to the week. "La Flor de Louis Martinez" is going out well in its finest sizes and shapes. Don Louis Martinez, who has been spending a few days at the factory, returned to Cuba on Saturday. He will go direct to Guira de Melena and oversee the planting of over 100,000 tobacco plants on his plantation.

A caller at the office of Moreda & Co. since my last letter was Val G. Keogh, recently appointed second in command of the selling forces of M. A. Gunst & Co. and the above company. He was accompanied by his wife, and left for Havana, Cuba, from whence they will go direct to New Orleans, La., where Mr. Keogh will inaugurate a vigorous campaign in the interests of the two firms mentioned above.

Francisco Fleitas, of S. & F. Fleitas, is back from a brief leaf purchasing trip to Havana.

M. F. McLeod, of the American Tobacco Co., was in the city recently in the interest of "Sovereign" cigarettes, on which his company is making a vigorous campaign in this State.

R. S. Tatum, of the Liggett & Myers Tobacco Co., was also a visitor to the city in the interest of "Piedmont" cigarettes.

Tobacco Statement.

Importations of Havana leaf tobacco for week ending November 15, 1913:

	Bales.
Juan Pujan	6
Juan Esperdy	10
Moreda & Co.	9
Cortez Cigar Co.	18
Havana-American Co.	90
E. H. Gato Cigar Co.	258
Total Bales	391
Withdrawals, Bales	346

Importations of Havana leaf tobacco in hand for week ending November 24, 1913:

	Bales.
Cortez Cigar Co.	25
Mi Favorita Cigar Co.	99
Ruy Lopez Co.	119
Total Bales	243
Withdrawals, Bales	277

INGLACITA.

Cigar Shipments for Two Weeks Ending November 25, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
S. Bachman & Co., San Francisco, Cal.	23
Cortez Cigar Co., Savannah, Ga.	16
James McCord, Ft. Worth, Tex.	8
F. Barman & Bro., Los Angeles, Cal.,	7
Moore & Jones, Nashville, Tenn.	5
Chas. N. Krohn & Co., Cin'ti, O.	2
Oppenheimer & Co., Chicago, Ill.	2
Hix-Gravely Cig. Co., Montgomery, Ala.	2
Southern Cig. Co., N. Orleans, La.	3
R. D. Burnett Cig. Co., Birmingham, Ala.	3
Wm. A. Stickney Seg. Co., St. Louis, Mo.	3
U. Koen & Co., New Orleans, La.	2
Van Deman & Lewis Co., Jacksonville, Fla.	3
Metropolitan Cig. Co., Denver, Col.,	3
Rothenberg & Schloss, Kansas City,	2
Jno. Cashalt Co., Columbus, O.	3
Washington Cig. Co., Portsmouth, O.,	2
Valloft & Dreux, New Orleans, La.	4
U. Koen & Co., New Orleans, La.	3
United Cig. St. Co., San Francisco.	3
A. B. Betancourt, Charlotte, N. C.	2
Patterson & Hoffman, Okla. City, Okla.	2
Sam Freund, Waco, Tex.	3
Davidson Bros., Houston, Tex.	2
Geo. W. Nichols & Co., Dallas, Tex.,	2
M. A. Gunst & Co., San Francisco.	5
F. J. Herb, Houston, Tex.	2
Beaumont Cig. Co., Beaumont, Tex.,	2
Columbia Drug Co., Savannah, Ga.,	2
Mayer Bros., New Orleans, La.	2
Spurlock-Neal Co., Nashville, Tenn.,	4
I. Nathanson, Minneapolis, Minn.	2
Hemminway & Moser Co., Salt Lake City, Utah	2
J. M. Stover, Phila., Pa.	2
C. G. Pauley, Burlington, Ia.	3
Park & Tilford, New York, N. Y.	56
United Cig. St. Co., Chicago, Ill.	21
United Cig. St. Co., New York	30
Natl. Cig. Stands Co., New York	5
Natl. Cig. Stands Co., Chicago, Ill.,	2
Duncan & Morehead, Phila., Pa.	6
Godfrey S. Mahn, Phila., Pa.	6
Godfrey S. Mahn, New York, N. Y.	2
Jas. Maroney, Phila., Pa.	2
Dusel, Goodloe & Co., Phila., Pa.	2
S. S. Goodloe & Co., Phila., Pa.	2
Smith, Kline & French, Phila., Pa.	2
W. S. McCoy, Richmond, Va.	2
Cliff-Weil Cig. Co., Richmond, Va.	2
R. & W. Jenkinson Co., Pbgh., Pa.	2
Reymer Bros., Pittsburgh, Pa.	11
J. S. Capin, Detroit, Mich.	2
J. T. Woodhouse & Co., Detroit	3
A. & C. Rice, Scranton, Pa.	8
F. J. O'Hara, Scranton, Pa.	3
G. E. Bacharach, Franklin, Pa.	8
C. H. Grashoff, Rochester, N. Y.	2
Neudecker Tob. Co., Baltimore, Md.,	6
Lilly, Dungan & Co., Baltimore, Md.,	3
Martinez-Havana Co., New York	20
Geo. W. Nichols & Co., New York	21
Austin Nichols & Co, New York	9
Lowden & Co., New York	8
Ruy Lopez Ca., New York	6
E. H. Gato Cigar Co., New York	5
M. A. Gunst & Co., New York	4
Metropolitan Tob. Co., New York	3
Potter, Sloan & O'Donohue, New York	3
Gwynn, Straus & Co., New York	2
B. Altman, New York	2
Morgan & Bervick, Butte, Mont.	2
Heminway & Moser, Salt Lake City, Utah	2
Metropolitan Cig. Co., Denver, Col.,	8
Model Pharmacy, Helena, Ark.	2
James McPhipps, Mobile, Ala.	2
United Cig. St. Co., New York	70
Park & Tilford, New York	79
Geo. W. Nichols & Co., New York.	62
G. S. Nichols & Co., New York	15
E. H. Gato Cigar Co., New York	31
Martinez-Havana Co., New York	28
National Cigar Stands, New York	3
Lowden & Co., New York	15
Metropolitan Tob. Co., New York	11
Ruy Lopez Ca, New York	8
Austin, Nichols & Co., New York.	5
Acker, Merrall & Condit, New York,	15
A. Schulte, New York	2
H. F. Lyons, New York	2
M. A. Gunst & Co., New York	2
Potter, Sloan & O'Donohue, N. York,	2
Gwynn, Straus & Co., New York	2
W. A. Davis, Syracuse, N. Y.	2
H. Boedtke Tob. Co., Syracuse	2
Tinkham Bros., Jamestown, N. Y.	2
United Cig. St. Co., Chicago, Ill.	35
J. & B. Moos Co., Chicago, Ill.	3
Chapin & Gore, Chicago, Ill.	3
Washington Tob. Co., Wash., D. C,	12
Joseph Way, Philadelphia, Pa.	5
Godfrey S. Mahn, Philadelphia, Pa.,	12
Dusel, Goodloe & Co., Philadelphia,	5
E. Bradford Clarke & Co., Phila.	2
J. Langsdorf's Sons, Philadelphia	2
Moore Cigar Co., Philadelphia	2
Smith, Kline & French, Philadelphia,	2
C. B. Lowenson, Butte, Mont.	11
Cliff-Weil Cig. Co., Richmond, Va.	4
J. & B. Moos Co., Columbus, O.	2
E. M. Schoenhauer Cig. Co., Columbus, O.	5
T. Wright & Co., St. Louis, Mo.	10
Wm. A. Stickney Cig. Co., St. Louis,	3
Thomas W. Short, St. Louis, Mo.	2
W. A. Hoelscher, St. Louis, Mo.	3
E. F. O'Connor, Savannah, Ga.	4
Cortez Cigar Co., Savannah, Ga.	26
Columbia Drug Co., Savannah, Ga.,	3
R. D. Burnett Cig. Co., Birmingham, Ala.	5
Spurlock-Neal Co., Nashville, Tenn.,	4
Moore & Jones, Nashville, Tenn.	3
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	4
Stoddard, Gilbert & Co., New Haven, Conn.	2
Steve Surman, Milwaukee, Wis.	2
Reymer Bros., Newark, N. J.	12
J. T. Woodhouse, Detroit, Mich.	4
F. A. Davis & Sons, Balto., Md.	4
Neudecker Tob. Co., Baltimore	2
Lilly, Dungan & Co., Baltimore	11
United Cig. St. Co., San Francisco,	12
M. Blaskower, San Francisco, Cal.	4
Geo. W. Walker, Los Angeles, Cal.,	2
H. Bercovich, San Francisco, Cal.,	3
S. Bachman & Co., San Francisco	21
Fred Barman & Bro., San Francisco,	6
Platter Tob. Co., Dallas, Tex.	2
Houston Drug Co., Houston, Tex.	2
S. Goldstein, Austin, Tex.	2
Sam Freund, Waco, Tex.	4
Vallope & Dreux, New Orleans, La.,	6
W. S. McCoy, Richmond, Va.	2
J. & B. Moos Co., Louisville, Ky.	2
Missoula Merc. Co., Missoula, Mont.,	2
D. Larnoff, Tacoma, Wash.	2

Pennsylvania Items

"Courtello" Cigar Winning Success for Dan Fleck

Although on the market only a little more than two years, the "Courtello" five-cent cigar has popularized itself to such an extent that it is one of Reading's best known products.

Daniel Fleck is the manufacturer of this brand, and his persistent efforts have resulted in a record of steadily increasing sales.

The cigar is immensely popular in the anthracite and bituminous regions, through the efforts of the Reid Tobacco Company, of Milton and Altoona, Pa.

Kansas is another state where the name "Courtello" stands high with the smokers. This smoke is made in three sizes and is a quality nickel cigar.

"Courtellos" are popular in Philadelphia, and are growing in favor wherever they are introduced.

The factory at Reading is growing rapidly and this would indicate that the cigar is duplicating to a considerable extent.

"Remington" Cigar Keeps Factory Busy

The Remington Cigar Company, at Red Lion, is kept busy filling orders on their "Remington" cigar, which is making quite a hit with retailers as well as jobbers, in all parts of the country.

Wide-awake dealers have already taken advantage of their unusual premium offer of a Remington typewriter free with a thousand "Remington" cigars.

H. L. Haines, the manager of this rapidly growing concern, reports that they are almost swamped with orders at the present time. They guarantee their proposition, and many, after they have taken over the deal, have expressed their appreciation of the proposition in hundreds of letters. Mr. Haines is always glad to show the letters of recommendation to any one who desires to see them. It is interesting to know that several of the largest jobbing houses in the country have asked for and secured exclusive territory on the "Remington" cigar.

New Cigar Factory Opened.

SEVEN VALLEY, November 26.

About one thousand people were present at the opening of the new cigar factory which the United Cigar Manufacturing Company will operate here. Dr. G. E. Holtzapple, of York, delivered the address of welcome, while other addresses were made by prominent cigar manufacturers. The building is a large three-story brick and stone structure, finely furnished on the inside. At present the working force consists of 170 people, and it is expected that this number will be increased to over 300 within a year.

A. F. Fix & Co., at Dallastown, are very busy keeping up with their orders. Aside from their holiday goods, they find a steadily increasing demand for their products.

The many friends of Edward Gillen, the well-known leaf tobacco dealer of Red Lion, have extended their sympathy to him in his recent bereavement caused by the death of Mrs. Gillen.

The foundations of the cigar factory being built by Oliver K. Hartman at Adamstown, are ready for the carpenters. The completion of this building will permit the employment of additional hands to fill the rapidly increasing orders coming into the factory.

Aeroplanes Smuggle Tobacco Across Frontiers

Smugglers are now getting tobacco across the French frontiers by aeroplane, according to a recently dated foreign dispatch. An aeroplane ladened with tobacco and other contraband, leaves France and after crossing the frontier drops the cargo at a previously arranged spot.

Clubdom Smoking

(Continued from Page 23)

retary; Ralph N. Ballou, treasurer. Frank H. Millard is chairman of the House Committee.

One of the recently organized divisions of the club is "The Otters." They are brothers in blood to "The Tankers" of the Chicago Athletic Association and "The Seals" of the Hamilton Club, the second having its clubhouse just a little distance away from the I. A. C. on Michigan Boulevard, and the Hamiltonians being in their own new, beautiful building on Dearborn Street near Monroe. The three organizations are somewhat similar in character and purpose, namely: To promote swimming, general athletics and good fellowship. The new organization starts out with a fine membership, particularly as the annual fee of $7 includes several banquets and other "eats."

Harry G. Wallace has complete charge of the cigar department and does all the buying. He is assisted by Rufus La Due, who pays special attention to the selling of the goods. Purchases are made so advantageously that the cigars and cigarettes are sold at about 10 per cent. less than they could be bought on the street and then a safe margin of profit is left to Mr. Wallace.

Mr. Wallace has been in charge almost two years and in that time has almost doubled the cigar business. It increased $12,000 in 1912 over the business of 1911 and the present year shows an increase of $15,000 over 1912, making an increase of $27,000 in two years. No outside sales are made, the business being confined exclusively to club members. There are four cigar stands in the building, one in the billiard room, one in the bowling alley, one in the lobby and one in the grill room. All have the personal supervision of Mr. Wallace.

Mr. Wallace is very proud of his "I. A. C." brand of cigarettes. The box was designed by him and he says it is the handsomest cigarette container ever put on the market. He believes it is the most beautiful package in the country and is just as proud of the goods, which are put up by A. Zaphirio & Co.

A specialty is made of "Illinois Athletic Club" cigars in clear Havanas. These are carried in ten sizes and are great favorites with members of the club, the sale being very large. In addition, the cases contain "Hoyo de Monterey" perfectos, "Flor de Partagas," "Romeo y Juliet," "Manuel Garcia" panetelas finas, "Henry Clay" perfectos N. P. U., "Bock & Co. Golden Eagle" perfeccionados, "Cabanas," "La Corona," "Carolinas," "Villar y Villar."

In clear Havanas the club members are given a selection from "El Roi Tan," "Jose Villa," "Don Casa," "Dulce," "Jose Gomez," "Tadema," "Vanderbilt Cup," "Sanchez y Haya," "Principe de Gales," "El Sidelo," "Lozano," "Shields," "Webster" and "Don Antonio Bock."

Domestic cigars include "Estabrook & Eaton," "Salerosa" and "Judge Day."

In addition to the "I. A. C." cigarettes, other brands carried are: "Twelfth Night," "Condax," "Deities," "Nestors," "Pall Mall," "Rameses," "Benson & Hedges," "Melachrino," "Makaroff," "Philip Morris," "Natural," "La Marquise," "Anglo Egyptian," "Duke of York," "King William Highball," "Mogul," "Murad," "Luxury," "Lorenze," "Fatima," "Dubs," "E. & E. Boite Nature" and "56."

G. W. WHITCOMB.

Detroit

Retailers Looking for Big Holiday Business—"Cinco" Demand Steadily Growing Heavier—New Liggett Store to Open Soon—Cafe "Frontenac" to Seat 6000—Good Displays on "56"

DETROIT, MICH., November 27, 1913.

A MAN came into the Hotel Ponchartrain this week, stopped at the cigar department and looked at a dozen or more boxes, examining each one carefully and finally said "Guess you better give me a box of those 'Hozanos' which I always smoke." Of course, the man referred to the "Lozano" cigar. He said he had always been smoking this brand and thought at first he would change for once, but he couldn't get away from the fact that "Lozano" is one of the best smokes on the market for the price, so he finally concluded to "let well enough alone."

From now until the first of the year retail dealers are going to be busy; for the first week in December they will be very active opening up their holiday shipments and getting in touch with prospective buyers; from the 20th on they will be busy making deliveries. Every retailer is looking for a big holiday business; they had it last year and see no reason, with Detroit's continued growth and prosperity, why a similar, if not better, condition should not exist this year.

As for the cigar manufacturers, they are a little quiet just at present. This is not a serious condition, however, as their trade always slows up at this season of the year. They look for orders to come in heavier than ever after the first of the year.

Frank Roemer, city salesman for the cigar department of Lee & Cady, said the other day that it was simply wonderful the way the sales of the "San Felice" and "Cinco" cigars are holding up. Last week was one of the biggest since he has been a cigar salesman for "San Felice" and "Cinco" orders. "I never saw anything like it; it's wonderful where they all go to, but there seems to be no let-up on the 'Cinco' and 'San Felice,'" added Mr. Roemer, Lee & Cady have the name "San Felice" painted in gold on many of their delivery wagons.

The United Cigar Stores have sold their 99-year lease of the Barbour Building, at Monroe Avenue and Campus Martius, for three million dollars, but at the same time signed a lease with the new owners for one of the stores, starting with January 1st. The building is a four-story one, and the new owners plan to make extensive alterations, dividing the ground floor into small stores. The location is right in the very heart of town and should prove an excellent cigar stand. The rent is somewhere around $6000 per annum.

Plans are out for the new Detroit Athletic Club, to be erected on Randolph Street, and comprising one square block. They call for a structure that will cost one million dollars, six stories high and to be the finest of its kind in the United States, barring none, and this means the Illinois Athletic Club, the New York Athletic Club and the Cleveland Athletic Club. Contracts will be let very shortly and the building will be completed by December, 1914. So great has been the demand for membership into the club that it has been found necessary to temporarily limit the number to about 800, although there is a waiting list of close to 2000, in spite of the fact that a fee of $200 is charged for initiation. Needless to add that a very high-grade cigar department will be one of the features, with fixtures of the very best.

The lease has already been signed for a drug store in the new Kresege Building, in course of construction at Park Street and Adams Avenue, which will be eighteen stories high and be principally for physicians. The store will be operated by the Standard Drug Co., which firm recently took over the two stores of the Central Drug Company, with the Gratiot Avenue store and the new one mentioned, will give the Standard concern four branches. The Standard stores maintain cigar departments, and a most complete line of cigars and cigarettes is handled.

The new Liggett drug store at Gratiot Avenue and Farmer Street is nearing completion and should be ready by December 15th. The fixtures are now being installed. A sign on the various windows reads, "Watch for the Liggett Opening; it will be the Finest Drug Store in the United States." From the outside appearance, this statement is not questioned in the least. The windows are being painted in green and gold, the company's trade mark, and the building itself is absolutely new, with a white tile front that makes it stand out very distinct from the other buildings in the neighborhood, which are very old. The opening of the Liggett store will mean another competitor in the retail cigar business.

The Cafe Frontenac, in the basement of the Berghoff Hotel, will be opened for the first time on December 5th; it will seat 600 people, which is the largest capacity in Detroit. A cigar department wil be maintained in the basement, which will have no connection with the Watson cigar stand on the main floor.

L. B. McKitterick, vice-president of the Melachrino Co., made a hurried trip through here last week, stopping long enough to have dinner at the Ponchartrain grill with Mr. Farmer, his manager in this State. "Mack," as he is favorably known in this section, extended the glad-hand to as many of the retailers as his time permitted.

Harry Bassett has been made sales manager of the Harry W. Watson Co. and will assume that position after the first of the new year. He will make his office at the Detroit branch on Washington Boulevard, although there is some report that a few months later he will be shifted to Flint, which is the head office of the Watson Co. Eugene Watson, president and general manager of the business, makes his residence in the Vehicle City. The Watson Co. is fast becoming a factor in the retail as well as the wholesale cigar and tobacco business. They now operate a retail cigar store in Flint, the cigar stand at the Downey House in Lansing, the cigar departments at the Hotel Berghoff, Hotel Griswold and Hotel Cadillac, besides a cigar store at 150 Woodward Avenue. In their wholesale department they not only cover the City of Detroit thoroughly, but Michigan as well, and are gradually taking on more lines so that before long they will be, if they are not already, the second largest wholesalers in the State.

Another change announced by the Watson Co. is at the Downey House, Lansing, which hereafter will be managed by A. F. Metzger.

There is hardly an up-to-date store in town that hasn't one of those new tin boxes for keeping "Fifty-Six" cigarettes. And the best part of it is that the dealers keep them right on the counters, where they are in easy reach of the customer and where they are most beneficial from an advertising standpoint.

Richard Helms is back from a trip to Buffalo. Mr. Helms is the general factory superintendent of the San Telmo Cigar Manufacturing Co., which operates a Buffalo branch. Oscar Rosenberger, president of the firm, returned recently from a successful business trip through the Middle West.

Albert Worch, of the Wayne Cigar Co., makers of the "Niles-Moser," hand-made cigar, is on an extensive business trip to the West Coast, and will visit Seattle, Portland, Los Angeles and other Western cities, returning to Detroit about Christmas time. Mr. Worch has his wife with him.

Sam T. Goldberg, of the Lillies Cigar Co., is back from a brief stay in Chicago. The Lillies Co., by the way, is having erected one of the largest electric signs in the city at Woodward and Jefferson Avenues, to advertise the "La Azora" cigar.

Sam Bijur, of E. Rosenwald & Bro., was here this week just for a day. His representative, Mr. Penner, has been here all week and closed up some big deals, so it is reported.

The National Can Co., of Detroit, is having immense success with tin cans for cigar manufacturers, a feature which is getting very much in favor. For the Wayne Cigar Co. alone they are shipping on contract 7000 cans per day, and this order will be materially increased just as soon as the Wayne can increase its facilities for making more cigars.

All dealers are looking for the "Partagas" cigar to be very popular for Christmas trade among customers demanding high-class goods. Last year some of the dealers fell short by not ordering enough in advance, so this year they have prepared for the emergency by getting in a good stock.

That consistent advertising gets results is being proven by the increasing demand for "Tuxedo" smoking tobacco. There was a time when the average pipe or cigarette smoker hardly knew what brands to ask for; but nowadays there are few who approach the counter that do not ask for the "Tuxedo" tobacco outright or else say to the clerk, "I see this 'Tuxedo' tobacco advertised; it must be pretty good: I guess I'll try a jar." This is the reason why "Tuxedo" is going right to the front.

E. M. Harris, the popular Woodward-Avenue retailer, has for years specialalized on the "Flor de Jeitles" cigar. On an average of at least once a month he makes a full window display of this brand, and he says they sell "like hot cakes." This is not surprising, however, when one considers the fine quality contained in the "Flor de Jeitles" cigar, price considered.

Hardly a week goes by that the name "Fatima" is not used in one way or another at one of the vaudeville or burlesque theatres. While a lot of it is in the way of good joshing, the fact remains that it is all good publicity and serves to make the name "Fatima" better known than ever. There is hardly a boy or girl old enough to talk and understand that isn't aware of the fact that "Fatima" means "Turkish Blend Cigarettes." There are other brands of cigarettes well known, but where is there one so universally popular?

The new "Bachelor" cigar received some good advertising the past week by a splendid window display at the Hotel Metropole. There is scarcely a week that the new "Bachelor" is not given window space at either the Metropole, the Robinson or the Nate Hart cigar stores.

Frank Bachold, assistant at the O'Brien & Co. cigar stand, showed his ability as a vaudevillian last Sunday night at the Garrick Theatre, when the members of the Young Men's Order gave a minstrel entertainment for the benefit of charity. Frank not only was on the executive committee that arranged the whole affair, but also took part, playing the role of "Bertha the Cloak Model, or Why Men Leave Home." He gave imitations of such well-known stars as Eva Tanguay, Gaby Deslys, Evelyn Nesbit Thaw, Elsie Janis and Sarah Bernhardt, and so well did the audience take to his impersonations that a curtain speech was demanded of him. Frank was actually the hit of the show. He said much of his material he received from Mr. Lutts, who represents the "Webster" cigar, and whose hobby is "theatre-going." When he was here last, Frank told him about this entertainment and Lutts gave him a list of the leading feminine stars of the day and told him just how to imitate them. Frank is now considering the advisability of taking the stage seriously and is waiting for Lutts to make the town again. Anyway, when all is said and done and laying all joshing aside, Frank did give a very creditable performance, and received very favorable notices by the press.

D. F. Carpenter has purchased the interest of James Ward in the Ward & McLarty cigar store, Kalamazoo, and will continue the business.

Stephen O. Black succeeds Edward Ott in the cigar business in Three Rivers, Mich.

Max Maier, of A. Blumlein & Co., has returned from a business trip to Chicago, Milwaukee and also Montreal.

The Oppenheimer cigar store at 312 Genesee Avenue, Saginaw, has of recent date been making a strong feature of "Stag" tobacco by giving free gratis a box of Greenfield's chocolate with each purchase of a 90-cent jar. The premium proved to be a big inducement, and as a consequence, "Stag" tobacco is now being used by every Saginawian smoker of pipe or cigarettes.

Someone entered Robinson's cigar store on East Grand River Avenue recently and tapped the telephone pay station box. It was done while five clerks were on duty. Mr. Robinson is trying to figure out how it could be done.

If you ever want to hear some good droll comedy, drop in to see Charles H. Brockway, who runs a cigar store and billiard room at 743 Woodward Avenue. First of all, let it be understood that Mr. Brockway is a regular subscriber of THE TOBACCO WORLD and reads it from cover to cover every issue. He says he is particularly interested in the advertisements. He has been in business for two years and has built up a splendid trade among the people of his neighborhood, which is in a high-class residential as well as business district. Mr. Brockway has every qualification for success in such a business: he is a good mixer (not of drinks) and thoroughly understands human nature; he knows just how to handle everybody that comes in and they never go out without some kind word or humorous remark from the proprietor. As a humorist he has few equals. He is quick to grasp the comedy side of everything; in fact, his motto is "What's the use of living when you can't smile and make others smile." THE TOBACCO WORLD wishes Mr. Brockway continued success.

A leading Michigan daily had the following obituary on the death of Henry E. Perry, who for years traveled for the cigar department of Lee & Cady, Detroit: "Undoubtedly the news of the death of Henry E. Perry, which occurred last Friday night at a sanitarium, has been received by his many friends before the publication of this notice. While Mr. Perry's health had been failing him for some time, the news of his death comes as a shock. He represented Lee & Cady for a number of years and was held in the highest esteem by that house as he was by all with whom he ever came in contact. The Elks and traveling men in general will mourn his loss as well as his score of friends among the trade and about the State. He was buried from his home, 361 East Grand Boulevard, Detroit, November 17th."

John Dietrich, general manager of the G. J. Johnson Cigar Co., of Grand Rapids, has returned from a trip to Indianapolis and Toledo.

AL U. THORNBURG.

"44" Cigars in Vice-President Marshall's Store

THE cut herewith shows the store of Vice-President Marshall, at Salem Centre, Ind. The cross (X) indicates the vice-president's brother-in-law, Mr. Kinsey.

The account for "44" cigars was opened with this store by F. D. Crawford, Middle West representative of the "44" Cigar Company, for the Wayne Tobacco Company, of Fort Wayne, Ind.

This store is quite active on "44" cigars.

Weyman-Bruton Company to Build Third Factory

In addition to their snuff factories at Louisville and Memphis, the Weyman-Bruton Company will soon start the erection of their third snuff plant at Paducah, Ky. The building will rise on the ground adjoining their tobacco warehouse in that city.

Tobacco from the Black Patch is used in the manufacture of snuff, and as Paducah is one of the principal markets of the Black Patch, the erection of a factory there will prove an economical move. This new business will no doubt have a healthy influence on the commercial life of Paducah, as the Weyman-Bruton Company intends to employ a large number of hands.

Retail Cigar Dealers Meet

The Minneapolis Retail Cigar Dealers' Association recently inaugurated the winter season with a dinner at the Nicollet Hotel. Following the meal, several addresses were delivered and members joined in a general discussion. Among the guests was Harry A. Earnshaw, editor of the well-known house organ "Ginger," published by the Stone-Ordean-Wells Company.

Recent Incorporations

Bartica Cotton Corporation, Manhattan. Planting and cultivation of cotton, ramie, tobacco. Capital, $100,000. The incorporators are: J. Gallagher, T. R. Straub, S. Vinton, all of New York City.

Central Cigar Box Company, St. Louis, Mo. To manufacture, buy, sell and deal in cigar boxes. Capital, $15,000, 50 per cent. paid up. The incorporators are: Ad Klinkenspor, F. M. Erb, Louis J. Schuttenhelm, H. E. Graff and H. G. Dieckmeyer.

Whiting Cigar Box Manufacturing Company, Holyoke, Mass. Capital, $25,000. The incorporators are: W. A. Crabtree, Amedee Roberts and Joseph D. Pepin.

Ross-Vaughn Tobacco Company, Owensboro, Ky. To manufacture tobacco products. Capital, $90,000.

Chicago

Halsted Street Becoming Jobbers' Favorite Location—Leaf Houses Prospering in Chicago—Reid, Murdock & Co., Report Heavy Call for Holiday Goods—M. F. Rothschild & Co. Open New Store

CHICAGO, ILL., November 25, 1913.

THAT the Anti-Cigarette League, headed by Miss Lucy Page-Gaston, which has been lying low during the past few weeks, has not entirely given up in despair, was demonstrated when it succeeded on November 19 in having four small dealers convicted on technical violations of the law regarding the sale of cigarettes. This is about the first time the organization has been in the limelight since Miss Gaston secured front page space in the newspapers by catching messenger boys and giving them an alleged "cure" for the habit, which consisted of some sort of mouth wash intended to make the mere thought of smoking "skags" extremely nauseating. It is said that several boys were put through the ordeal in the offices of the organization in the Otis Building, but whether or not they continued to smoke cigarettes has not been established.

Local dealers announce that they will soon have on hand the new deal of the American Tobacco Company on "Tuxedo," which consists of a standard brand of playing cards to go with every 90-cent glass humidor of tobacco. Distribution to consumers will begin on or about December 1.

Jobbers whose main business is confined to the west side of the city seem to be favoring Halsted Street more and more each year, since the number located on that famous thoroughfare is increasing by leaps and bounds. S. Briskin, Ezra Kaplan and Nesser Bros. are prominent ones whose places of business grace the street. Halsted Street is the great north and south artery of the west side. The surrounding district is not high-class, but is densely populated, and in most sections the male population outnumbers the female. The transportation facilities are excellent from one end to the other.

Reiss Bros. & Co. announce that they have become settled in their new home in East Erie Street, and will take pleasure in showing out-of-town pipe buyers through the place, which was built with a special intent to make the manufacture of pipes a thing of beauty and a joy forever. While every detail has been designed with a primary regard for practicability, the entire place has a neat and genteel appearance which is bound to make a good impression on all who enter. It is expected that with the increased facilities for handling their vast importing and jobbing business, in addition to the manufacturing end, the already large business of this big pipe house will become much larger in the near future.

Samuel Bloom, jobber of tobaccos and cigarettes, formerly located on South Jefferson Street, has moved to 1019 South Halsted Street, owing to the rapid growth of his business, which made his old quarters much too small. His new home gives him ample room to take care of all his business, with a margin left over for expected increase.

Walter Sutter, of the leaf tobacco house of Walter Sutter & Co., has returned from Havana after a four months' trip, most of which was spent with the branch of his firm located in that city. He has collected a large number of choice vegas for the Eastern and Western markets, and declares that his purchases this year have been larger than ever, with quality somewhat better than in former years. He says that Vueltas show a much larger proportion of fine tobaccos than they have during any season since 1905. The demand for them is good, but much is being put away, owing to the fact that slow maturing tobacco is well suited for warehousing.

Maurice F. Rothschild & Co. have opened a new cigar store on South La Salle Street, near Van Buren, one of the most striking features of which is the large amount of room, contrary to the usual case with cigar stores in the heart of the city. The fixtures are all new and the general appearance of the store is one to inspire confidence in the mind of the smoker. The stock includes a selection of the most popular brands, designed for the most part to suit the taste of a high-class of cigar trade. The Chicago Board of Trade is located within a stone's throw.

Without doubt one of the livest cigarette representatives in the city is S. Tabak, who looks after the sale of Schinasi Bros.' "Natural" and Prettiest." Owing to his enterprise these brands are seen in nearly all the places where cigarettes are sold here.

What brands of cigars and cigarettes are smoked by the newspaper men of this city is contained in a report made by Dr. W. Frederick Nutt, financial secretary and buyer of supplies for the Press Club of Chicago, 26 North Dearborn Street. Local scribes seem to favor cigars and cigarettes in about equal proportion, the "old heads" going in for the former and the young writers for the later. "Press Club of Chicago" is a popular brand in several sizes which has a large sale in all sections of the city, in addition to being a prime favorite at the club house.

Jack Guedalia, of the Crest cigar factory, New York, is here calling on customers and friends.

F. Newman, of Newman & Gach, 315 West Randolph Street, is making a business trip through Indiana and Ohio, calling on buyers of leaf tobacco.

M. Linkman & Co., pipe manufacturers, are working at capacity, and say that never before have they experienced such a holiday rush.

F. Couthoui & Co., two of whose stores are in the Auditorium and Congress Hotels, are among the biggest down-town retailers of cigars and cigarettes. Cigarettes, of fancy and plain imported varieties, are now being featured in these two places, which are in direct charge of General Manager Gilray.

The General Hazen Cigar Co., Chicago, was recently incorporated for $2500 by W. S. Cruse.

J. MacMahn, manager of the cigar department of Reid, Murdock & Co., reports a good holiday trade on general lines, in particular on "El Roi-Tan," "Reubens" and "Juliana" cigars. He says that there is little trade this year on fancy packages, as the demand for this line is too uncertain to warrant the manufacture in any quantity, and for that reason manufacturers and jobbers have found it best not to urge them upon the dealers. Both the high-grade and the nickel goods handled by the department, declares Mr. MacMahn, are in excellent demand.

E. B. McKenzie, general Western agent for Seidenberg & Co., manufacturers of "El Roi-Tan" cigar, is now making Iowa River points. He is accompanied by J. C. Batchelor, Reid, Murdock & Co.'s regular salesman for that territory.

Most of the local jobbers of cigars are busy now shipping orders for the holiday trade which have been booked for December 1, and for that reason are more concerned with filling orders when promised than with making new sales, which seem to be coming into camp, however, in a satisfactory manner without much special effort on the jobbers' part to stimulate them.

H. G. Taussig, of the well-known Chicago leaf tobacco house of Taussig & Co., reported that business was in a most prosperous condition, with the customers of that firm all over the Middle West buying cautiously but well. He said that shade-grown Florida and Georgia wrappers seemed to be growing in popularity, since more than the usual number of orders had been received during the past few months. Binders continue high, but are in excellent demand with the quality good, especially on the Wisconsin grades. Fillers of the Zimmer and Pennsylvania variety are in heavy demand and the quality is better than for several seasons, declares Mr. Taussig.

Charles B. Cameron, of the Waldorf-Astoria Segar Co., writes from Pittsburgh that he is finishing up a most successful year's business on the road in that city.

The cigar stand of the Hotel Sherman is one of the features of that famous hostelry, and has one of the highest classes of trade in the loop. At present a great deal of prominence is being given to "Lord Macaulay," "Marie Antoinette" and "La Famosa," these brands holding a position well to the front of the case.

Ed Kirsch, manager of Grommes & Elson, 83 West Randolph Street, has taken occasion to sneer at the fish which George A. Renaud, of Monroe's, has been displaying in his window, a glowing account of which was given in a previous news letter. Ed declares that he captured a "muskie" up in Wisconsin last summer compared with which the Renaud offering is a mere minnow.

The National Cigar Store, 34 South Dearborn Street, is boosting "Jose Vila" cigars during the holiday season.

Jacob Berolzheim is having a run on "Tomas Gutierrez," an imported brand which has taken the trade by storm.

I. A. Rosenthal, secretary and treasurer of the Charles Donovan Cigar Co., has returned from his vacation at French Lick Springs, in Southern Indiana, looking much refreshed. This is the first vacation he has taken in more than twenty years.

Edward C. Berriman, of Berriman Bros., has installed a dictaphone in his private office, which he declares is meeting his requirements in a pleasing fashion.

J. T. Townes, who represents Liggett & Myers Co. here, has resigned his position. He is not certain as to his future plans, but will not leave the tobacco business.

G. W. WHITCOMB.

Mayor's Cigar Store Open

Mayor Faulstich, of Alton, Ill., has opened his cigar store in the Temple Theatre, and is carrying the old brands of the former owners. In the nickel grade there is the "Illinois" and "Sionilli," and the "Zodiac" is offered at ten cents.

The mayor has announced that two new brands will be the "J. C. F." (the mayor's initials), a ten-cent cigar, and the "Midget Havana," which will sell for five cents. Additional brands will be announced as soon as facilities for manufacturing are secured.

To procure a more uniform observance of the new factory law, the cigar manufacturers of Red Lion and Dallastown have adopted a working schedule of from 6.30 A. M. to 5.30 P. M., with an hour for recess from 11.30 to 12.30.

Pittsburgh

F. P. Shields, of Shields-Wertheim Co., Mistaken for William Jennings Bryan—Liggett & Myers Running Big Campaign on "Velvet"—"Bolds" Getting Good Displays in "Smoky City"

PITTSBURGH, PA., November 25, 1913.

THE weather has been very warm in Pittsburgh the last few days. The holiday business is improving.

B. F. Pyle, of Pyle & Allen, Cleveland, O., is visiting friends in this vicinity. Mr. Pyle is going to open a new store in the near future.

Bishop Bros., of Smithfield Street, have a very nice pipe display.

The Monongahela House cigar stands are doing a very nice business under the direction of Mr. Burkhart, who is the manager of these stands.

W. H. Buchannon has just finished a three-weeks' campaign on "La Preferencia" for L. Goldsmit Bros. & Co. Mr. Buchannon is en route to Wilkes-Barre, Pa.

C. A. Gibbs Co. have a very nice window display of imported cigars and humidors. This window was decorated by J. E. Detweiler, of the C. A. Gibbs Co.

Mr. C. A. Gibbs is back from a business trip to New York, where he bought fancy packages for the holiday.

J. E. Detweiler, city salesman of C. A. Gibbs Co., is back on the job after being laid up for the past few days.

Snyder's Anderson Hotel cigar stand are featuring "Cuesta Rey" cigars and meerschaum pipes in their windows this week.

C. J. Moye & Co., who are the distributors for the "Bold" cigars, made by Bobrow Bros., Philadelphia, have a very nice display of that brand in their windows.

R. Russel Co., Sixth and Penn Avenues, are featuring "John Ruskin."

Mr. Adams, of Siller-Narten Barnes, just returned from West Virginia. Had a big business on "El Roi-Tan" and "Charter" cigars.

J. R. Brinstin, of L. Goldsmit Bros. Co., who works the territory outside of Pittsburgh, had a great run on "Admiration" cigars.

Mr. Massingham, of the Shipley-Massingham Drug Co., has left for a two-weeks' trip to Jacksonville, Fla., to attend the National Drug Association, to be held the week of November 17. While there Mr. Massingham will take a run over to Tampa and visit the Cuesta-Rey factory.

Fred P. Shields, of Shields-Wertheim Co., in company with Mr. Sharpels, of the Stallings Co., walked into the Monongahela House the other day and guests in the lobby looking at Shields, whispered, "There goes William Jennings Bryan." Stallings Co. are enjoying a big business in the city for a young concern. "Saramitas" in all sizes are having a great run as well as "Chas. Denby" in tin cans, for which this concern are distributors.

Mr. Lopez, of Garcia Vega Co., was in town this week. C. A. Gibbs Co. are distributors for this firm.

R. J. Dalzell, of 6301 Penn Avenue, is going to feature "Tuval" cigars for Christmas. He has placed a large order with the C. A. Gibbs Co., the distributors for this brand.

A. L. Kidner is very busy and has arranged his store for the holidays. He has a large assorted window of cigars.

F. H. Anderson, of Wilkinsburg, is very busy and is now packing up his many lines of stogies for the holiday trade.

Smith Drug Co., of Wilkinsburg, have a nice window of "Jenkinson Best."

The trade in this territory is well taken care of by J. R. Crisswell, of the Bock-Stauffer Co.

J. H. Greenwald has opened up a fine store at 831 Wood Street, Wilkinsburg. He carries a fine line of Havana cigars. Also the popular stogies of Pittsburgh manufacturers.

Miss Lillian Stall, of the Rittenhouse, Highland and North Negley Avenues, the popular family hotel, is very well liked by all the salesmen, as she features all their goods. She has full charge and does all the buying for the cigar department.

Mr. Levy, formerly of Brownsville, Pa., has opened up a new cigar store at the north end of the Sixth-Street bridge. This is a good location as a new theatre is to be built near him shortly.

Louis Engleman, of McKeesport, Pa., was in the city this week buying special packages for the holidays. Mr. Engleman has one of the best cigar stands in McKeesport.

Sol Cohn, looking after the interests of the "High Grade" smoking tobacco of the American Tobacco Co., just returned from a successful trip through the oil region of Northern Pennsylvania. He found a ready sale for "Briar Root" 16-oz. jars and the "High Grade" line. He was glad to see the way "Briar Root" and "High Grades" are selling in Pittsburgh.

S. H. Handy is in town with a big crew boosting "Honest Scrap" and "Polar Bear." It surely is a hustling bunch and they are dressing the burg with the new enamel signs on "Honest Scrap."

Irrespective of the fact that Liggett & Myers started rather late on their "Velvet" 16-oz. glass jar campaign in Pittsburgh, the jobbers and general trade thoroughly realize the big business accomplished by the crew working in town. Every high spot in town is now handling the "Velvet" glass jar and dealers seem to think we have a very nifty one at that. Mr. Finsthwait when starting on this campaign selected four of his best men from the Western Pennsylvania crew. For the benefit of the consumer Liggett & Myers want the fact to be generally known that there are eight whole Liggett & Myers coupons packed in each 16-oz. glass jar.

A. B. Dawson, of the R. J. Reynolds Tobacco Co., is here with his salesman pushing "Prince Albert" the "National Joy Smoke."

Leo Schoenemann, of Celestino Vega & Co., manufacturers of the "La Venga" cigars, was in town. Reymer Bros. have taken on this brand.

The following visitors were in town in the interest of the cigar business:

Mr. Walker, of S. S. Pierce Co., Boston.
B. F. Alexander, of Fernandez Garcia Co., New York.
Dan Manhein, of Imperial Cigar Co., Lancaster.
T. B. McKettrick, of M. Melachrino Co.
W. A. Charles, of G. C. Nichols Co., importers.
J. A. Stein, representing "Perez" cigarettes.
J. J. Shannon, of B. Castellano & Co.
O. M. Bosworth, of the Chas. Denby factory.

N. B.—Shapiro, of the M. A. Gunst Co., is visiting the trade with Mr. H. V. Merriam, of the Bock-Stauffer Co., in the interest of the "Van Dyck" cigar.

Mr. Johnson, vice-president of American Cigar Co., was in Pittsburgh this week.

More Help for Snyder's Holiday Rush

PITTSBURGH, PA., November 25.

Manager James Anderson was presented one day this week with a fine baby girl.

Will Goetz, who has charge of the Hotel Anderson Cigar Stand, for Joseph T. Snyder, has become the proud father of an 8-pound baby boy.

These new arrivals should assist in caring for the usual Christmas rush.

Receiver Named for Cigar Company

Charles H. Hoffmeister has recently been appointed receiver of the E. J. Hamburger Company, manufacturers of cigars, of Cincinnati, O.

The appointment was made as the result of a suit filed by Marie Eckelkamp, who has sued as a stockholder. She says that the company has an authorized capital of $25,000, of which $4350 has been paid in.

Two of the company's directors are residents of other states, she says, and she charges that one of the directors of the company reported to the mercantile agencies that the concern is owned and controlled by the Mid West Cigar Company, of Omaha, Neb., which report is untrue, she declares, but she says that the report has caused trouble, as creditors of the Mid West Company, which is now in bankruptcy, have threatened to bring suits in attachment against the local company. She also says that the credit of the local company has been affected, and, while its assets are worth $3500, it is unable to meet liabilities of about $500 that are past due because of a lack of cash. Judge Warner fixed the bond of the receiver at $500. Joseph B. Kelley, attorney.

Work Begun on Tobacco Production Company's Plant

Residents of New Milford, Conn., were elated last Monday when work was begun on the foundations of the new plant to be erected there by the Tobacco Production Company. The business of this company has increased so much of late, that at the end of another month, it is believed that they will be nearly sixty days behind in their orders. To meet this situation, orders were given to begin the erection of the new plant at once.

Taylor & Buckingham have the contract and are working on the plans submitted by F. L. Smith, a New York engineer. The foundations are 250 by 80 feet, which do not include a considerable addition to be added to the present plant and to be completed in about forty days.

Samuel H. Spingarn

SAMUEL H. SPINGARN, well known as expert on tobacco values and from 1860 to 1892 in the tobacco business at 5 Burling Slip, New York City, died at the Hotel Ashton, Ninety-third Street and Madison Avenue, on Thursday morning. Mr. Spingarn was one of the foremost experts on tobacco values in the United States, and since his retirement in 1892 has been employed a number of times as an expert by the Government.

Mr. Spingarn was 82 years old. He was a member of many charitable organizations. The deceased is survived by a widow.

Gustav A. Berger

Gustav A. Berger, a very prominent cigar manufacturer, passed away on November 24, in Detroit, death coming after a long illness. Mr. Berger will be remembered by many of the leaf tobacco men who were making that territory twenty-five years ago when he was manufacturing cigars. In 1885 he joined Frank A. Burdick, and together they conducted the Berger-Burdick Company, making a number of brands, their leader being the "Capitol."

Mr. Berger went into business for himself again, and a few years ago he started at Woodward Avenue, near High Street, manufacturing the "Washington Club" cigar. His health broke down and he had to give up the business. For a year he made a brave fight and succeeded in regaining his health. But for the last year he has been growing weaker. He was buried on November 25. Two sons survive him.

Adolph Seidman

Adolph Seidman, a retired cigar manufacturer of Cleveland, O., died on November 8 at 2224 East Seventy-fourth Street, that city. The deceased, who was seventy-four years old, came to Cleveland from Hungary thirty-five years ago, and had lived in Cleveland since that time. A coincident is that his wife passed away on the same date, twelve years ago.

Mr. Seidman is survived by ten children, three sons and seven daughters.

Levi S. Levor

Levi S. Levor, who has been actively engaged in the cigar and tobacco business in Attica, Ind., since 1877, recently passed away at the age of sixty-five years. His death was caused by kidney trouble. Mr. Levor, who was a native of Saxony, came to this country when a youth, and in 1877 settled in Attica, where he entered both the wholesale and retail cigar business.

Mr. Levor was a Mason and extremely active in fraternal circles, being a member of quite a number of fraternal societies. The deceased is survived by a widow and one son.

Samuel W. Thomas

Samuel Winter Thomas, a retired cigar importer of New York, died at the home of his son, 1501 Ridge Boulevard, Bay Ridge, L. I., on November 23. The deceased was eighty-six years old.

More than fifty years ago, he came to New York and with his brother formed the importing firm of William H. Thomas & Bro., which is still in existence.

CHICAGO MAYOR "CANS" GAME OF "26"

Out and Out Gambling Proposition According to Court Decision—Cigar Store Notified by Mayor's Order to Discontinue Game

CHICAGO, ILL., November 25.

BY far the biggest single event of the week affecting the Chicago trade is the court decision in regard to lators, which are too familiar to readers to require the "26" dice game, and similar business stimudescription. On his return from the Harvard-Yale football game the first official act of Mayor Carter H. Harrison was to dictate the following letter to Chief of Police Gleason:

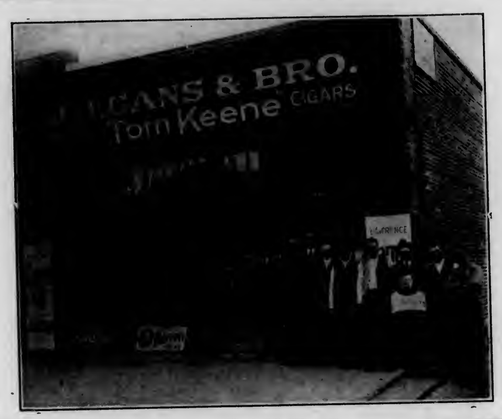
> "I have learned from State's Attorney Hoyne that the test case brought for the purpose of determining whether the game of '26' is an out and out gambling game or not went against the defendant and the jury returned a verdict of guilty. In view of this fact you will kindly instruct all the commanding officers, through the bulletin, to serve notice on all places where the game of '26' is being played that in the decision of the court it has been held a gambling game and must be discontinued at once."

The mayor's action followed the receipt of a letter from the Citizens' Association which lay on his desk when he returned. The letter called his attention to the conviction of Walter Snell, proprietor of a saloon at Cottage Grove Avenue and Sixty-third Street, on the South Side, in a test case. Snell was found guilty of gambling because he permitted the game of "26," after a spirited fight before a judge and jury in the municipal court. Previously Mayor Harrison had refused to suppress the game, declaring that he considered shaking dice for cigars a harmless diversion and that the citizens of Chicago were entitled to indulge their sporting proclivities to that extent. He insisted, however, that the stakes be kept down to twenty-five cents. Later, however, so much influence was brought to bear upon him by the so-called reform element that he promised to stop the game if a court conviction could be secured in a test case. The fact that the lid has been clamped down on the "26" game means in addition that the other dice games, as well as all forms of punch-board and slot machines, must be tabooed by dealers, at least for the present.

Local cigar dealers who were interviewed in regard to the probable effect of the decision were melancholy enough, but declared that they believed the inclination on the part of the public to shake the bones was too strong to permit the ban to remain for any length of time. For the time being, however, the dice games must be stored away in the back room, and thus passes one of the greatest stimulators to holiday trade which the ingenuity of the man behind the counter has ever been able to devise.

Jobbers of cigars were not inclined to be as pessimistic as the dealers who were interviewed. They said they thought that just as many cigars would be smoked, but that the trade would verge away from the regular cigar stores to the drug stores in the residence districts. One firm, however, mournfully showed the writer a letter just received from a large saloon on the South Side which cancelled an order for 5000 cigars, the cheapest of which was $60. This dealer called the attention of the jobber to the decision and the mayor's order and declared that without the "26" game he felt that he would overstock by allowing delivery.

The Martin Neff Cigar Company, in Red Lion, finds a heavy call on their popular brand of "Krooks."



New Headquarters of J. J. Gans & Bros.

THIS firm recently concluded that they were in need of an extension, and so they procured the store illustrated here, located at 309 South Los Angeles Street, Los Angeles, Cal. The firm carries a staple line of cigars and tobacco of all kinds. In the picture the office force is shown standing outside the doorway.

Los Angeles

Cigars and Tobaccos Enjoy Enormous Sale—"Reynaldos" Increasing in Popularity—"Cincos" and "Websters" in the Vanguard—"Naida" Cigarettes Have Heavy Call

LOS ANGELES, CAL., Nov. 17.

WE had a fruitful rain just the other day. It came after a series of hot spells, and which seemed to worry the business men of this section. But, all of a sudden, down came this "million-dollar-a-drop" rain, just as crops were drying up, and people were preparing for "hard times." Now business is moving as it never moved before. Cigars and tobaccos are enjoying an enormous sale all over the city and the surrounding country.

Edward Wolfe is in the city calling on the retail trade in the interests of the "La Pruela" Manila cigar, jobbed here by Klauber-Wangenheim Co.

Morris Burke is leaving tonight for a ten-day trip to the part of this State known as Imperial Valley. This is strictly a business trip, and Mr. Burke will devote his entire time to pushing the following cigars, the jobbers for that section being Klauber-Wangenheim Co. of this city: "Picadura Import," manufactured by L. Newberger & Bros.; "Luxello," manufactured by Luckett, Luchs & Lipscomb of Philadelphia, Pa.; "Post Dispatch" and "Havana Sticks," manufactured by Eitel-Cassebohm Co. of Louisville, Ky.

John L. Friedmann is making a strong campaign on J. J. Gans Bros. lines in the city and nearby towns. "Naida" cigarettes are moving splendidly due to the never-failing efforts of Mr. Neides, who is pushing these cigarettes for the above-named firm. This house recently evacuated its old house on East Second Street and moved into its new headquarters, a photograph of the same being shown in this issue. They have a tremendous business which has been worked up gradually through years of hard labor, and now they do not have to compete with other business houses for the reason that they have a substantial business of their own and are an independent concern under excellent management.

Klingenstein reports "Cincos" and "Websters" as moving most favorably with him. "Y-B" and "Milo" cigarettes as well as the new "Duke of York" cigarettes are already causing a stir.

With a view to supplanting the present Sunday tobacco law in this city, preventing dealers from dispensing cigars, cigarettes or tobacco on Sunday, a new ordinance has been proposed by the Mayor of Whittier, Cal., a fair-sized town in the suburbs of Los Angeles, Cal.

The new ordinance is a severe interpretation of the State law, regarding the sale of tobacco to minors and provides penalties for such offenses. It also stipulates that it shall be unlawful for minors to have tobacco in their possession or to use tobacco within the city limits.

The present ordinance of prohibiting the Sunday sale of tobacco is believed by many to have failed in its purpose of limiting or of correcting the tobacco habit and it has been subject to much criticism, even its supporters realizing its ineffectiveness.

The new ordinance is expected to be passed at the next council meeting.

Haas-Baruch Co. are reporting an alarming shortage of "San Felice" cigars. Here's hoping they will find a way to supply the demand for this cigar.

Holiday goods packed 1/80's and 1/40's are in great demand already. The early start of the holiday rush is surprising to many here, and was unexpected. It sure bids fair to be a successful season for the trade in general.

I almost overlooked the "Reynaldo" cigar, which is manufactured by Luckett, Luchs & Lipscomb of Philadelphia, Pa. Now, since Morris Burke received the first shipment of these cigars, there has been an everlasting call for this brand. Morris Burke is the exclusive jobber of this cigar in this State. He found it necessary to wire for another immediate shipment the very day the first shipment arrived, so great was the demand. The factory has supported him splendidly in his efforts to make this cigar a winner, and it begins to look as if their expenditures have been put forth in the wisest manner possible. They furnish the best of advertising for this cigar, and I might say, the most attractive advertising seen hereabouts.

S. Bachmann is the man who is putting the "R-B" and the "Gato" cigars to the front these days, for the manner in which the cigars are becoming popular it augurs well for Mr. Bachmann's efforts.

"Picadura Import" cigars, manufactured by L. Newberger & Bros. of Cincinnati, O., are moving at a surprisingly steady pace, and Klauber-Wangenheim Co. have no reason to complain from this source. They report the "Luxello" and "Post Dispatch" cigars as making a most wonderful showing with no signs of a let-up.

Geo. Walker & Co. report the "La Mazella" cigar as showing up well.

ALKALI.

New Deisel-Wemmer Factory Opened

The Fostoria (O.) branch factory of the Deisel-Wemmer Cigar Manufacturing Company, opened on November 18, with F. W. Barger in charge as superintendent. C. C. Hossellman, general superintendent, was present to make sure that everything was ready for work.

The plant has an equipment for sixty-four hands. It will eventually be used to supply the steadily increasing demand for the famous "San Felice" cigar, which is the leading brand of the Deisel-Wemmer Company.

Burglars Active in Cleveland

Burglars recently visited the cigar stand and saloon of Adam T. Meyer, at 630 Prospect Avenue, Cleveland, O., and got away with eleven bottles of fire-water and five boxes of cigars. It is believed that the same clique broke into the cigar store of Charles P. Smoke, 1380 East Ninth Street, and made away with sixty-five boxes of cigars valued at $100.

San Francisco

Trade Shows Improvement—Bercovich Chain Growing—H. Bier & Co. to Distribute "Jose Vila"—New Retail Stand in Insurance Exchange

SAN FRANCISCO, Nov. 21.

WHILE conditions in the cigar trade were not altogether satisfactory during the spring and summer, the year promises to come out in very good shape. The situation has been gradually improving since the end of summer, and for the last month the gain has been quite rapid, with all prospects of increasing activity through the holidays. With crop prospects excellent, and the Exposition near at hand, the coming year is expected to be one of the best in the history of the state.

The absorption of the city retail business by jobbing houses is still progressing, this month having brought another move of the Bercovich Company toward the extension and development of its retail chain system. This company has for some time been in control of the store at Ellis and Powell Streets, operated under the name of the Dignan Company, Incorporated, and is now running the place under its own name. Jack Markowitz, formerly manager of the Dignan Company, has opened another store at Third and Mission Streets, where he is now comfortably installed, and is featuring all the lines whose distribution is controlled by the Bercovich Company. This company has decided upon an aggressive campaign in its retail chain, and to that end is busy remodeling all its stores. It has adopted a distinctive color scheme of blue, gold and white, which will make its stores conspicuous in all locations; and within sixty days all the stores will be painted in these colors. H. Bercovich also reports a very nice jobbing business in the "Martinez," "Webster" and "New Bachelor" lines, and says business is better than for a year past.

The above is only an example of the prevailing tendency, and the number of really important city stands conducted independently is growing very small. This naturally curtails the outlet for jobbers who are not in the retail business. Such jobbers, however, have been giving their attention more and more to the country and suburban trade, which continues to show a healthy growth. This business has, of course, been largely with saloons; and with the passing of the saloon in many places, it is being taken over by billiard parlors, etc., for the cheaper trade, and by drug stores for the better lines, though the growth of many interior towns is supporting a good number of exclusive smoke shops. Most jobbers feel fairly well satisfied to work along present lines, looking to the country for most of their business. The outcome of present tendencies in the city cannot be readily figured out, but many predict that the combination of retail and wholesale business cannot be permanent.

Milton Esberg, of M. A. Gunst & Company, has just returned from a northern trip. M. A. Gunst & Company are preparing to occupy a stand in a new building at Sutter and Market Streets about December 1, and its store at the foot of Market Street has been moved to Market and California Streets, to open about Thanksgiving.

H. H. Manley, Coast representative of the American Cigar Company, is now in the North, where he will meet R. E. Christie, vice-president of the company, returning here the day before Thanksgiving.

S. M. Berger, representing the Katubusan cigar factory, of Manila, passed through San Francisco this week on his way to the Islands from New York, and is now awaiting a steamer at Seattle. As far as is known he did not make any connections in this country.

Edward Wolf, of the Edward Wolf Company, has just returned from a two weeks' trip to southern California.

An interesting development of the last fortnight is the announcement that Hyppolite Bier, formerly of Bier, Saalburg & Company, is getting back into the jobbing business. He has leased a store at the location he occupied several years ago under the name of H. Bier & Company, at 418 Sacramento Street, which has lately been occupied by the Block-Haas Cigar Company. Mr. Bier has made arrangements to handle the distribution of the "Jose Vila" line, made by Berriman Brothers, and will be ready to make deliveries by the first of the year. The "Jose Vila" has been handled here for many years.

Mr. Eisenschimel, of the local cigar department of Henry W. Peabody & Company, left early this month on his regular tour of the Western States, and is now at Portland, Ore.

George R. Webb, representing Cuesta, Rey & Company, etc., expects to leave about December 1 for a visit to the factories at Tampa.

Charles H. Knubel, representing Theobald & Oppenheimer, Salvador Rodriguez, etc., has just left for a trip to the factories by the Southern route, stopping off at Los Angeles. He spent only a week in San Francisco, on his return from a long tour through his Northern territory. E. C. Hull, who is working in conjunction with Mr. Knubel, is still in the North.

William Bercovich, of the Capital Cigar Company, of Sacramento, was down for a visit the first of the week.

I. Danziger, agent for a number of factory lines, has started on his Northern trip.

Arthur Meyer, representing Bustillo Brothers & Diaz, is leaving for Los Angeles, after a trip through central California, where he found business in fine condition.

W. I. Pixley, representing a number of tobacco and cigarette lines, has just started a specialty campaign on the "Pera" cigarette, with the assistance of George Borchard, and is putting in a number of handsome window displays. Under the influence of this sort of work the goods are moving well.

A new retail stand worthy of some mention is that in the lobby of the Insurance Exchange Building, just completed. This has been taken by Frank Tyndal, who has been in the retail business in the financial district for some years. The building is one of the largest and finest in the city, adjoining the Merchants' Exchange, which it somewhat resembles, and a good high-class business is assured as soon as all the offices in the building can be occupied.

H. F. ("Milo") Adams, one of the best known traveling men on the Coast, has just taken up the account of Benson & Hedges, covering the entire territory from Salt Lake City west.

Alexander Herbert, vice-president of Philip Morris & Company, is expected in the city a day or two before Thanksgiving.

Mr. King, representing the Deisel-Wemmer Company, of Lima, O., is visiting Charles Mattheas & Company, who handle this company's "San Felice" line.

A. J. Lachman, president of the West Indies Cigar Company, was a recent visitor to the local trade.

Goldberg, Bowen & Company, leading grocers of the Bay district, who do a large cigar business, will move their Oakland store into new quarters about December 1.

ALLEN.

Notes of the Trade

E. S. Nelson, of the cigar company of that name, was a recent visitor to Oshkosh, Wis., on business connected with his company.

An entire new front, modern in every respect, is one of the improvements contemplated for the store of Ashton & Major, wholesale and retail tobacconists, Parkersburg, W. Va.

The old Seybold mansion at the corner of Water and Fortieth Streets, on the South Side, Wheeling, W. Va., was recently purchased by the Bloch Brothers Tobacco Company, who will erect a new power house just so soon as the present structure is razed.

Ehrman Brothers Company, San Francisco, Cal., are having unique success with "Havana Ribbons." Since placing the brand in stock during 1911, each month's business has shown a decided increase and "Ribbons" are rapidly becoming popular on the coast.

The Cigar and Tobacco Dealers' Association of Minneapolis, Minn., recently held a banquet in that city, which they styled an "Educational Meeting and Dinner." Matters of importance and their relation to the holiday trade, as well as many other topics of interest to the independent retailer, were discussed.

The Punch Board, as a trade stimulator, still maintains a prominent place on the counters of hundreds of the retail cigar stores. The Michigan City Paper Box Company, of Michigan City, Ind., reports a steady demand for these goods, and are supplying the trade in all parts of the United States. If you have not tried a Punch Board, you have missed an opportunity for swelling your profits.

The Whiting Cigar Manufacturing Company, Holyoke, Mass., was recently incorporated with a capital of $35,000, represented by 1000 shares of stock at a par value of $25. William J. Crabtree, New Britain, Conn., is president; Amedee Robert, Holyoke, Mass., is treasurer. The vice-president is Joseph D. Pepin, also of Holyoke. The three officers also constitute the board of directors.

Teaching the Miss to "Kick for Class"

The illustration herewith shows "Dave" Cargill, representative of Seidenberg & Co., holding a box of "Class" cigars, and teaching Miss Class to "kick for Class." Standing with Mr. Cargill is Harry A. Earnshaw, manager of the cigar department of the Stone-Ordean-Wells Company, which has eight branches in the Northwest and headquarters in Duluth. Mr. Earnshaw is the editor of that house-organ gem, "Ginger."

The success of the "Class" cigar has exceeded anything in the history of the Stone-Ordean-Wells Company. To take care of the business Seidenberg & Co. has opened two new factories since June, and for the past thirty days shipments of forty to fifty thousand a week of the Perfecto size alone have been going forward by express to take care of the urgent holiday orders. This is an expensive way to ship nickel goods, but "Class" has obtained such a momentum in the Northwest that every effort is being expended to care for the demand.

Cleveland

Liquor License Law Affects Tobacco Trade—Shields-Wertheim Working Day and Night—I. Teitelbaum Factory Working to Capacity

CLEVELAND, O., November 26, 1913.

THINGS in Cleveland are just beginning to brighten up after the terrible storm in which business was practically at a standstill. Everything seems to be going along almost up to normal at this time.

The liquor question which has been on the minds of the people for the past several months has been settled, but not in the true sense of the word. Those saloons which did not receive licenses are taking it to the courts and trying to test the constitutional value of this new law, but it seems to be a fruitless appeal. The past week saw 1286 licenses issued and 900 rejected, giving one saloon to every 500 inhabitants. Saturday night saw the closing of these 900 saloons among much revelling, but the disturbance was very slight.

The effect on the cigar and tobacco interests was surprising. Wholesalers were at a loss how to ship out merchandise enough to supply the demands of these fortunate license holders, owing to the fact that none of the saloonkeepers have been ordering for the past several months, only keeping stock enough on hand to supply the immediate demands. The result was that they are stocking up now for the holidays their regular stock, and are taxing the wholesalers and jobbers to supply them with merchandise.

This new law effects the closing of all cigar stands in the front of saloons at midnight on Saturday, and not permitting them to open again until five o'clock Monday morning. This will naturally have a tendency to affect the sale of cigars in saloons.

Among the more notable places that were refused licenses, but have since bought same were: P. J. Sinnot, Hotel Statler and Fitzgerald Opera House Cafe.

Speaking of the liquor trade, the writer is in receipt of a letter from Nate Weisenberg, former proprietor of the Euclid Arcade Cigar Stand, and now running a cigar store, namely, the "Volunteer," in Nashville, Tenn., stating that Nashville has gone dry and this has had a tendency to increase his business many fold. His many Cleveland friends will be pleased to hear that he is enjoying much success in this Southern city.

The new Euclid Arcade billiard pool and bowling hall are having an enormous run. They are kept constantly busy. This is one of the finest institutions in the country, and is in charge of such men as Mr. Smith, formerly of Massilon, general manager, Mr. Mahoney; and Mr. Young, charge of cigar stand. Mr. Mahoney was formerly with the Snyder organization here, and also Cy Falkenberg, veteran pitcher of the Naps. They have a line of cigars that has few equals in this section and possibly in the country. Among the many brands displayed are "Romeos and Juliets," "Partagas," "Websters" "Corians," "Saramitas," "Pastoras," etc.

Cleveland has shown many window displays of late, but one that is attracting particular attention is the one in the Baer-Wolf's window advertising "Decision" cigars. This is in the form of a huge electric arch with mahogany finish representing building blocks. This is both a new and novel ad. and should attract attention wherever displayed.

The Mendelsohn Cigar Factory is away over-sold on "Decisions," "Rigolettas" and "El Symphonies," and are experiencing a great trouble in filling their many orders.

Shields-Wertheim's factory resembles a bee-hive. They are working night and day attempting to catch up on their many back orders and also Christmas goods, for they are having a great trouble in turning out "Saramitas" and "Saramitas Fives" rapidly enough to supply the ever-increasing demand. Many attractive window displays, these two brands are creating a great deal of talk. Dealers are competing to show the best displays.

London Whiff Cigar Company reports business as extremely good, and their "Fluer De Venice" and "London Whiff" are forever on the increase.

"Zarzidas," "El Fastos," "El Salagos" with the I. Teitelbaum factory are showing rapid increase in all sections, particularly from the Pacific Coast, where these brands are universally smoked.

Pyle & Allen will open their new store at East Ninth Street and Vincent Avenue December 1st. This should be a crackerjack, as it is in the center of the down-town business district. Both their wholesale and retail stores are doing a nice business.

Fred J. Golmer is laying in a big stock of holiday cigars in his many different brands. He looks forward to an enormous sale, as he already has many good-sized orders on hand and they are steadily coming in.

I. J. Mittleberger, of Newman & Mayer, Philadelphia, has been on an extended trip through the Central West on "Bel Mundas" and "White Night" cigars and is expected home for Thanksgiving.

Ben Mayer, the well-known leaf tobacco man of New York City, was in town the past week.

M. E. Lobe, of Canton, formerly of Cleveland, was in town placing his orders for holiday goods on "Saramitas" and "Saramitas Fives." He expects to open up another stand about December 20th, giving two excellent locations in this thriving town.

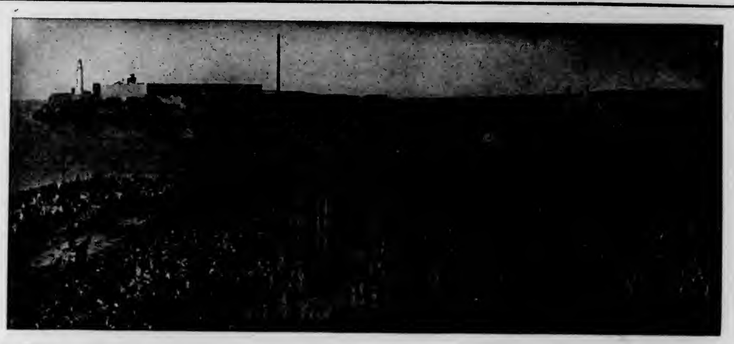
Hy Hammer, of Corral Wodiska, was in town the past week.

M. Halper, the man who has made a reputation on "Uncle Joe" and "Halper's" stogies, is bitterly lamenting of the lack of labor to turn out merchandise enough to supply the demands of his local customers.

Ben Hamberg, of Hamberg Bros. leaf tobacco house, New York City, spent several days here the past week.

JERRY.

Clayton Strausser, of Mount Carmel, Pa., is preparing plans for a factory building to cost $30,000, to be erected at that place for the Mount Carmel and Northumberland Cigar Company.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, November 24, 1913.

WHEN we expressed the possibility in our last report, that some rains, we were not mistaken, as the transplanting in the rains, we were not mistaken, as the transplanting in the Vuelta Abajo has begun, and is proceeding, if not upon a general scale at least by those planters that have the means to buy seedlings, or possessed them of their own farms. Prices are of course already too high for the poorer vegueros, and they will have to wait, until the seedlings are more plentiful and can be secured at lower figures. While the major part of the crop is delayed, it is now a question of the future temperature, how the growth of the plants may advance, or be retarded during the coming months this winter. This is all that can be said for the present. The same conditions of course hold good for the coming Partido, Semi-Vuelta and Remedios crops.

Our leaf market has been rather quiet during the past fortnight, as the number of Northern buyers has been very much restricted, and if our commission merchants had not been rather liberally supplied with orders, from their American customers, we would be unable to submit the figures which we have been able to collect this time. Prices have been sustained, and it will depend upon the future progress of the coming crop, as well as upon the number of buyers, that may visit us yet, whether the same conditions will prevail later on; or whether we shall see a rise, or perhaps a slight shading in the ruling figures. We are not prophets to divine what might take place, although we are more inclined to believe in a steady, or higher market, because if the cigar manufacturers are in reality so busy in the United States, as the reports paint them, then by holding off to purchase at present, they must be using up their stocks, which later on will require them to replenish their raw material, before the new crop could appear upon our market, and be in condition to be workable. As our stocks are by no means excessive, although there is enough tobacco yet to go around for some little time, it would appear to us as a prudent policy to pursue, in not waiting too long before coming here, or to instruct their commission merchants to purchase for their account.

Factory vegas of Vuelta Abajo are in most supply at the moment, but the good ones ought not to go begging, as we cannot expect to have a better leaf in 1914, as this year's crop has been as fine, or finer, than the famous 1905 one, and judging from previous experiences, we dare not hope for a similar excellent growth in 1914. For this reason we would caution those manufacturers, that are not well stocked up, not to delay too long, as they might find themselves later on unable to secure excellent leaf. Colas of Vuelta Abajo are as scarce as formerly, and prices are tending upwards.

Partido fillers are in fair supply still, and buyers would be welcome to our dealers and packers. Wrappers on the other hand are scarce and very high in price.

Remedios tobacco has been moving off in good shape, principally first and second capaduras, and although there are fair supplies still in the hands of a few dealers and packers, they do not appear to be in any hurry to dispose of them. While prices have not advanced, as some people thought, they are however firmly maintained and might tend upwards in January or February.

Most of the buyers that have visited us have complained about the high prevailing prices, but in reality we are suffering under the same conditions, as the Americans do, as the cost of living is excessive here, which naturally affects the tobacco growers also, in the United States, as well as here. The great trouble is, that the smokers are unreasonable, because while they may kick about having to pay higher figures for the necessities of life, they finally submit, but by no means would they pay any higher prices for cigars. This is manifestly wrong, and if the cigar manufacturers would only unite in raising their prices, owing to the higher cost of the raw material and wages, they would soon gain their point, just the same as the price cutting on the retail sales of the tobacconists seems to have been finally settled.

High prices have come to stay, as long as the cost of living remains high, and tobacco leaf forms no exception from the rule, unless we should have a surplus of supply considerably in excess of the demand. The latter however has been growing faster than the production all over the world.

Recent Leaf Sales.

Sales during the past two weeks only ran up to a total of 12,869 bales, or which divided among the different varieties, represent: Vuelta Abajo 4790, Partido 869, and Remedios 7210 bales.

Buyers were: Americans 8010, exporters to Europe 1062, shippers to South America 563, and our local manufacturers of cigars and cigarettes 3234 bales.

Exports of Leaf Tobacco from the port of Havana, for the past two weeks, up to the fifteenth of November were: To all ports of the United States 7977 bales, to Canada 931, to Bremen and Hamburg 1039, to London 23, and to Buenos Aires and Montevidio 563, thus making a total of 10,533 bales.

Receipts of Leaf Tobacco From the Country.

For the two weeks ending November 13, 1913. Since January 1, 1913.

Vuelta Abajo	2,564	bales.	250,242	bales.
Semi Vuelta	765	"	30,435	"
Partido	335	"	16,330	"
Remedios	7,772	"	160,334	"
Oriente	1,083	"	7,501	"
Total,	12,519	"	464,842	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: A. Bijur, of E. Rosenwald & Brother; Otto and Otto W. Sartorius, of Sartorius & Company; Maximilian Stern, of Maximilian Stern; and Allie Sylvester, President of the American Cigar Company, and Chairman of The Henry Clay & Bock & Company, Limited.

From Philadelphia: Adolph Loeb, of Karl Straus & Company; Arthur Loeb, of Loeb & Company; and Samuel Bayuk, of Bayuk Brothers.

From Tampa: A. L. Cuesta, of Cuesta, Rey & Company.

From London, England: Arthur Morris, of Morris & Morris.

Returned—Antero Prieto, Mrs. Prieto and Miss Prieto, of Sobrinos de A. Gonzalez; Baldomero Fernandez, and family, of Fernando Fernandez & Hermano; Fernando Cardenas, of Cardenas & Company; Jose Menendez, of Jose Menendez, and Herman Diehl, of Gutierrez & Diehl.

Departures—To New York: Harry Welcher, Marcelino Perez, Victor K. Ettlinger, A. Bijur, and S. A. Friedlander and Mrs. Friedlander.

To Philadelphia: Arthur Loeb, Adolph Loeb and Samuel Bayuk.

To Chicago: Eusebio Gonzalez and Walter C. Sutter.

To Tampa: Francisco Gonzalez.

Cigars.

After the long rainy spell and the excessive humidity our factories have been all very busy, in trying to catch up on the lost time, and the majority have even worked on Sundays, so as to be able to fulfill the pending Xmas orders. This may last until the sixth of December, when the last Ward line steamer for New York will be despatched, which will arrive in time yet to give the cigar importers a chance of withdrawing their goods from the custom house, and then our usual duller period will commence, until the second half of January.

Our Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, under the presidency of Don Teodoro Garbade, has been extremely active of late, in having had conferences with the Secretary of Agriculture, Commerce and Labor, as well as an audience with our President, General Mario G. Menocal, the latter having promised to study at once the question of the "Modus Vivendi" with Spain, so we live in hopes that the present administration may at last bring this treaty about in a short time. The coming new reciprocity treaty with the United States has also been one of the subjects touched upon, so that we have reason to believe that the Government will do something in the interest of our cigar industry, and which has not been the case under the liberal regime, excepting only the creation of the Government Guarantee Stamp of the Origin of our Cigars, for the protection of our manufacturers against falsifications.

Romeo y Julieta is as busy as ever filling the remaining Xmas orders. Don Ramon Arguelles purchased some additional choice vegas from the tierra llana section of the Vuelta Abajo, as he is a firm believer in the superior qualities of the 1913 crop, that by the way has considerably improved since we have had the cooler weather.

H. Upmann & Company also continue exceedingly busy still, in their famous H. Upmann factory, and they are well supplied with orders from all countries. They purchased 981 bales of leaf lately, partly for their factory and partly for export.

Partagas is fully occupied in dispatching the numerous orders on hand for the United States, England and South America principally.

Henry Clay & Bock & Company, Limited, evidently have no complaints to make about dullness, as it is almost impossible to gain the ear of the chief manager, Mr. L. S. Houston, and who begged to be excused from talking, on account of stress of business on hand.

Por Larranaga is so cramped in its present building, 225 Carlos III Avenue, that either another top story will have to be added to it, or otherwise the managers must open a branch factory somewhere. Don Eustaquio Alonso is certainly put upon his mettle to place this factory upon its former place in the front rank, and he is bound to accomplish this object in view, as his associates are all capable men in their respective lines, that are working hard to assist him.

Sol is doing a very satisfactory business at present, as the orders on hand with those still coming forward assure the factory a steady trade for some time.

Fonseca and Castaneda had a strike of their cigarmakers, which lasted fortunately only three days. The owners had granted all the demands for higher wages from the start, including even an icebox, but they could not stultify themselves in permitting to have a standing committee of the strikers located in their factory to watch the daily operations, and finally the workmen admitted that they were wrong and went to work again since last Thursday, the 20th inst. These two brands have many orders on hand.

Flor del Fumar is hard at work, including Sundays, to catch up on its holiday orders, but as the same consist mostly of high-priced regalia sizes, it is rather a difficult task to accomplish, as only a limited number of cigarmakers are able to make these kinds of cigars.

Other factories that are working hard at present are: Punch, La Flor de A. Fernandez Garcia, La Flor de Tomas Gutierrez, Belinda, La Flor de Jose Otero, Eden, Hoyo de Monterey, El Rey del Mundo, Flor El Todo, and C. E. Beck & Company.

Buying, Selling and Other Notes of Interest.

Abe Haas, the only American tobacco planter in the Santa Clara province, and whose plantations are located at "Ojo de Agua" en el Purial, sold his first capaduras some time ago to the large manufacturing concern, The Deisel & Wemmer Company, of Lima, O. They gladly paid him $60 per qq., owing to the extra choice heavy quality, and its clean packing. The tobacco was weighed just previously to being put on the carts. Mr. Haas also sold his seconds to Otto Eisenlohr & Brothers, who only buy the very finest qualities of Remedios.

Leslie Pantin, who is our biggest commission merchant in town, had 6000 bales of different kinds of tobacco purchased for account of his customers at the beginning of this month, upon cable orders, and owing to the weather had been prevented from the registry and the receipt of the same. During the last fortnight he had examined 2716 bales, and which are counted only as actual sales. The verbal contracts are liable to change occasionally, for one reason or another, therefore, we take no account of them until they are completed by the delivery of the goods.

Sobrinos de A. Gonzalez were sellers of 1510 bales of all kinds of leaf, during the past fortnight to their customers.

Victor K. Ettlinger bought 1750 bales of leaf for their firm of Emanuel Hoffman & Son, of New York, all choice goods, as this firm only handles the prime styles.

Herrera, Calmet & Company were sellers of 947 bales of Remedios from their escogidas and vegas purchased in the country.

Maximilian Stern received 2554 bales of leaf, purchased partly previously, and partly new purchases during the last two weeks.

Muniz Hermanos sold 935 bales of Vuelta Abajo, heavy quality goods, but all clean fillers, of their excellent escogidas.

Mark A. Pollack was also a buyer for account of his clients, not in town, by cable orders, to the extent of 872 bales.

Jose C. Puente & Company disposed of 800 bales of Remedios and Partido to their customers during the past fortnight.

Manuel Suarez bought for account of his clients, by cable, 500 bales of leaf.

A. Bijur only came here to inspect their excellent packings in the Sancti Spiritus and other districts of the Santa Clara province.

Walter Sutter & Company acquired 800 bales of leaf for account of their customers, and we learned besides, that they were in treaty oh 1000 bales additionally.

M. A. Suarez & Company turned over 500 bales of Vuelta Abajo and Remedios from their prime packings.

Mr. Adolph Loeb bought for his firm of Karl Straus & Company, between 500 to 600 bales of leaf.

F. Rocha & Company sold 500 bales of all kinds of leaf to their customers.

J. F. Berndes & Company were buyers of 317 bales of leaf for export to Europe.

I. Kaffenburgh & Sons disposed of 300 bales of Remedios to local buyers.

Allones, Limited, secured 265 bales of leaf for export to Montevideo.

Jose Menendez closed out 300 bales of Vuelta Abajo and Partido.

Arthur Loeb made some purchases during his stay here, but we have not been able to ascertain the exact quantity, when writing this report.

Gutierrez & Diehl sold 225 bales from their excellent holdings of Vuelta Abajo and Remedios. Mr. Hermann Diehl returned from his short trip to New York, in better health than ever. Don Miguel Gutierrez left for a short journey to the Santa Clara province to look after the large estates of Don Miguel Gutierrez, Sr.

Don Antero Prieto only went to New York to await the arrival of Mrs. Prieto and Miss Prieto, who were due to return from Europe by the French liner, and then returned here in their company, by the steamship "Saratoga." We welcome them home again.

Shippers Above 200 Bales of Leaf Tobacco Were:

C. E. Beck & Company, 931 bales; Mark A. Pollack, 771 bales; Leslie Pantin, 750 bales; Maximilian Stern, 746 bales; H. Upmann & Company, 719 bales; Manuel Suarez, 657 bales; J. Bernheim & Son, 587 bales; J. F. Berndes & Company, 535 bales; Ernst Ellinger & Company, 512 bales; Rodriguez, Menendez & Company, 376 bales; Garcia & Company, 333 bales; Diego Montero, 298 bales; Sidney Rothschild, 291 bales; Allones, Limited, 265 bales; Bridat & Company, 253 bales; Selgas & Company, 209 bales.

ORETANIV.

SMOKERS WILLING TO PAY FOR VALUE

Member of Well-known Chicago House Says Consumer Will Pay Higher Price if Cigar Has Merit—"De Luxe" Brands Now Have Wide Sale

WBEST, Jr., of Best & Russell, the well-known Chicago distributors, recently talked in an interesting manner about the increasing tendency of Chicago smokers to buy high-grade goods.

"I have noticed for the past few years and more particularly in the past year," said Mr. Best, "that our trade is moving in the direction of better cigars. Smokers appear willing to pay more than five or even ten cents if they can be convinced that they are getting the additional value. The dealers, also, have come to see that it is better to pay a little more and get the right goods, which will please customers, than to follow a penny-wise policy and drive away trade by handing out 'ball bats' and 'ropes.' I attribute this certain movement in the direction of higher grade cigars first of all to the remarkable prosperity of Chicago, which enables the public to pay the price without feeling the loss.

"The dealers have also done considerable educational work. In the old days the sale of the 'de luxe' brands was confined to the loop, but in the past few years the rapidly growing trade centers in the residence sections many miles away have also been included. Chicago covers more ground than New York, and districts which were formerly prairie dotted by a few scattered houses have now become corners requiring traffic policemen and are busy day and night. This condition has caused us to take some pains to develop our sales system so as not to miss our chance to land new business.

"We have nine salesmen calling on local dealers. They are all live ones, and I think very little gets away from them. Each salesman has his own block of territory. He concentrates his attention on the dealers within its borders, and is known to them the minute he enters the stores. When we wish to introduce a new cigar or feature some brand, however, we send one or two general salesmen all over the city who talk nothing but the one thing. We then check up the territory and turn the list of misses over to the regular men for the various sections. We have found that this system works out in a most satisfactory manner."

Thompson-Jones & Co., Memphis, Tenn., are enjoying a large distribution on "Havana Ribbon" cigars; they only received control of the brand in July last, and since that time the large weekly shipments going forward amply illustrates just what can be done with a quality piece of goods, when in the hands of a reliable, up-to-date, hustling house.

LEAF TOBACCO MARKET

Pennsylvania 1913 Crop Seems Equal of 1912—Connecticut Tobacco Delivered Early—Prices Slump Ohio Market—Wisconcin Buying Movement Slackens

PENNSYLVANIA

LANCASTER, PA.

Packers are now busy riding about the country looking over the crops, but do not appear to be anxious to buy until the tobacco has been stripped. Indications are that the 1913 crop is curing nicely, and that it will be almost as good, if not quite, as the 1912 crop.

On account of the amount of old goods on hand, the leaf dealers will not be in a position to go very heavily into the 1912 market. There has been very little call for this, but quite a lot of the 1911 as well as the 1909 is moving slowly.

The packers are hoping that the big manufacturers will keep out of the market and give them a chance to buy in at a reasonable figure. On account of the short crop, if the big fellows start to buy it up, prices will be bound to soar.

From the reports of the packers, it is likely that there will be a still smaller acreage in Pennsylvania next year, as many of the farmers are looking for crops that will not be as likely to heavy losses as tobacco.

CONNECTICUT

SUFFIELD, CONN.

Through Karl C. Kulle bringing his tobacco business here from Windsor Locks, about 150 to 175 more people will be added to the winter population.

Since the opening of the warehouses between 200 and 300 more people have been brought into the town. All the available help that could be obtained has been busy getting the tobacco down after the last damp. It is being rushed to the warehouses for the sorting and sweating process.

James Lennon has taken a position as inspector at the warehouse of the American Tobacco Co.

Thatcher Belfit, formerly employed with the late L. P. Bissell, has accepted a position as foreman of the sweatroom at the warehouse of L. B. Haas & Co. in Hartford.

WINDSOR, CONN.

The delivery of the tobacco crop here this year has been the earliest on record. This is said to be due to the scarcity of tobacco on the market. Most of the growers have had their orders from the buyers to deliver their crops as soon as possible. This has not been an unwelcome order to the farmers, as it means quicker returns for their work; heretofore it has been necessary in many cases to hold the crops until spring.

The influx of tobacco has caused the warehouses to run full time and most of them are now working their full complement of employees.

Walter and Lewis Newberry have begun assorting their crops of tobacco. They have raised both Havana and broadleaf, and both crops are reported to be unusually fine.

OHIO

TROY, O.

While the crop is short here, it is reported to be unusually good. The tobacco that was rescued and properly cured is being stripped out in excellent condition and buyers are eager to snap it up at reasonable prices.

Farmers and growers appreciate the situation and are holding out for a price. The brokers are jockeying about trying to get leaf at somewhere near a reasonable figure, but up to date the grower seems to have the advantage. Up until a short time ago buyers were extremely active, but the high prices asked have caused a slump in the market.

Two factories have entered into the situation which has caused the increase in price—reduced acreage and the early season frost, the frost nipping thousands of plants that were still standing in the fields. The beginning and the end of the growing season militated against the successful growing of normal crops.

Seed leaf is selling at about 8 cents, while Spanish is worth from 10 to 11 cents a pound. Last year Spanish brought 9 and 10 cents.

THE CAROLINAS

WINSTON-SALEM, N. C.

The recent crop reports show that while South Carolina is behind in production, it has beaten us nearly 100 pounds to the acre in weight. However, the tobacco yield has been about 50 pounds per acre heavier in the State this year than last, so that we show improvement.

This city broke all North Carolina leaf tobacco sale records in October, having sold 8,681,182 pounds for $1,403,899.05. The figures for October this year are the biggest ever recorded for a single month in the State.

WISCONSIN

EDGERTON, WIS.

During the past few weeks the tobacco growers hereabouts have had splendid weather for casing, and they have had an exceptional opportunity for removing their tobacco and starting their stripping work. When there has been a chance to carry on this work much of the tobacco has been taken from the curing sheds. It is, however, difficult to estimate how much has been taken down as there were many growers who were not in a position to begin stripping.

In the fields, a few of the buyers for large operators have been found, but only a moderate number of transactions have been recorded. There is a noticeable slackening in the buying movement. Binder goods is in demand as is indicated by the number of inquiries for it.

KENTUCKY

PADUCAH, KY.

Attention has now centered in the new crop and buyers are inspecting it in barns. Buyers are looking for selection in light styles or wrappers. Prices have ruled rather high, and the quality of the tobacco that has been selling has ruled rather high. Owing to the unfavorable weather there has been no movement of tobacco of any consequence.

There has been very little activity in the loose leaf market generally, but the present damp season has permitted handling and things will no doubt soon be on the move.

SHELBYVILLE, KY.

The local warehousemen are inclined to take an optimistic view of the situation and express the opinion that there will be more and better tobacco on the market here than was first indicated. The sales here last season reached 10,500,000 pounds, making this the third largest loose leaf market in the world.

The Shelbyville Tobacco Exchange has fixed Monday, December 1st, for the opening of the market for the season. All of the warehousemen agreed to advance money without interest on all crops received prior to that time, and to store the weed without charge until that date.

The American Tobacco Co., Liggett & Myers, R. J. Reynolds & Co., J. P. Taylor & Co., Ross-Vaughn Co. and many others have announced that they will be represented here by resident buyers.

LOUISVILLE, KY.

The final crop report for the year indicates that the total yield of dark tobacco will be about 75,000,000 pounds. The yield has been about 503 pounds to the acre with about 150,000 acres to draw from.

The Burley crop will yield about 115,000,000 pounds according to the latest figures. There was an acreage of about 175,000 and it is reported that it averaged about 655 pounds to the acre.

Under these conditions Burley should sell very high. It is apparent that the manufacturers are consuming Burley as fast as it is grown. This being true, the rule of supply and demand must run its course.

Imperial Tobacco Company's Suit Begun

MORGANFIELD, KY., November 27.

Testimony for the defense in the trial of the Imperial Tobacco Company on the charge of the violation of Kentucky's Anti-Trust law, was begun here today. After the commonwealth rested, the defendant's counsel sought dismissal of the indictment, arguing that the state has not proved that the acts complained of have been committed within the jurisdiction of the trial court. The motion was overruled.

Kentucky Growers Object to New Schedule

The Kentucky committee has decided to object to the new tobacco schedule formulated by the Kentucky State Board, holding that the rates fixed are inadequate to the hazard. It will be asked that a date be set for the hearing within the limit specified by law.

Heard Among Leaf Men

It is understood that the Carlisle (Ky.) loose leaf tobacco market will open December 2.

Southern California within the next few years hopes to cut down fully 10 per cent. of its annual import of tobacco from the other states.

Committeemen of the Consolidated Tobacco Association, Henderson, Ky., met in conference a short time since, for the purpose of perfecting their organization.

Henry Rogers, said to be the oldest tobacco buyer in Connecticut, celebrated his seventy-eighth birthday on November 16, at his home in Suffield.

John Kiblin sustained a loss of $1500 in the burning down of his tobacco sheds, located near Brooklyn, Wis., about a fortnight or so ago.

The buyers at Rocky Mount, N. C., seem anxious to procure wrapper goods and the prices are remaining firm at $60 and $70, with plenty of ready sales.

W. C. McDowell has been appointed supervisor of sales for the Lexington (Ky.) tobacco market. The first tobacco sale on the Lexington market was held on November 20.

Despite the fact that Petersburg (Va.) has been a dark market, sales thus far indicate that the total for bright leaf this season will be more than 1,000,000 pounds.

The National Farmers' Loose Leaf Tobacco Company has purchased a new scrap tobacco machine that will put the poorer grades in such condition that they will sell for almost as much as the best grades.

Manager William Elliott, of the Stemming District Tobacco Association, states that already 600 of the 5000 hogsheads of pooled tobacco have been shipped to buyers across the Atlantic. It is now practically certain that the poolers will get their 85 per cent. before Christmas.

Forty sorters in the employ of Huntting Brothers, at East Hartford, Conn., recently went on a strike because of a reduction of five cents a hundred. Later, however, most of them returned to their work. On the basis of ninety cents a hundred pounds they would average $3.50 a day. The cut was made to eighty-five cents a hundred.

The Burley Loose Leaf Tobacco Warehouse, at Mt. Sterling (Ky.), opened on November 21. The house will alternate with the Farmers' Tobacco Warehouse, which has just finished its new rooms. These houses give Mt. Sterling floor space to handle half a million pounds daily.

The leaf tobacco trade will be interested in the appointment of William T. Spalding as auctioneer for the loose leaf sales in Falmouth, Ky. He is the son of R. Y. Spalding, auctioneer for the Globe and Bodmann warehouses in Cincinnati, and grandson of W. D. Spalding, one of the prominent local buyers of that city. Thus three generations become identified with the tobacco industry.

Trade Changes

Ft. Wayne, Ind.—John Stewart has taken over the cigar factory of C. E. Finch, and will continue to manufacture the same line of goods.

Danville, Ill.—Frank D. Brandt, cigar manufacturer, 306-308 East Main Street, has admitted Ernest F. Brown into partnership, having recently sold him a half-interest. The new firm will be known as Brandt & Brown, and will manufacture a high grade of cigars.

Muscatine, Ia.—C. M. Weber, opened December 1, an up-to-date cigar store in the recently remodeled store room of the George Clapp Building, located Sycamore and East Second Streets.

Auburn, Me.—John Berry has succeeded to the cigar and tobacco business of S. F. Haskell, Jr., Court Street.

Kalamazoo, Mich.—D. F. Carpenter has taken over the interest of James Ward in the Ward & McClarty cigar store, located 926 East Avenue.

South Framingham, Mass.—A. W. Roberts and Joseph Kynoch have opened a cigar store.

Norfolk, Va.—Both the cigar store and cigar factory, recently opened by H. L. McCormick in the Ahlman Building, 430 Norfolk Avenue, are in full operation. Mr. McCormick has made an addition to his employees in the person of Lawrence Hoffman.

Seabrook, Mass.—A cigar and confectionery store has been opened by Lincoln Brown in the Mechanics' Building.

Sioux City, Ia.—A cigar stand has been opened in the lobby of the Iowa Building by Edith C. Hanna.

Coffeyville, Kas.—The building at Sixth and Santa Fe Streets has been leased by A. D. Blakely and will be used by him as a cigar factory.

Winchester, Ind.—A cigar store has been opened by Earl Brubaker in the Canada Block, on Meridian Street.

Three Rivers, Mich.—Stephen O. Black has taken possession of the Rex Cigar Store, and will have as his assistant Ed L. Ott, the former owner.

Bluffton, Ind.—George W. King has taken over the cigar store formerly controlled by George E. Newlin, and has placed Walter Fields in charge.

Missoula, Mont.—James McCarthy is the new owner of the cigar store formerly operated by Andrew Denton.

Mason City, Ia.—A recent opening was the Pleazol Cigar Club, Leon Liesenberg and L. G. Ferguson, proprietors.

Cherryvale, Kas.—A cigar and tobacco stand has been opened by Leo C. Veeder, who has placed Ed Randle in charge.

Bridgeton, N. J.—J. Gardner Turner, Jr., recently opened a cigar store in this place.

Grand Rapids, Mich.—The G. J. Johnson Cigar Company, having secured control of the lease of premises 342 Monroe Avenue, will remodel the store and utilize the new location for a cigar store.

Pendleton, Ore.—The Welch Cigar Store is being remodeled.

Camden, Me.—During alterations to their old quarters, the Camden Cigar Company are using the store in the Stevenson Building, until recently occupied by J. Dodge.

Fire in Fashion Cigar Factory

An overheated stove caused serious damage to the fixtures and stock of the Fashion Cigar Factory, in Coeur D'Alene, Ida., when a fire broke out in the evening and spread rapidly to the stock. The damage was estimated at $600, which was covered by insurance.

Famous Lucky Strike Humidors Make *Ideal* Christmas Gifts

These handsome glass humidors neatly tied with handsomely embossed Christmas Cards will be thoroughly appreciated by any man as the most appropriate holiday gift.

We are creating a tremendous demand by advertising these humidors as Ideal Christmas Gifts—spending thousands of dollars to implant that one little idea in the minds of consumers.

Be sure *you* get *your share* of this demand. Keep a *jar* on *your counter* every day between now and Christmas.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

We beg to call the attention of our readers to the fact that, owing to a mechanical defect in our Numbering Machine, there will be no certificates issued bearing the numbers from 29410 to 29509.

REGISTRATIONS

MONEY MASTER:—29398. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Cole Litho. Co., Chicago, Ill.

VERAQUA:—29399. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Cole Litho. Co., Chicago, Ill.

CENTRAL BANK:—29400. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Cole Lithographic Co., Chicago, Ill.

FEDERAL RESERVE:—29401. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 8, 1913. Cole Lithographic Co., Chicago, Ill.

OUR 100% VALUE SMOKERS:—29402. For cheroots, stogies. November 8, 1913. Union American Cigar Co., Pittsburgh, Pa.

NEW SELF STARTER:—29403. For cigars, cheroots, stogies. November 8, 1913. Union American Cigar Co., Pittsburgh, Pa.

HEIMBUCH'S TOPIC:—29404. For cigars, cigarettes, cheroots, stogies, chewing and—smoking tobacco. November 10, 1913. Heimbuch & Son, Detroit, Mich.

C. L.:—29405. For cigars. November 12, 1913. C. La Rochelle, Derry, N. H.

S. PALO Y CA:—29406. For cigars, cigarettes, cheroots. November 12, 1913. Simon Batt & Co., New York.

DUKE OF LOMBARDY:—29407. For cigars, cigarettes, cheroots. November 12, 1913. The Moehle Litho. Co., Brooklyn, N. Y.

TRAIN MASTER:—29408. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 12, 1913. Home Cigar Co., Dallastown, Pa.

GOLDEN GROVE:—29409. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 12, 1913. Import Litho. Co., New York.

COURT MARTIAL:—29510. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 12, 1913. Import Litho. Co., New York.

JOSE MONTERO:—29511. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 12, 1913. Import Litho. Co., New York.

VICE PRESIDENT:—29512. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 12, 1913. Corez Martinez Co., Philadelphia, Pa.

FLOR DE MARTIN Y GOMEZ:—29513. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 13, 1913. Martin Y. Gomez, New York.

VARDO:—29514. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1913. Steffens, Jones & Co., New York.

GONQUIN:—29515. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1913. Steffens, Jones & Co., New York.

LANDS END:—29516. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1913. Steffens, Jones & Co., New York.

WOGGY:—29517. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1913. Wm. Steiner Sons & Co., New York.

SIXTH CITY TOUGH HAVANAS:—29518. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1913. Cantor-Sechler Cigar Co., Cleveland, O.

HAVANA MESSAGES:—29519. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1913. Cantor-Sechler Cigar Co., Cleveland, O.

GYM:—29520. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1913. The Moehle Litho. Co., Brooklyn, N. Y.

CAUTION:—29521. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 15, 1913. Booser & Beichtel, Reading, Pa.

HAND RAIL:—29522. For cigars, chewing and smoking tobacco. November 15, 1913. H. M. Smith, Reading, Pa.

BIG DOWNS, THAT GOOD CIGAR:—29523. For cigars. November 15, 1913. Downs & Downs, Fulton, Ind.

LA EMBEE:—29524. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 15, 1913. Wm. Steiner Sons & Co., New York.

RECOMO:—29525. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 15, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

ENGLEWOOD ROSE:—29526. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 17, 1913. Thaddeus Cobb, Chicago, Ill.

MEDAMUD:—29527. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 17, 1913. J. Goodman & Bro., New York.

TERWIN:—29528. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1913. Baldwin Sloane, New York.

LITTLE BIRDEES:—29529. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1913. H. Mansky, New York.

COLLEENDAS:—29530. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1913. H. Mansky, New York.

FRANCIS THE SECOND:—29531. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1913. Import Litho. Co., New York.

BARON BLACKWOOD:—29532. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 18, 1913. Import Litho. Co., New York.

G. M. INVENTION:—29533. For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. November 18, 1913. Manuel Gonzalez Co., Pensacola, Fla.

PENNSYLVANIA TRAVELERS:—29534. For cigars, cigarettes, cheroots, stogies. November 19, 1913. W. M. Siers Cigar Co., Kingston, Pa.

OHIO TRAVELERS:—29535. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 19, 1913. W. M. Siers Cigar Co., Kingston, Pa.

VAN CLEVE:—29536. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1913. Import Litho. Co., New York.

GARVILLA:—29537. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1913. Import Litho. Co., New York.

REINA EXOTICA:—29538. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 20, 1913. Import Litho. Co., New York.

COMER:—29539. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 22, 1913. T. A. Wadsworth, Detroit, Mich.

SHADOW:—29540. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 22, 1913. Import Litho. Co., New York.

SIEGMAN'S SILK TOP:—29541. For cigars. November 22, 1913. A. Siegman, Peoria, Ill.

FREDERICK ADAMS WELLS' DORAX:—29542. For cigars, cigarettes, chewing and smoking tobacco. November 24, 1913. Frederick A. Wells, New York.

TRANSFERS

EL MART:—25155. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1912. Kaufman, Pasbach & Voice, New York. Transferred to Wiedman-St. Louis Cigar Box Co., St. Louis, Mo. Ritter Cigar Box Co., Detroit, Mich. November 24, 1913.

JEFFERSONIAN:—13611. For cigars, cigarettes, cheroots. March 5, 1902. Jacob Bayuk, Philadelphia, Pa. Transferred to J. Seitchik, Philadelphia, Pa. November 12, 1913.

CORRECTIONS

ROBERT SCHUMANN:—29352. Under date of October 27, 1913. The Moehle Litho. Co., Brooklyn, N. Y. Should be: **29352.** For Kaufman, Pasbach & Voice, New York.

CORONETS:—29329. Under date of October 21, 1913. The Moehle Litho. Co., Brooklyn, N. Y. Should be: **29329.** For Roopen Harrian, New York City.

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CANCELLATIONS

EL VELVO:—29367. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 1, 1913. Kaufman, Pasbach & Voice, New York City. Cancelled November 24, 1913.

HAND RAIL:—29522. For cigars, chewing and smoking tobacco. November 15, 1913. H. M. Smith, Reading, Pa. Cancelled November 25, 1913.

New Offices for Connecticut Tobacco Corporation

It was announced that on November 19 the Connecticut Tobacco Corporation removed its principal offices from Tariffville to Silver Lane, Conn. The new office is located in its Silver Lane warehouse on the Silver Lane plantation, in the town of West Hartford.

It is believed that this office will be more accessible to customers and all parties interested. It is reached by Glastonbury trolley cars from Hartford, going to Station Eighteen at Willow Street. The postoffice address is Silver Lane, Conn.; telegraph address, Hartford, Conn.

It is announced by the South Georgia Truck and Tobacco Growers' Association that fully one thousand acres of tobacco will be under cultivation by their members next season.

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Guardsman May Serve Despite His Employer

Under the law making a refusal to take back an employee because he had absented himself to serve as a guardsman, liable to conviction and fine, Municipal Judge Dolan, of Chicago, recently imposed a fine of $25 each on the firm of Rosenau & Strippleman, cigar distributors, because they refused to take back into their employ Charles Brown, a member of the Illinois National Guard, who went to Springfield last July for a week's encampment.

The case against the firm was prosecuted by Colonel N. W. MacChesney, Judge Advocate General of the Illinois National Guard. This is the first conviction under the new law. Prosecutions were started against several firms, but about the time they were in danger of being fined they announced their willingness to take back the young men.

When Brown returned to his employers he was told that his place had been taken by another clerk.

Only Thirty-five Cigarmakers in Dubuque, Ia.

According to a recent announcement the city of Dubuque, Ia., could use more than 250 additional cigarmakers. At present the city can boast of only 35. This question was given much attention at a meeting held a short time ago by the local cigarmakers' union, which is at a loss to comprehend the inactivity in this line. Ways and means for the expansion of the manufacture of home-made cigars were discussed, but no definite action was decided upon. It seemed to be the consensus of opinion that inasmuch as the cigarmakers had been of assistance to the saloonkeepers of Dubuque in the signing of a petition of consent, that they in turn should co-operate with the local cigarmakers by boosting local cigars, rather than ordering their supplies from the East. However, the question is still open, and the outcome will be awaited with interest.

SUMATRA ANNOUNCEMENT

The fall inscriptions just held in Amsterdam provided only a small quantity of light tobacco for the American market, which was practically purchased exclusively by our house.

Our total purchases this year for the American market are upwards of 7500 bales, and we are in a position to offer the trade the best stock of

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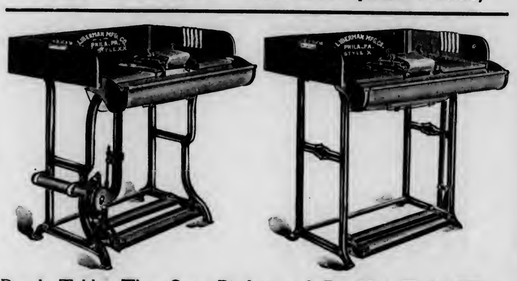

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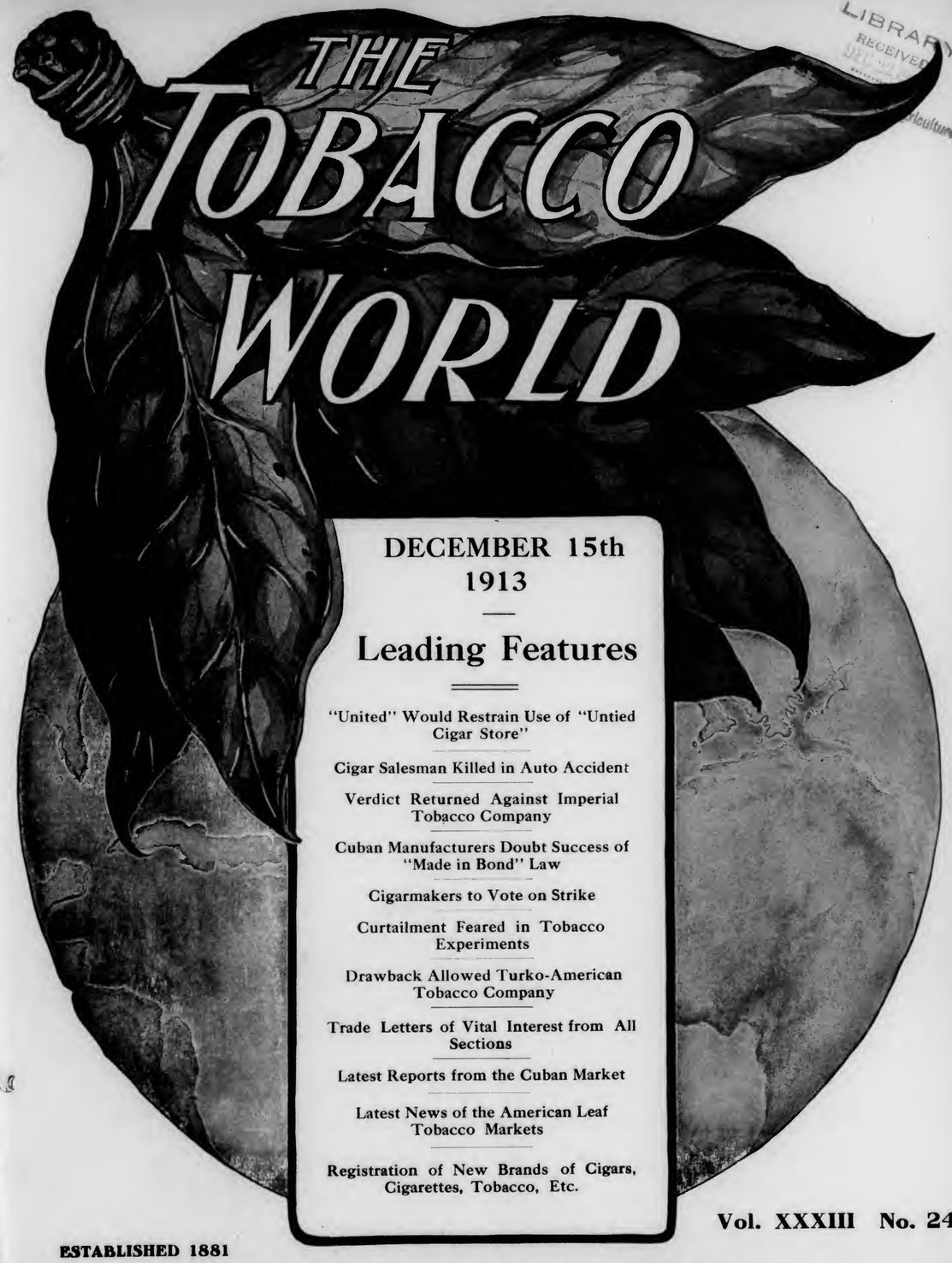

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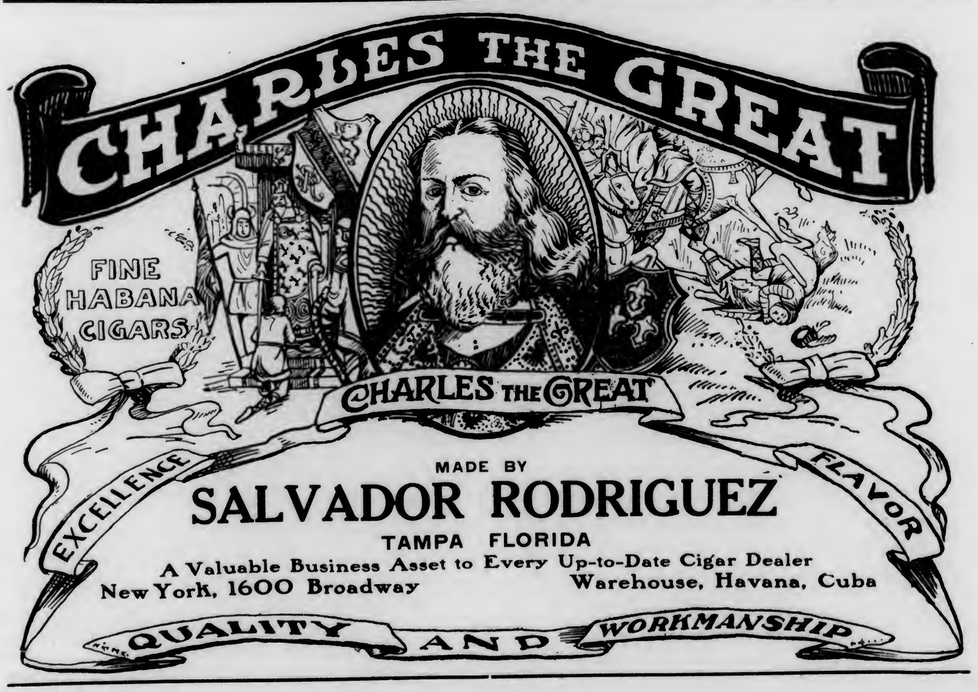

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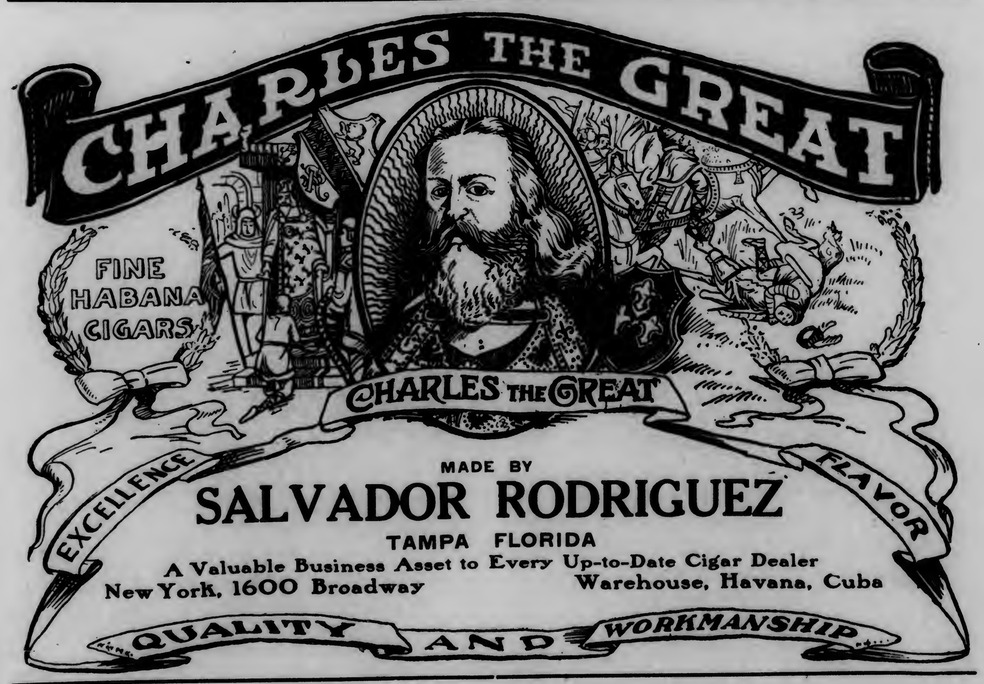

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Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 129 Virtudes Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

CASTAÑEDA — TRADE — HABANA — MARK

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

Old English ads. appear monthly in The Saturday Evening Post and in other publications.

This is the kind of advertising that builds up high-grade trade for you.

Old English
CURVE CUT

The hard-pressed curved slices—the slow-burning, cool smoking, mild, long leaf Burley are all features that make truly satisfied customers for you.

Old English Tobacco is made expressly for *pipe smoking.*

The NEW HOME of SANCHEZ Y HAYA
Factory No 1 Established 1867
TAMPA, FLA.

Always the Standard of Excellence in CLEAR HAVANA CIGARS

MADE IN PENNSYLVANIA

All Roads Lead to "Old Chatsworth"

Its the ultimate in a quality nickel proposition, a cigar that's blended **just right.**

¶ The tobacco is selected and made into the cigar by men who have learned their business in one of the best factories in the country.

Get in on the ground floor, Mr. Jobber and Retailer, and write for prices and territory to

LUXFER CIGAR CO., Mfgrs., HELLAM, PA.

Get the "PEALE" Habit, Mr. Dealer, For It's a Mighty Good One to Have

"Not a cigar, but **the** cigar," has often been said of the "PEALE," our nickel leader. That's because we continually aim to improve the mild Havana blend.

And the "man who knows" (the ultimate consumer), has discovered it. That's the reason he's been demanding it for ten years.

Is this not worth your investigation?

Write today for samples and this business-building proposition. to

W. U. BLESSING & CO., Mfgrs., HELLAM, PA.

"Our Principal" has the principal requirement of all good cigars, sterling quality. They are honestly made in an airy, sanitary shop, and have no equal for their price.

A Nickel Cigar of Merit

Write Today for Terms

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

For Genuine Sawed CIGAR BOXES, Go to — Established 1880

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

Established 1890 — Correspondence Solicited

KEYSTONE VARIETY WORKS

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited

Factory and Offices: WRIGHTSVILLE, PA.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. — YORK, PA.

JOHN F. HEILAND & CO.

Lancaster County Fancy B's

LANCASTER, PENNA.

¶ When you need a salesman in a hurry, have any machinery you wish to sell, or have a special lot of leaf tobacco for which you have no use, do not overlook the Business Opportunities page of The Tobacco World.

Register Your Brands with the Tobacco World Bureau

¶ Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade know, that the World Registration Bureau registers more brands each month than all other bureaus combined. ¶ Our records and facilities for handling this business are admittedly the best. Send along your registrations

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

Tobacco World Registration Bureau

236 Chestnut Street, Philadelphia

LA TONIA

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Do not forget, "La Tonia" is the cigar they mean when they ask for a "Longfellow".

By the way, you might be interested to know that the firm has been incorporated with capable and efficient management whose experience is sufficient to guarantee the same high quality and standard of this cigar, and they have an attractive proposition to offer.

We also make the "La Tonia" cigar in the following shapes:

"La Tonia Imperiales", 15 cents
"La Tonia Perfectos", 10 cents

WRITE TO-DAY FOR PARTICULARS

John Steigerwald & Co.

2411-13 North Howard Street, Philadelphia

"LA TONIA LONGFELLOW"

Smoked by discriminating men since 1895

TO THE TRADE

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We wish to extend to the TRADE our sincere wishes for a most prosperous ensuing year, and for many years to come.

Respectfully yours,

"44" Cigar Company.

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

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Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

10c. GENUINE 15c.
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FIVE CENT CIGAR
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S. W. COR. 26TH STREET & 9TH AVENUE, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:.Cigar Box Labels.:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

Savarona Spirit of Christmas

AT THIS holiday time, which is the season of good cheer and good will toward all, we wish to extend to our customers our best wishes and thanks for the support they have given us in bringing our business to its present happy condition.

We also extend to our confreres in the Cigar Trade and especially in the Porto Rican line, our best wishes and hopes for the coming year. Surely no other industry contributes so much to the good cheer of man as the tobacco trade, and no branch gives so much good cheer *for so little* as the Porto Rican end.

Here's wishing Happiness and Good Luck to all makers and distributors of good Porto Rican cigars.

A merry Christmas to all of us!

F. R. HOISINGTON, President

CAYEY-CAGUAS TOBACCO COMPANY, Inc.

133 Water Street, New York City

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To all, we extend our earnest wish for a pleasant Christmas and a New Year of success and personal happiness.

BOBROW BROS.

125 S. 2d Street 114 S. 2d Street (Main Office) 133 Arch St.
Philadelphia, Pa.

ROCKY FORD AND BEECHWOOD 5c. CIGARS

Made at our **NEWARK, N. J., FACTORIES**
The **LEADERS** of all five cent cigars

We are also the largest manufacturers of STOGIES and a cheaper line of cigars and cheroots at our Pittsburgh actories. **Highest Quality Always.** Write for quotations to

UNION AMERICAN CIGAR CO.
28th and Smallman Sts., Pittsburgh, Pa.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS
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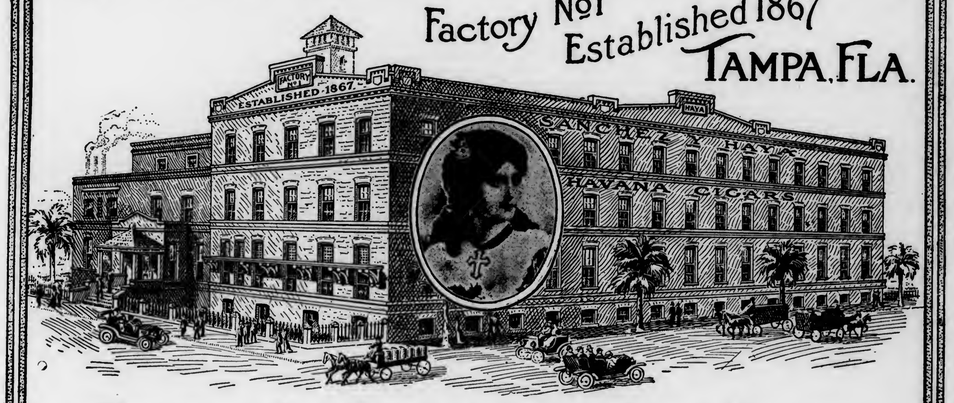

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Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

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Lancaster County Fancy B's

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Smoked by discriminating men since 1895

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H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

10c. GENUINE 15c.
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FIVE CENT CIGAR
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Bands and Trimmings

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167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT
Resident Representative, 846 Drexel Building

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133 Water Street, New York City

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BOBROW BROS.

125 S. 2d Street 114 S. 2d Street (Main Office) 133 Arch St.
Philadelphia, Pa.

What you can't get in grown binder at any price, you get at a 100% saving in

STANDARD PURE TOBACCO BINDER

There's no dodging the fact that a **tobacco leaf** makes a better **leaf** than binder. Just glance at your casing, stripping and cutting expenses. Standard Pure Tobacco Binder is made by men for **men's uses,** not by tobacco plants for **their uses.**

No Inequalities in "Standard"

The stems, veins and natural inequalities of the grown leaf all make for trouble in a binder—make the irregular burn of the typical cheap cigar. Standard Pure Tobacco Binder meets the difficulty with a **pure tobacco** tissue absolutely uniform in texture, and of sufficient substance to regulate the burning, even of a coarse and oily wrapper.

Standard Binder of Superior Stock

Tobacco stems, and the cuttings and clippings of high-grade leaf, are the sole constituents of Standard Binders. By an intricate, patented process, the full-bodied aroma of the original stock is preserved in this binding-tissue.

Assures a Unit Blend

Being soft and succulent, these Standard Binders absorb the flavor of filler and wrapper, blending them uniformly and enriching the blend with its own fine quality.

About 2 lbs. of the new—6 or 7 of the old

Two pounds of Standard Binders cover 1,000 cigars, where six or seven pounds of grown binders are needed. The cost of Standard Binder is 40c. a thousand as against $1.00 a thousand for the cheapest grown leaf. Here is at least a **100%** saving on material alone. A 40% saving on the time, space and labor occupied in casing, stripping and cutting completes the count.

See For Yourself.

There are six standard sizes of Standard Binders, accommodating 30 sizes of cigars. Also five stogie sizes. The Standard is the **new** way, the **economical** way. If you believe the principle is right, do you believe in the justice of trying it out in practice? Send us the word—we will send you **free** samples—and **gladly.**

Classified by the U. S. Internal Revenue Dept. as **"Tobacco in process of manufacture."** U. S. Patents issued Feb. 6, 1912, proclaim Standard Pure Tobacco Binder to be manufactured only of **tobacco stems, cuttings** and **scraps.**

TOBACCO PRODUCTION CO., DEPT. H
New Milford. Conn..

Paying $1.85 per pound duty does not improve quality

But It Does Increase Wrapper Cost and Diminish Profits

The Florida-Georgia wrapper is not a substitute. It is the

STANDARD MONEY-MAKING WRAPPER OF THE HOUR

Over 20,000 bales used last year by the leading cigar manufacturers in this country proves it.

Increased use year after year shows that progressive manufacturers realize the quality of the Florida-Georgia wrapper.

They use it in ***preference*** to Sumatra, strictly on its merit, ***regardless of cost.***

WHICH WOULD YOU RATHER BE—PREJUDICED OR PROSPEROUS? IT'S UP TO YOU.

American Sumatra Tobacco Company

131 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

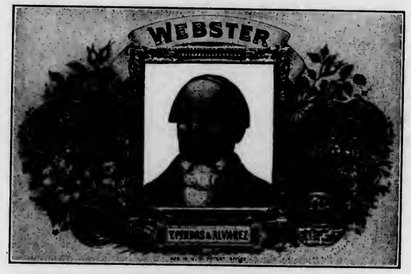
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIII. PHILADELPHIA AND NEW YORK, DECEMBER 15, 1913. No. 24.

"UNITED" WOULD RESTRAIN USE OF "UNTIED CIGAR STORE"

G. F. Logue Temporarily Restrained—Final Hearing Later —"United" Wins Florida Suit Against J. B. Lucy

ATTORNEYS FOX & ROTHCHILD, representing the United Cigar Stores Company of America, recently obtained a preliminary injunction in Common Pleas Court No. 5, in Philadelphia, to restrain George F. Logue, the proprietor of a cigar store at No. 3808 North Broad Street, from using an alleged infringement of the plaintiff's trade-mark. Logue had painted on the cigar store window, "Untied Cigar Store," as he claims for the purpose of denoting his independence of all other firms, corporations and dealers.

It is alleged that the defendant used the same red band and lettering as employed by the United Cigar Stores Company. The court was also asked to enjoin the use of the word "Untied," on the ground that it was intended to be taken for "United."

The plaintiff declares that the trademark adopted by the defendant is one to which they have exclusive right, and that its use by the defendant diverts trade from their stores.

A final hearing will be held to determine the respective rights of the parties.

"United" Gets Permanent Injunction

J. B. Lucy, of Jacksonville, Fla., is perpetually restrained from using the word "United," or "United Cigars Stores Company," in his business as a dealer in cigars, tobacco, etc. This is according to a consent decree filed in the office of the Clerk of the United States Court for the Southern District of Florida.

This ends the case of United Cigar Stores Company vs. United Cigar Stores Company, in which J. B. Lucy was the defendant.

Lucy, after his adoption of the name "United" for the firm name of his store, had passed in the Florida Legislature a bill prohibiting the use of profit-sharing or gift coupons, without the payment of a heavy license, and this case was threshed out in the United States Court lately, and ended in the declaration by the Federal judges that the act is unconstitutional.

New Collector for Ninth District

Fred C. Kirkendall, of Wilkes-Barre, has been informed by Congressman A. Mitchell Palmer of his appointment as collector of internal revenue for the Ninth Pennsylvania district, whose headquarters are in Lancaster. He will succeed H. L. Hershey, of Harrisburg, who is the present collector, and will assume his duties on January 1. The office carries with it a salary of $4500 per year. Mr. Kirkendall is editor of the Wilkes-Barre "Times-Leader."

Collector Hershey has held the office since June 1, 1898. He was appointed by President McKinley and succeeded R. E. Shearer, of Cumberland County.

AUTO ACCIDENT KILLS CIGAR SALESMAN AND COMPANION

Delaware Representative of A. B. Cunningham & Company Meets Death—Widow of Former Man on Territory Found Dead Under Machine.

WITH no witnesses to tell how the accident occurred, Levin J. Moore, Delaware representative of the cigar and tobacco jobbing house of A. B. Cunningham & Company, of this city, and Mrs. Lillian M. Pearce, widow of Harry Pearce, former salesman on that territory, were found dead under an overturned automobile on the Delaware State Road about one mile south of Newark, Del., on Friday, December 12.

An auto truck driver coming slowly down the road found the overturned machine and the bodies of Mrs. Pearce and Mr. Moore beneath it. Physicians from Newark hurried to the scene, but they found that both had been dead for some time.

When the bodies were found the car, which was a small runabout, was resting upon the neck of Moore and he had evidently choked to death. One of his arms was broken, but there were no other injuries. The body of Mrs. Pearce was cut and bruised, but it is supposed that she was injured internally and died from shock. The place where the accident occurred is a smooth, level piece of road and no reason for a machine to overturn could be found. Though the road is one of the most traveled in the county no one saw the accident and nothing was known of it until the driver of the truck found the bodies.

All that is known of the matter is that in the morning Moore started out on a short trip and was accompanied by Mrs. Pearce. They went to Newark, where he made some business calls and then the couple started south. This was the last seen of them.

Customers of Moore in Wilmington say they cannot account for Mrs. Pearce having been in the car unless it happened that Moore became acquainted with her while her husband was showing him over the district he had to cover and invited her to ride with him.

Levin J. Moore was a well-known business man of Bridgeville, Del., where he had served three terms as postmaster. He comes of a prominent family and his wife is related to the family of William Cannon, the famous "War Governor."

Mr. Moore had lately made his home at 302 Newton Street, Salisbury, Md. He was forty-five years old and is survived by a wife and one daughter, Madeline.

Mrs. Pearce was the widow of Harry Pearce, a well-known man of Wilmington, who was also employed as a cigar salesman, and was Moore's predecessor. Pearce died from inhaling gas on August 14 last. Mrs. Pearce is survived by one son, Harry, twenty-one years old.

Tobacco Monopoly for Uruguay

It is stated that the Uruguayan Government has arranged with Paris and London bankers for a loan of $10,000,000. With this sum it is said that the Uruguayan Government will create a tobacco monopoly.

Speed Goodloe Returns to Old Firm

ANNOUNCEMENT has been made that Speed S. Goodloe, formerly of Dusel, Goodloe & Company, 112-114 North Seventh Street, and more recently located at 1203 Cuthbert Street, under his own name, will return to the old firm on January 1, and will probably be elected its president.

Mr. Goodloe will succeed P. F. Alberty as local manager for Dusel, Goodloe & Company. The latter will become connected with the American Cigar Company, but in what capacity has not as yet been made public.

Paul L. Brogan will remain as secretary and treasurer, and should afford the incoming manager valuable assistance in the routine and office work.

It has not yet been decided whether the "Goodloe" cigar, which has formed the basis of Mr. Goodloe's work for the past months, will become the property of Dusel, Goodloe & Company, or not.

"Havana Ribbon" President Back From Cuba

Samuel Bayuk, president of the widely known firm of Bayuk Brothers, makers of the "Havana Ribbon" cigar, has recently returned from Cuba, where he purchased some 1200 bales of leaf.

Mr. Bayuk, in conversation with a WORLD representative, said that conditions in Cuba were very good at this time for purchasing leaf. He states that prices are much more reasonable than two months ago, and that he was able to purchase considerably under the market price.

Attention was called to the fact that the dealers in Havana are heavily loaded down with leaf and that they are very anxious to get it moving in order to loosen up some of the money tied up in it.

"Havana Ribbons" have had a tremendous sale this year and the firm is well satisfied with the way their products are being distributed in all parts of the United States.

Finley Acker Company Busy

The cigar department of the Finley Acker Company, at Twelfth and Chestnut Streets, Philadelphia, will distribute souvenirs of leather cigar cases, during the holiday season.

These cases are stamped with the well-known shield of Acker Quality, and will prove beneficial to smokers who carry cigars in their pocket.

The several stores are showing Christmas packings of their "Wissahickon," "La Belle Cubana" and "Foremost" cigars, made by Jeitles & Blumenthal, Limited.

An attractive line of weathered oak and mahogany humidors are also on sale, with capacity ranging from twenty-five to two hundred and fifty cigars.

President Hill's Father Dies

George W. Hill, ex-president of the Seventh National Bank, and father of Percival S. Hill, president of the American Tobacco Company, died on December 13th at his home in Haverford, Pa. He was in his eighty-second year.

Mr. Hill was the head of the American Life Insurance Company from 1871 until 1887. He was born in Hulmeville, Bucks County, December 27, 1831, of English parents, his father, John Hill, having come to this country only a short time before his son's birth.

He was a zealous member of the Methodist Church, and at one time manager of the American Sunday School Union. He was a member of the Royal Historical Society of England, and was identified with the Masonic order, his membership dating back forty-six years.

Mr. Hill is survived by a widow, one son, Percival S. Hill, of New York, and two daughters, Mrs. Charles B. Hart and Mrs. Benjamin Bullock. The funeral took place from the residence of his daughter, Mrs. Bullock, in Ardmore.

Holiday Goods at Atherholt's

J. G. Atherholt, 111 South Broad Street, Philadelphia, is showing an attractive line of humidors for the holiday trade, which are manufactured by the Jewett Company, of Buffalo, N. Y.

These humidors range in capacity from twenty-five to four hundred cigars, and are finished in oak and mahogany, making an ideal Christmas gift.

Cigarette humidors holding one hundred and two hundred and fifty round out a line that is adapted for practically every class of purchaser.

One of the surprises of the year is the heavy Christmas call for "Discriminator" cigars, made by Bobrow Brothers. Although the firm had not anticipated the unusual heavy orders for that brand, their splendid facilities enabled them to take care of their shipments promptly and thus satisfy many anxious jobbers. Indications are that the "Discriminator" will be among the big sellers in 1914.

A pleasant holiday surprise is in store for Miss Ernestine Riesenberg, who is now studying Art and Music in Paris, in the form of a visit from her father, Henry Riesenberg, the Western representative of Bobrow Brothers, who has made such a phenomenal success with "Bold" cigars. Mr. Riesenberg sailed on December 11 for Paris via Cherbourg on the "Kaiserin Auguste Victoria." Among those at the pier to say "Bon voyage," was Charles Bobrow, of the firm.

THE TOBACCO WORLD

ESTABLISHED 1881

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J. LAWTON KENDRICK, Treasurer

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HOBART BISHOP HANKINS ..... Advertising Manager

BUREAUS OF SPECIAL CORRESPONDENCE

BOSTON CHICAGO DETROIT SAN FRANCISCO KEY WEST
TAMPA MILWAUKEE LANCASTER CINCINNATI
CLEVELAND LOS ANGELES SEATTLE
ST. LOUIS NEW ORLEANS BALTIMORE
HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER, Representative

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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OTTO EISENLOHR, 932 Market St., Philadelphia ..... Vice-President
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When the Burley Tobacco Company decided to market its own brand of smoking tobacco, "City Club," it started its campaign in the trade papers. The history of the marketing of their product is concisely told in an illuminating article appearing in the current issue of *Printers' Ink*, and there is one paragraph which every non-advertiser, as well as every advertiser, should read.

The Power of Advertising

The reader is told in this paragraph how the campaign was begun by using THE TOBACCO WORLD and other trade papers, and concludes with this sentence:

"The selling campaign started simultaneously in many parts of the country, and assisted by the trade papers, which produced inquiries from dealers in many sections where the company's salesmen had not yet been, excellent distribution was secured."

There are many large firms in the country who do not appreciate that trade paper advertising gives them an introduction to the retailer that cannot be secured in any other way. They forget that the retailer reads his trade journal as closely, and more seriously, than he does his newspaper. The advertising contained in a journal of the trade, is read and re-read. Finally the reader gets in a receptive mood; the salesman happens to call and goes away with an order. Nine times out of ten the salesman does not know that it is the trade paper that has done the hardest part of the work for him.

The Little Schoolmaster, in *Printers' Ink*, in sizing up the situation of the sales manager who cannot be converted to advertising, says:

"He does not realize that advertisements can be put before prospective buyers at a cost of a few cents each, often for less, and that these sales messages, like the seed of the sower, are falling gently and constantly in some places where the salesman could not break in with a crowbar. Some of the seed, naturally, falls on stony ground. ground and others in shallow soil. But many fall on good ground to bear fruit manyfold. A great many goods are bought on impressions made prior to the time when the goods were needed."

A successful business, to continue prosperous, must advertise. The history of every rapidly growing concern is based on the fact that they have realized the truth of this statement. No matter how excellent the quality of the goods, to secure a general distribution the facts must first be put up to the jobber and retailer before the consumer can be reached. THE TOBACCO WORLD is a medium long known to the tobacco trade, reaching the highest class of jobbers and retailers in the United States. In planning an advertising campaign for 1914 do not overlook THE TOBACCO WORLD; it will save you money, and place the merits of your brands before many possible purchasers that your salesmen would never reach.

* * *

It has been noticeable for several years past, that the consumer is getting away from the special Christmas packings, says a large retailer. He says that the reason for this is that the smoker wants his money's worth in cigars instead of pretty boxes and labels.

Less Demand for Special Packings

Most men nowadays buy their favorite brands in the ordinary packings, and prefer to buy them that way because they are sure that they are getting the quality in the cigars.

Some years back it was the habit for many of the imported cigars, arriving for the holidays, to be sumptuously packed and wrapped; this was also true of domestic cigars. But somehow the consumer has shown no preference for these special boxes of late, and the manufacturers have breathed a sigh of relief.

The special packings cost the manufacturer much more than the ordinary boxes and when he figured up his profit on the holiday goods, he found that he had very little left to come under that head.

Details of the Big Merger

Application has been made on behalf of the syndicate headed by George J. Whelan for a charter under the laws of the State of Delaware for a new corporation to be known as the Corporation of Riker & Hegeman Stock, with an authorized capital of $5,000,000, and it is expected that a charter will be granted for the new concern within a few days. This is the corporate name of the company which takes over the Riker & Hegeman Company's business, and it is stated that H. S. Collins, who has done so much in the successful management of the United Cigar Stores Company, will be elected president of the new concern.

In an interview George J. Whelan is quoted as saying that he had acquired $3,600,000 worth of the common stock of the old Riker-Hegeman Company, which gives him a comfortable majority ownership and this will be turned over to the corporation now forming.

His Opportunity

By William J. Rigney, Jr.

AS young Carter walked quickly up the street, he thought over the incident of the afternoon that had sent him on this errand. Having transcribed the most important dictation of the day for the wholesale leather house of Keller & Company, where he was employed as a stenographer, he had taken his mind from things material and had begun to build "castles in the air," when the genial manager of the office had scattered them to the winds with his kindly inquiry: "Is there anything wrong, Carter?" And then it was that he summoned the courage to pour out the story of his discontent.

The conversation had burned itself into Carter's brain, and as he walked along, thinking about it, he repeated the words that had followed his declaration, "Yes, Mr. Appleton, there is something wrong."

He had added, "In the first place this deadly routine is grating on my nerves. There seems to be nothing in this world to do but write letters. And such letters! It seems as if the whole world is immersed in a sea of leather. And the worst of it all is that there seems to be no desire on the part of the management to reward my services, which I am not vain in regarding as being well and carefully executed."

Mr. Appleton had listened attentively, and as Carter stopped talking, he had said: "Go on, Carter; tell me all of it. Perhaps I can help you."

And he had continued: "Here it is Christmas time; I am not well paid, and thirteen dollars a week is not sufficient to enable me to lay anything by, to enable me to take advantage of many pleasures that I feel I should be able to enjoy at this season of the year.

"I am fond of decorating, as you know, Mr. Appleton," he had gone on, "and if it were not Christmas time, there would be no hesitation as to my course. You have offered to give me a chance at selling later on, but I do not care for that work, and I feel that I am holding back my natural development by staying longer with you."

And Mr. Appleton had said: "What you say is true, Carter; but do not mistake the fact that we appreciate your services and would like to reward them. However, the tariff, trade and financial conditions have brought about a retrenchment policy, and I can get nothing for you at present. I have a thought, though, that may help you." And then Mr. Appleton had gone in the telephone booth. He had come back a few minutes later and told him that he thought he could give him an opportunity to make some Christmas money, and perhaps he might be able to secure a permanent position in a line that he liked.

He remembered how Mr. Appleton had given him an unsealed envelope addressed to "George K. Rider, No. — Delancey Place," and told him to call there and present it at 7.30 this very evening. On his way home he peeped in the envelope and found Mr. Appleton's personal card, with the simple inscription written in ink above his name, "Introducing Herbert Carter."

He had stopped in the corner drug store and looked up Mr. Rider in the directory and found that he was general manager of the chain of retail cigar stores of G. S. Hill & Company. Now, Carter was pondering as to the connection between himself and a position that Mr. Rider might have open. He certainly did not feel equipped to stand up behind a counter and dilate to consumers on the merit of this or that brand of cigars or cigarettes. And he felt sure that this could not be what Mr. Appleton had in mind; but what was it? His curiosity was aroused to a state of suspense. But his musings were cut short as he found himself in front of a big brown-stone-front house with the number that he was looking for marked over the transom.

He rang the bell, and a maid shortly appeared to answer it. She took his card and invited him to a seat in the reception room. And in the dim light, the maid's reappearance seemed like a vision as she said in a soft voice: "Mr. Rider says you are to come up in his study. You will find it at the head of the stairs." As if in a dream he slowly ascended the stairs and a moment later found himself in a richly-furnished room in which comfort was combined with elegance. And as his glance took in the surroundings, he beheld a well-groomed man, probably turning fifty, rise from a Turkish rocker to greet him.

"So you are Mr. Carter, eh?" said Mr. Rider, as he extended his hand. "I am Mr. Rider. Have a seat and let us talk things over."

Carter seated himself and Mr. Rider went on, "Well, Carter, Mr. Appleton called me on the telephone this afternoon and told me he had a young man with a taste for decorating that he thought I could use. He gave you a splendid record, and although I did not promise anything, I told him to send you around. Now, I want to find out if you think you could handle a proposition to assist in the decorating of a number of windows. As you probably know, I am the general manager of the chain cigar and tobacco stores of G. S. Hill & Company, and a series of misfortunes has made an opening for a young man with ability in this line. Would you like to try it if I think you have the right ideas?"

It seemed as if Carter's heart was so far up in his throat that he could not talk, but he managed to reply, "I certainly would, and I know I can make good, Mr. Rider, if you give me the chance."

So this was the favor Mr. Appleton had done for him! He felt like jumping with joy. If he only could get the chance he just knew he would make good.

But Mr. Rider interrupted his thoughts with an inquiry as to his age.

"I am twenty-two, sir," replied Carter.

"Very good," said Mr. Rider. "Now, I must have a man at once to assist our chief decorator with the holiday displays for our stores. His assistant is down with typhoid fever, and although I did not tell Mr. Appleton, you will prove very valuable to the company if you can do the work."

"Now then," continued Mr. Rider, "the man to fit this position must first have a natural taste for decorating, then he must be able to develop ideas and above all, must not be afraid of work—hard work. He must also have adaptability, and if he combined these elementary things with common sense, he will succeed. You can do all this work at nights, and if we find that you are suitable there will be a nice little sum waiting for you when you get through., Now are you prepared to start at once?"

Carter replied that he was.

"In that case," said Mr. Rider, "we may as well put on our coats and run over to the big downtown store. I will introduce you to Edmonds, the chief decorator, who is working there tonight. Come along."

Carter followed Mr. Rider downstairs where they quickly donned their hats and coats, and a moment later were out in the brisk air. He was on the way to meet "His Opportunity," said Carter to himself as he walked along.

In about twenty minutes they were in the attractively-furnished downtown store of G. S. Hill & Company, where introductions followed. Briefly, Mr. Rider outlined to Edmonds what he proposed doing, and Edmonds, always genial, was quick to respond. "Very well, Carter. I'll give you all the pointers you want. I'm going to dress this window tonight, and if you wish, you may help." Mr. Rider then bade them good night, and in a few moments was gone.

"Did you ever do any of this sort of work, Carter?" said Edmonds, lighting a cigarette.

"Oh, I have done some decorative work, but nothing of this kind," said Carter. "When I was a youngster at school, we used to give plays around the holidays, and I was always chief decorator if there was any draping or work of that nature to be done. Then, there was another time, when I tried my hand at dressing the window of a candy store, kept by an old lady, a friend of my mother's."

"Then, according to that, you have some idea of what is required. My idea of decoration, and I've been at it for some time, is to concentrate on one article. We'll say, cigars for this window, cigarettes for that. Of course, some few incidentals may be added, but the more restricted the number, the better. The least you have to distract your customer's eye from your main feature, the better for all concerned. Of course, originality is a thing which must be considered. Get away from the hackneyed idea of tiers upon tiers of cigar boxes. Try and have a central design from which the surrounding scheme is to radiate. Once you have your main idea in mind, you will find that other suggestions easily follow. Here's another thing. Each season has its own distinctive feature, which, when elaborated on to a greater or lesser extent, should give you ideas the year 'round. The color scheme is another important feature, and should be given the most careful attention. Under all circumstances, see that you create harmony. This is a telling point on which many window dressers fail. They have not studied harmony, and consequently, their colors clash. The result—a poor display, which otherwise, would have attracted much attention.

"The Christmas season is a fine one for display work. This window which I am going to do tonight, is to be given over to one brand only, our 'El Vicosa.' It's a special ten-cent cigar on which we have built up a big business, and when we get through with this window, I feel that the receipts from 'El Vicosas' are going to jump higher than they ever did before." Flecking the ash from his cigarette Edmonds began rolling up his sleeves, continuing in the meanwhile: "I've decided upon red and green as my color combination. That red ribbon is for the holly. It's a mighty cheery looking shade, I think. Now, if you'll take off your coat, we'll get busy." Carter did as he was directed and the work proceeded.

The lower half of the back of the window, being finished in mahogany panels, it was arranged to attach a narrow brass rod across the entire length of the upper portion of the woodwork, from which a curtain of dull green China silk was to be suspended. So much for the background. The floor of the window was covered with red crepe paper, tastefully arranged. Suspended from the ceiling by invisible wires, on either side, were great bunches of holly tied with attractive bows of red ribbon. In the centre of the window was a medium-sized dais, also covered with red crepe, on which reposed the Christmas package of "El Vicosas" in three different stages. The first showed the box neatly wrapped in white paper, tied with narrow red ribbon and topped by sprigs of holly and mistletoe. The second package showed the box of "El Vicosas," partly opened, and the third, fully opened, displayed the famous cigars in their attractive Christmas packings. Flanked on either side of the central design were "El Vicosas" attractively wrapped in white paper, tied with the red ribbon, each package bearing sprigs of holly and mistletoe, a dozen packages being in each group. Centered above the dais was an inviting-looking placard, reading:

HIS APPRECIATION WILL BE
SINCERE, IF YOU MAKE IT A BOX OF
"EL VICOSAS"
DO SO AND BE CONVINCED

Smaller display cards were placed in advantageous positions adjoining the package on either side of the window.

Carter seemed to grasp the idea, almost immediately, pleasing Edmonds by the interest which he evinced. The latter saw that with some coaching, this was just the youngster whom he wanted, and he made up his mind to put in a good word with Mr. Rider for him. When they had finished, it was nearly eleven o'clock. Before separating for the night, however, Edmonds told Carter that if he was disengaged, he could use him two or three evenings of the following week, and Carter decidedly interested in the new field, expressed a willingness to come just so long as he was needed.

* * * * * *

It was the day of New Year's Eve. Entering the dining room for breakfast, Carter discovered among other mail, a letter bearing the imprint of the house of G. S. Hill & Company, the cigar firm for whom he had done the extra work before Christmas, assisting the chief decorator with their holiday displays.

Hastily opening the envelope, he withdrew the enclosure which informed him that the ability displayed in the work done with Mr. Edmonds, had pleased to such an extent that the position of assistant to Edmonds was open at eighteen dollars per week, if he cared to accept.

"Cared to accept! Eighteen dollars per week! Why the was only getting thirteen dollars at Kellers." Grabbing the telephone, he called Mr. Rider, and was connected immediately.

"Mr. Rider? This is Carter. I received your letter this morning, Mr. Rider, and it certainly is one big surprise."

"When can I start?"

"Next week! All right, January ninth. Happy New Year, Mr. Rider. Thank you!"

"Oh! I'll be there. Good-by."

(The End.)

Window Bulletin Suggestions

"SMOKE ANOTHER ONE OF THESE CIGARS"

Your wife doesn't say that very often, we warrant; but she will if you start Christmas morning by smoking one of our —— Havana cigars. These cigars have a fragrance that will appeal to the most exacting wife.

"MY SLIPPERS AND MY PIPE"

Your husband will want them Christmas Eve, as usual. Why not surprise him with a new pipe? We have a splendid line of Meerschaums and genuine French Briars. We will tell you how to prepare the pipe for him so that it will smoke as sweet and as smoothly as his old one.

A Clerk is Ready to Wait on You

CUSTOMS HOUSE SCALES ANTIQUED

Expert Reports Average Loss by Government of One-Tenth of One Per Cent.—Loss on Tobacco Consignments Estimated at $50,000 Yearly

E. A. CLEVELAND, expert in charge of the special staff of the Collector of the Port of New York, who has made a critical study of the weighing methods there, has come to the conclusion that the apparatus used by the customs authorities for weighing merchandise is antiquated and inaccurate. It is understood that his recommendations have already been transmitted to the Secretary of the Treasury, but so far no action has been taken. The result of the tests conducted by the special staff shows, according to a statement made, an average error of one-tenth of one per cent. constantly acting against the Government.

In some cases it was found that the error was much greater than the percentage mentioned.

A recent small consignment of Sumatra tobacco was taken for example, and it was found that the loss to the Government in this particular case was $18.95.

On a basis of the total imports at New York of wrapper tobacco, which in the year 1912 amounted to 4,685,456 pounds, it appears that the total loss must have reached $12,000, figuring an average loss of four ounces to the bale. On filler and leaf tobaccos, paying a duty of 35 cents per pound, the loss to the Government last year is estimated at $45,000, making a total loss of over $50,000 on underweighing of all tobaccos.

The loyal support accorded to us during

1913

is evidence that cigars of quality and equitable methods are cardinal business virtues that bring as their reward

SUCCESS

Through the means of this announcement we wish to thank our customers throughout this broad land, for the favors received from them during the past year.

We pledge our earnest efforts towards producing cigars, during the coming year, that will still further increase our business with each customer.

With our wishes for prosperity, we pledge endeavors to continue our pleasant relations during the year

1914

JEITLES & BLUMENTHAL, Ltd.
119-121-123 S. 11th Street

Tampa

Mayor Gets First Box of "Made in Bond" Cigars—Diaz Havana Company to Open in West Tampa—Gasparilla Carnival to Be Held in February

TAMPA, FLA., December 11.

THE first box of "made in bond" cigars from Bonded Factory No. 1, was presented to Mayor McKay by Berriman Brothers. The Mayor is not quite sure whether he would like to keep the whole box intact as a souvenir, or pass the cigars out among his friends.

The first "made in bond" cigars which were the "Jose Vila" brand, from the Berriman factory, were placed on sale on Monday, December 8th, by Eli Witt, the well-known dealer.

A. L. Cuesta, Sr., who is constantly moving about, after a trip to Atlanta, took a run over to Havana. He returned to town last night.

E. L. Curry, who formerly had a factory in Plant City, has moved it to Arcadia and will be one of the new enterprises to open up there shortly. He will make clear Havana goods and will confine himself to his leading brands, "Boosters," "Havana Fives" and "Curry's Panatelas."

The Diaz Havana Company, which took over the old firm of Antonio Fernandez y Gonzalez of Havana, will remove its entire force to Tampa. A factory will be secured as soon as possible and operations will be started at once. Ernest Berger, who organized the Diaz Havana Company, will have associated with him in this new company Emilio Pons, Florentino Diaz and Antonio La Paz.

While the experiment of Berriman Brothers is being watched very closely, as a whole the new method is not receiving very favorable consideration. As one manufacturer recently said "In taking the matter up with New York headquarters, I found that it took about ten lines to elucidate the merits of the 'made in bond' method and about fourteen pages to note the objections."

John W. Ross, Florida manager of the Reynolds Tobacco Company, is making his headquarters in Tampa for a few days.

J. M. Carlisle, district manager of the Liggett & Myers Tobacco Company, who makes his headquarters in Gainesville, has been looking over the situation in this city.

P. Lorillard & Co. has its district manager, George L. Harris, Jr., sizing up trade conditions here. Mr. Harris is accompanied by Frank Folsom, a Tampa boy, now a salesman for that firm.

A. L. Cuesta, Jr., is in Atlanta at the present and will probably be there until the end of the month. He is chairman of West Tampa's committee for representation in the Gasparilla Carnival, but during his absence Jimmy Keggin is acting in his place. Other members of the committee include Alfredo Pendas, M. Bustillo, Ygnacio Rey, Arturo Blanco and B. Campillo.

The West Tampa Commercial Club is fighting for better car service, better telephone service and better street lighting, and as a result, they have appointed several committees of "live wires" to take these matters up with the respective corporations.

The committee to look into the street car service is composed of A. L. Cuesta, Sr., Celestino Vega, M. Bustillo, Alfredo Pendas and T. D. Fisher.

The big Gasparilla Carnival is slated for February 21st, 22nd, 23rd and 24th.

A campaign on "Chesterfield" cigarettes has been started in this city by R. S. Tatum, Florida manager for Liggett & Myers. He came over Saturday night from Jacksonville with a crew of five men.

Up to the first of the month there had been 251,640,000 cigars shipped out of the city this year. In this time there were 279 working days and it is easy to figure an output of more than 900,000 cigars a day.

Among the visitors of the week was Jose Diaz, president of the Preferred-Havana Tobacco Company.

Sanchez & Haya factory is now practically caught up with its orders, and they are now expecting a falling off in their output. Their business has run very strong through the year, and they expect to round out 1913 with a splendid average.

PERFECTO.

1912 "Fancy B's" Sold

A Western manufacturer recently purchased from Ephraim N. Hershey, a grower and packer of Marietta, Pa., a choice lot of "Fancy B's" of the 1912 packing of the following: Garber Brothers & Company, Bendert Musser and John Eby. There were only fifteen repackings in the entire lot. The price was not revealed.

Mr. Hershey also sold more than one hundred cases of the same crop to local manufacturers.

Western Retailers to Meet

The Western Association of Retail Cigar Dealers will hold a convention in Seattle, January 13 and 14, 1914.

President Ike Ochs, of the New York Association, is expected to be present to deliver an address.

JOBBERS & DISTRIBUTORS DEPARTMENT

Fire Does Not Deter Glaser Brothers

THE burning of Glaser Brothers' wholesale establishment a week ago was the most serious fire loss that occurred in the San Francisco trade for a long time. The loss is placed at between twenty-five and thirty thousand dollars. This was largely covered by insurance, but was a serious loss just the same. The firm has earned a lot of favorable comment by reason of the small amount of time spent in useless regrets and the extraordinary speed manifested in getting ready for business.

The fire occurred early in the morning and by noon the company was doing business in a new location with a certain amount of stock on hand. Telegraphic orders had already been sent in to the factories represented; and arrangements had been made to get enough immediate stock to keep the business going without interruption.

The salesmen were kept out in the field as if nothing had happened, and if there has been any delay in deliveries, nobody seems conscious of it. The new quarters of the house are now located at 505-511 Montgomery Street, only a short distance from the former location at the corner of Montgomery and Merchant Streets.

The company makes a leader of the "John Drew," its other lines being the "Pinzon," "Tuxedo Club" and "Boston Mail."

ALLEN.

Last of Stickneys Leaves Cigar Trade

With the new year, the last of the well-known Stickney family will retire from the cigar trade. In 1872 William Stickney came to St. Louis and established the William A. Stickney Cigar Company; later it opened branches in Denver, Kansas City and Salt Lake City, and ranked among the largest jobbing houses in the country. With the death of William Stickney, Albert Taylor Stickney became the head of the firm, until the sale of the business to Niles & Moser and Rothenberg & Sloss, of Kansas City.

When the business was taken over, Mr. Stickney agreed to remain as manager for one year, if necessary. His time is about up and he has decided to withdraw January 1. In a statement, Mr. Stickney said that he had not made up his mind yet as to his future plans, but that the Stickney family will no longer be identified with the cigar business.

"The new owners of the business will continue the name of the William A. Stickney Cigar Company," said Mr. Stickney, "the only change being that I will step out and a new man will assume the managerial duties."

W. W. Goldsmith, formerly with the Federal Cigar Company, will succeed Mr. Stickney. Mr. Goldsmith has been in the business many years, mostly in the East.

William Stickney died shortly after the sale of the business to the Kansas City concern, which are separate, except that they jointly own the business of the William A. Stickney Cigar Company, and have a similar alliance in Texas.

Edward Moser, of the firm of Niles & Moser, was in St. Louis at the time of Mr. Stickney's announcement of withdrawal.

Live Wires of Chicago House

Mr. Samuels

Oscar Frank

"Havana Ribbon" Boosters

THE above illustrations show Mr. Samuels and Oscar Frank, city salesmen for Franklin MacVeagh & Co., Chicago, Ill., ready for the trail. The house of Franklin MacVeagh & Co. is distributor for "Havana Ribbons" and are keeping the factory busy with their orders. Needless to say, many of the orders are due to the untiring efforts put forth by these two salesmen in behalf of the "Havana Ribbon."

W. L. Bucher Company Incorporates

The W. L. Bucher Company, which recently passed into the bankruptcy courts, has been incorporated with a capital of $20,000. The incorporators are W. L. Bucher, J. H. Bucher, F. J. Bucher, Gregory Federer and George J. Ozias.

The company will operate the W. L. Bucher factory on East Fifth Street, which was acquired by Frank Bucher at the sale conducted recently by Attorney P. N. Zeigler, trustee in bankruptcy.

Quality in "Savaronas" Brings Big "Repeat" Orders

A WELL-KNOWN shoe house has for its slogan: "Keep the Quality Up," but the Cayey-Caguas Tobacco Company is going them one better by making extraordinary effort to continually improve the quality and workmanship in their "Savarona" and other Porto Rican cigars. The careful, intelligent and systematic work of the Plantation department has succeeded in producing a wonderful improvement in the tobacco used in the "Savaronas"; as might be expected, this has had a telling effect upon the business of the company, and as a result, there have been an unusual number of repeat orders from the jobbers of the brand. As President Hoisington recently said: "The work of the Cayey-Caguas Tobacco Company in trying to improve on the 'Savarona,' has resulted in the nicest fall business that the company has ever had."

The Cayey-Caguas Tobacco Company, as is probably well known, does more business on the high-grade cigars in the Porto Rican line than any other concern, and this year, it has enjoyed filling a larger number of orders for cigars that retail for 25 cents apiece, or 20 cents apiece in quantities. This business has not only come from first orders, but a great many "repeat" orders have come in by mail on these fine sizes. The persistent purpose of the "Savarona" people has won out and has demonstrated beyond a doubt, that the better class of Porto Rican tobacco pleases the finer type of smokers and the most discriminating tobacco connoisseurs in the country.

Demand for Upper Broadway Stores

The demand for stores along upper Broadway, near subway stations is proven by the fact that from the plans of two twelve-story apartments to be erected between Seventy-eighth and Seventy-ninth Streets, on the west side of Broadway, three stores have already been leased.

The Davis & Klein Agency, dealers in cigars and stationary, have taken the second store from Seventy-ninth Street, for ten years at a rental of $3000.

Composition Confirmed on O'Brien Credazzi

Judge Holt has confirmed a composition of O'Brien-Credazzi Company, importers of Italian products and leaf tobacco, at 74 Cortlandt Street, Manhattan. The composition is at seventeen and one-half cents on the dollar, cash. The liabilities were $11,365.

The company had six retail grocery stores. Hamilton M. Dawes was receiver.

Gunst & Company Will Redeem Stock

Notice has been given to stockholders of M. A. Gunst & Company, Incorporated, that sealed offers will be received by the New York Trust Company, 26 Broad Street, New York, until three o'clock, Wednesday, December 17, for the sale to the corporation of 200 shares of its preferred stock on January 1, 1914.

The corporation is prepared to pay a price not exceeding $102.50 and accrued dividends, and if no stock is offered they will take advantage of their charter rights and select the 200 shares by lot.

Larger Quarters for American Sumatra Tobacco Company

THE rapid growth of the American Sumatra Tobacco Company has caused the removal of that firm from 144 Water Street to more commodious quarters at 131 Water Street, where there are quarters for the especial use and comfort of visitors and customers.

The sample rooms in the new quarters are on the top floor and are reached by elevator. Every convenience is provided in the sample rooms for the most favorable inspection of the stock.

It will no doubt be of interest to many to learn that the Amsterdam products of the American Sumatra Tobacco Company are harvested from 16,686 acres of the finest tobacco land for wrapper purposes in the United States. Here, in Georgia, it requires five big warehouses to care for the crops. In Florida the company gathers its stock from 25,000 acres of tobacco. A third section in which the American Sumatra Tobacco Company grows its much-demanded leaf, is in Connecticut. The accumulated acres of this company rank it as one of the largest tobacco-growing corporations in the world.

Julius Lichtenstein, who became a national figure in the leaf trade, is the head of this immense enterprise, and the rapid growth of the corporation is due, in a large measure, to his industry and indefatigable efforts.

The Camp Importation Company

Articles of incorporation have been taken out for the Camp Importation Company, Incorporated, to engage in the general cigar and cigarette business. Those interested include T. J. Canty and J. J. Canty, of New Rochelle, and J. E. Hayes, of New York City. The company starts out with an authorized capital of $400,000.

It is understood that they will specialize in the manufacture of the "Camp" brand of Turkish cigarettes, which were widely distributed and quite popular in the New York market several years ago, when they had their headquarters on Thirty-fourth Street near Fifth Avenue. William C. Camp is to be the general distributing agent for the new corporation's product.

Zieling Owes $9500

The schedules filed a few days ago in the bankruptcy case of Alex. Zieling, who conducted two retail stores at 1552 Broadway and 589 Ninth Avenue, disclosed that the bankrupt owes debts amounting to $549, with nominal assets of $4943, of which amount $2700 is scheduled as stock on hand, and $1500 as accounts due.

Waitt & Bond Open in New York

William E. Waterman, president of the Waitt & Bond Corporation, operating one of the largest union cigar manufacturing plants in New England, has been in New York and made arrangements for opening a factory at 333 Bowery.

It has been rumored for some time that this company, which makes its headquarters in Boston, Mass., has had trouble with its labor, but it would appear that this new move is a direct denial of such a statement.

A Window Suggestion for "56" Dealers

The Splendid Holiday packing of "56" Cigarettes, put out by the Cado Company.

A Present for the Man

"A present that will please the man
Just puzzles you," you say?
Then step inside
It is our pride
To help you choose today.

"He Smokes!" Then cigarettes you want,
A handsome Xmas pack,
A fragrant prize,
From Turkish skies,
He'll pat you on the back.

Most men prefer the "56,"
The finest in the land.
You give him these,
They're sure to please,
We know it is his brand.

(This handsome Xmas box of "56" Cigarettes, accompanied by the jingle, with the title prominently displayed, should prove a trade booster.)

J. B. Moos Cigar Company Robbed

A salesman for the J. B. Moos Cigar Company walked over to the cashier's desk and put down $87 in cash, a check for $12.95, and a receipt for $16. He walked away expecting the bookkeeper to take care of it immediately. It happened that the bookkeeper's attention was diverted to something else at that moment. So it proved a propitious moment for someone to try and get away with some loose change.

Just a few minutes before seven o'clock, on the morning of December 1, after the above action took place, two men rushed into the office, snatched everything in sight, and made a quick getaway. Before the clerks came to, the robbers were out of sight. Not knowing what the receipt was, the robbers took that, too.

All Poolers Released

At a meeting of the executive board of the Stemming District Tobacco Association, held at Henderson, Ky., on December 4, a resolution was adopted by which all poolers pledged with the association were released, and I. J. Sellers, chairman of the Henderson county district, issued a similar statement to all the poolers of the Consolidated Tobacco Growers' Association, by which they were released from their pledges to that association. This practically eliminates the Consolidated Tobacco Growers' Association from the Stemming district territory this year.

Blaze in a Cigar Store

The cigar store of Steven Raskus, of Brockton, Mass., was visited by fire about midnight on December 1. When the fire company arrived, the cigars and tobacco were exhaling huge volumes of smoke. The blaze was finally extinguished, but Mr. Raskus found next morning that practically all his stock was ruined. Mr. Raskus cannot find any reason for the cigars and tobacco smoking in his absence. He expected many of them to go up in smoke about Christmas, but thinks this date premature.

"Fifty Six" Cigarettes to the Front

REPORTS from all parts of the country indicate that the well-known "Fifty Six" cigarette is becoming popular in practically all of the cities where it has been placed. This rapidly-growing 25-cent brand is made of the best grades of Turkish tobacco and cannot fail to please the connoisseur.

The handsome Christmas package which we have illustrated upon another page is an example of the way the cigarette is taking hold. A recent report from the office of the Cado Company, which manufactures these cigarettes states that the demand for these goods has exceeded their expectation and that their output in this packing is oversold.

Still another item of interest from the Cado Company is the announcement made by Charles Drucklieb, the president, that Constantin Contopoulo has been made vice-president and director of that corporation and that he will take an active interest in its management.

Mr. Contopoulo is thoroughly familiar with the best grades of Turkish tobacco, having spent many years of his life in the districts where this is grown, and is regarded as one of the leading experts in this line of goods. A feature of the "Fifty Six" cigarette is that all tobacco used in its manufacture in the future will be bought and packed under the personal supervision of Mr. Contopoulo.

The merit of "Fifty Six" cigarettes is further proven by the fact that the United Cigar Stores has taken hold of the line and is pushing them in all their stores. The standard price of 25 cents is maintained everywhere.

Palmyra Cigar Factory Busy

The Palmyra Cigar Company, recently started at Palmyra, Pa., by A. S. Stauffer and Alfred Yeiser, is meeting with success and their orders are on the increase.

Frank Snyder, a hustling young man of Palmyra, has been started on the road as their salesman, and from all accounts, has turned in some very nice business.

Their popular nickel smoke is the "Londonderry," while in the ten-cent goods the "John Palm" is making friends.

CURTAILMENT FEARED IN TOBACCO WORK

Probable Reduction in U. S. Appropriation Resented—Congressman Griest, of Lancaster, Takes Matter up with Authorities

CURTAILMENT in the appropriation for tobacco experiments conducted by the Department of Agriculture has caused many of the representatives in Congress from tobacco-growing districts to fear a reduction in the good work that has been done in that line. More than $6000 is chopped off of the already small appropriation, and it is feared that this sum will hamper the work of the experimental stations considerably.

Congressman W. W. Griest, of Lancaster, who represents a large tobacco district, is reported to have discovered the change in the estimate, and it is known that the congressman has taken the matter up with the Agricultural Department authorities.

Fears are expressed that the Federal Government will reduce the work which it has been doing for several years in co-operation with the agricultural authorities of Pennsylvania and other tobacco producing States. Last year the Federal appropriation for this work was $31,630. This year $25,000 is asked.

Nearly all estimates for other lines of plant research work are increased, and the fact is being cited as giving color to the charge made by tobacco growers that there is bias in some form against the tobacco people.

The decrease in the funds for experimental work in tobacco sections, following so close after the enactment of the Democratic tariff law, which authorizes the free and unlimited entry into the United States of cigars and tobacco from the Philippine Islands, has prompted intimations that the Administration may intend to show its resentment for the campaign which the cigarmakers and tobacco growers waged against the Democratic plan for free trade in cigars from the Philippines.

Recent Incorporations

Sunny Brook Gardens, Gainesville, Fla. For the purpose of conducting a general business of truck growing, including fruit, tobacco, etc. Capital stock, $75,000.

Barkwann Company, Incorporated, of New York. Tobacco, advertising, publishing. Capital stock, $10,000. The incorporators are Godfrey S. Mahn, Martin J. Sheridan and Charles D. Edwards.

W. L. Bucher Cigar Company, Dayton, O. Manufacture of cigars, etc. Capital, $20,000. The incorporators are W. L. Bucher, Joseph B. Bucher and Frank J. Bucher.

Le Panto Cigar Company, of Chicago, Ill. Capital, $1,000. The incorporators are Hyman Soboroff, Samuel W. Newman and Samuel Rosenblatt.

Lindell Cigar and Barber Company, St. Louis, Mo. General retail and cigar business. Capital stock, fully paid, $5300. The incorporators are Mary Giesebell, George T. Giesebell and Joseph T. Newell.

The Kentucky Redrying Company, Lexington, Ky. Capital stock, $30,000. The incorporators are J. H. Cunningham, Lexington; G. O. Tuck, Louisville.

J. B. Heizer Tobacco Company, Frankfort, Ky. Application to reduce capital stock from $32,000 to $25,000.

CIGARMAKERS TO VOTE ON STRIKE

Manufacturers Unable to Grant Increase—Injustice of Demands at This Time Evident

ACCORDING to a report from Lancaster, Pa., the cigarmakers of the First and Ninth revenue districts have ordered a strike vote. It is said that the reason for this is that the majority of the manufacturers have refused to allow the increase of one dollar a thousand, which has been requested by the cigarmakers.

We treated this subject editorially in the issue of the WORLD of November 1. Since that time we have talked with many manufacturers in both the First and the Ninth districts, and the general reply has been: "If we were making a dollar a thousand ourselves we would be glad to split with the cigarmakers." One manufacturer added: "The demand for quality in nickel goods, together with the price of the tobaccos at the present time, has already cut into our profits to such an extent that an increase in the cost of labor is not to be considered."

Another manufacturer said: "Here is another thing that cuts down our profits; we give a hand sufficient binder, we think, in fact we know by experience, to make one hundred cigars. The hand makes seventy and wants more binders. We remonstrate and say that surely more than seventy cigars should be made out of the last supply. The retort comes that if we do not like the work we can turn over the money due him, or her, as the case may be, and he, or she, will leave. Well, hands are too scarce at this time of year for us to want to get rid of them. So, in many cases, we say nothing. Yet you can readily see that with the present cost of binders, we suffer a considerable loss on a hundred thousand cigars. And look at the reduction in profit per thousand! Yet, in the face of this, comes the demand for an increase!"

A member of a firm in the First district said: "In our case, I would feel justified in granting the raise, *if* we were making a profit that would allow it. We are not making a dollar a thousand ourselves; only our heavy production pulls us through. If action is taken against us, we will close and sell our factories in this section and start new ones in distant places."

A strike now will be only a glancing blow, as the holiday rush is over, and only an ordinary demand will come in for the next two or three months. The cigarmakers, by striking, have much to lose and nothing to gain. To raise wages under present conditions would mean ruin to many small manufacturers, and the closing of the smaller factories would force hundreds of cigarmakers to go elsewhere for work.

It is unnecessary to point out that if there ever was an unfavorable time for a strike, regardless of the justice in it, it is now. The army of unemployed is increasing just at this time, and the cigarmakers, by leaving their benches would bring much misery into their homes. The winter has begun in earnest, and from now to spring, without work, is a long walk over a trail beset with suffering.

The consumer, at this time, will not stand for a raise in the price of his nickel smoke, and he is the fellow that eventually pays for the increased cost in the production. It is evident that the manufacturer cannot stand the raise out of his own pocket.

It is to be hoped that wise judgment will prevail and that the prosperity of the industry will not be threatened by such an inconsiderate act as the precipitation of a strike.

Fire May Cost Ozier & McCready $20,000

The fire which destroyed the building in the Woods Block, Akron, O., may cost the Bull Dog Cigar Store a considerable sum in addition to the loss on their stock.

The Bull Dog Cigar Store, which is owned by the firm of Ozier & McCready, sustained a loss by smoke and water of about $5000, according to an estimate recently made.

The question has now arisen as to whether the building is a total loss or not. This is being arbitrated by the insurance companies and the owners; neither having been able to agree, it has been left to a third party. The architect representing the owners claims the building to be a total loss; the insurance companies do not agree that such is the case.

Should it be decided that the building is a total loss, leases, valued at thousands of dollars, will be void.

Under such a decision Ozier & McCready stand to lose about $20,000. This is based upon the fact that this is the sum they were offered just a few days before the fire for their lease, which has fourteen years to run. They have notified their attorney to make a determined fight for them to re-occupy their old quarters.

Ozier & McCready Will Carry Case to Courts.

AKRON, O.

Building Inspector Goodwin has ordered the Realty Benefit Company to tear down the walls of the Woods Block building at once.

Attorneys Francis Seiberling and George M. Anderson, acting for C. P. McCready, of the firm of Ozier & McCready, of the Bull Dog Cigar Store, have noted an exception and filed it with the Board of Appeals. This enjoins the Realty Benefit Company from proceeding with the demolition of the building until the affair is settled.

Trade Changes

Minot, N. D.—The Union Cigar Shop has been opened at 119 North Third Avenue.

Corpus Christi, Tex.—R. Crutcher has opened an exclusive cigar store here in the Oppenheimer Building.

Davenport, Ia.—Slaughter, Brogan & Rost have opened a cigar stand at 701 West Third Street. The firm already has a store in Rock Island.

Fort Wayne, Ind.—Harry Mitchell has purchased the cigar stand in the Centlivre Hotel and will take charge of his new venture at once.

Cherokee, Ia.—Harry Korns has leased the basement of the Brummer block and will open a cigar store there about the middle of the month.

Port Jervis, N. Y.—Thomas Lahey has opened a cigar store at 195 Pike Street.

Kokomo, Ind.—Fred Ade has established a cozy cigar store at 121 West Mulberry Street.

Rockford, Ill.—L. M. Heiter and Miles Conklin are partners in the purchase of the Pressler cigar store on North Main Street.

Ansonia, Conn.—Timothy E. O'Brien has purchased the pool room and cigar business formerly conducted by Peck & Stephanopsky.

New Bedford, Mass.—F. L. Robinson, who for twenty-one years has conducted a tobacco store and pool room at the corner of Kempton and Purchase Streets, has removed his place of business to 1020 Purchase Street.

Wilkinsonville, Mass.—F. A. Lebeau has sold out his cigar and confectionary business and will remove to Pittsfield.

McAlester, Okla.—John Cole has secured an interest in the new cigar store just opened east of the Majestic Theatre. It is the purpose of the management to eventually enter the wholesale jobbing field.

Superior, Me.—Lincoln J. Graham has purchased the City Cigar Store, 912 Tower Avenue, from W. O. Palmer.

Springfield, Mass.—Representative John J. Courtney has opened a cigar and news stand at 61 Main Street.

Dayton, O.—C. B. Wolf has sold out his interest in the firm of Wolf & Lukaswitz, leaf tobacco dealers, to his partner.

Portsmouth, O.—Louis E. Distel has assumed the management of the new cigar store in the new play house recently opened.

Fort Wayne, Ind.—John W. Krimmel and Valentine Novitsky have opened a cigar factory at 1230 Heustis Avenue.

VERDICT RETURNED AGAINST IMPERIAL TOBACCO CO.

Loss of Suit Causes Forfeiture of Charter—Fine of $3500 Imposed on Each Company—Appeal to be Heard in March

ON December 2d a verdict against the Imperial Tobacco Co., of Kentucky, and the Imperial Tobacco Co., Ltd., of Great Britain and Ireland, was returned by the jury at Morganfield, Ky. The verdict followed a trial which lasted for ten days and the conviction automatically puts the two companies out of business in Kentucky and forfeits their charter. The verdict carries a fine of $3500 for each company.

Following the judge's charge to the jury a verdict was reached in thirty minutes, which was a surprise to all in attendance.

A feature of the trial was the action of Judge Hansberry, who had his seat in the midst of the jury. He privately informed the attorneys for both sides that he had received information that there were attempts being made at jury tampering, and that he would take immediate action if he found such to be the case.

Immediately following the verdict a motion for a new trial was made. The motion was continued until the March term of court. It is understood that this motion acts as a stay, and that until the motion is finally decided, the Imperial Tobacco Company can do business in Kentucky without forfeiture of their charter.

The counsel for the Imperial Tobacco Co. gave fourteen reasons in their motion for a new trial. One of the attorneys for the Imperial says they have the right to buy tobacco in Kentucky pending the final decision. An attorney for the complainants says they have no right to buy pending the motion, and, if they do, they are liable to indictment for buying pending a decision for a new trial.

It is claimed that the Imperial bought only one-fourth of the tobacco in the district in which they purchased, which proves that they cannot be classed as a trust, and that a petition was signed by a thousand farmers asking that they would not be convicted the day before the trial.

Window Bulletin Suggestions

NO CHRISTMAS CIGARS HERE!

But we have a wonderful assortment of standard brands in Christmas packings. You will find your husband's favorite cigars in our stock, and in handsome Xmas boxes that will fit the Yuletide atmosphere. We sell the same brands for Christmas that we sell all the year—buy here and you can feel assured that Mr. Man will not hand these cigars to the ashman.

CIGARS FOR CHRISTMAS CALLERS

When the well-wishers call on Xmas morning, have a box of our —— brand open for them.

Made of Havana through and through.

We cater to a class of discriminating men and do not hesitate to recommend **any** of our brands to you, but we think you will like the —— cigars.

Take Them With You

Chicago

"Flor de Moss" has Heavy Sales—Box Trade Below Average This Year—Trade Hit Hard by Loss of "26" Game—Steady Call for High-Grade Pipes—Collections Bad Say Leaf Dealers

CHICAGO, ILL., December 8, 1913.

DESPITE the closing down of the lid on the old army game, otherwise known as "26" dice, local cigar stores are doing a holiday business which in the end will equal or exceed in volume that done for many years. While the "26" game is under the counter for the present, dealers with few exceptions are willing to take a chance with the police on shaking Indian dice, best two horses out of three. No case of interference has come to the ear of the writer and it is his prediction that it will not be many weeks before the "26" game returns. In the meantime, however, dealers will suffer a loss, for they will be unable to move hundreds of dollars worth of cigars which they would have been able to move over the holidays if they had been permitted to retain the "26" game. Nevertheless they are inclined to make the best of the situation and will no doubt find some other means of stimulating trade, as the law is so indefinite that anything will go which is not hit by a special ordinance, such as was the "26" game.

Woodlawn business men are planning to compete for prizes offered by the Woodlawn Business Men's Association for the best window display in the week of December 8 to 13. Three prizes of fifty, twenty-five and fifteen dollars are being offered. The judges will consider the selling value, artistic arrangement, light effect and effort in making the awards. The association has named a special committee on window displays, which will award the prizes. Woodlawn has a number of first-class cigar stores, in charge of brisk dealers, and they will put one over in this contest if they can. In case a cigar man wins a prize the picture of the winning window will be reproduced in THE TOBACCO WORLD with spangles.

It will be just as much of an offense to give or sell children the makings as it is now to sell or give them cigarettes if an amendment to the municipal code approved by the judiciary committee is passed by the City Council. On the motion of Alderman Irwin R. Hazen the committee voted to include the words "cigarette papers or wrappers." This will compel the local dealers to exercise more care in dealing with minors, in order to escape the penalty of this latest blue law which threatents to be dumped on the city.

Julius R. Kahn, of Cuesta Rey & Co., is visiting customers and friends in the city.

Harry M. Vreeland, who is the new Western sales agent for Benson & Hedges, is making great progress with "Benson & Hedges" cigarettes and says that he is going to make next year a banner one in the distribution of that firm's goods in this territory.

"Cake Box Mixture," of Leavitt & Pierce, is one of the articles which is being featured by most of the local cigar stores. It makes an attractive accessory to a pipe when given for a Christmas present, and dealers report that many pipes are going to be given this year.

David Lamont, local manager and Western representative of the S. R. Moss Cigar Co., has returned from an extended business trip in the West, where he had unusual success. He will devote the rest of this year to developing the account of Many Blanc & Co., the large liquor and cigar dealers on the North Side. This account has already shown some excellent results, and Mr. Lamont hopes to have it in even better shape when he prepares to turn his energies into another channel. He will spend the holidays in Milwaukee, visiting customers and friends. He reports an increasing trade on "Flor de Moss" cigars both in Chicago and in the territory north and west of here. The company is planning a monster advertising campaign on "Peter Pan," their new five-cent seller. This campaign will be national in scope, and will include the use of the usual mediums for informing the public of the good qualities of a new cigar.

"H. Upmann" and "Partagas" cigars were featured by C. Jevne & Co., the big loop retail grocery, in an attractive window display this week. C. Jevne & Co. import both of these brands direct and are building up a fine trade on them. In addition to the regular sizes they have a number of holiday packages, which are neat, but which do not seem to appeal to the trade as well as the regular sizes. In fact, it may be said that the holiday trade on package goods this year has fallen off to a considerable degree and that with the coming of another Yuletide season there will be few, if any, package goods offered in the stores here. The dealers seem to feel that fifty or one hundred cigars is not too many for a man to buy if he wants them at all, and the packages of five and ten look too cheap to make good presents. If a man wants to give a friend a box of cigars he will get a regular box, and he is going to make sure of the quality, too. He is suspicious of the cigars which come in packages, for he does not like to run the risk either of appearing cheap or of losing his friend by presenting him with a package of "ropes." This, according to several local dealers who were interviewed on the subject, is the frame of mind of the average buyer when it comes to package goods, and the manufacturer is coming to take much the same attitude.

Franklin MacVeagh & Co., wholesale grocers, announce that beginning with the first of the year they will become exclusive distributors in Cook County for the "American" Havana cigar, made by E. Regensburg & Sons. They intend to advertise this brand and to feature it in all the stores possible, as it will be a big addition to the already heavy line of excellent cigars carried by this firm. In order to conduct this work in a thorough manner the cigar department will add twelve new salesmen to the force, beginning the first of the year.

The two new stores of Stroud & Jackman, located at 124 South Fifth Avenue and at Monroe and Clark Streets, respectively, are doing a holiday business which is wonderful when it is considered that they have hardly been in business long enough to expect them to build up a regular trade. Nevertheless this seems to be what has been accomplished by this enterprising firm. Things happen in a hurry in the business world of Chicago when a couple of hustlers get their hands at the head of things. The leaders of this successful firm are "La Docilla, of Quiros, Villazon & Co.; "Pinzon," "Flor de Bolano" and "El Talento" of Alphonso Rios & Co. These are all excellent cigars and are being featured for all they are worth by Stroud & Jackman.

It is to be regretted that the strike among the local cigarmakers and bosses cannot be settled by arbitration in a manner which will at least be satisfactory for the present to both parties. This is a bad time of the year for troubles of this sort, both for the cigarmakers and for the firms which employ them. Wohl & Comstock's men have now walked out and the factory is idle. Spector Bros. have come to an understanding with their cigarmakers and the wheels are moving once more over there. There seems to be a general unrest among the cigarmakers, however, which would indicate that the end of the trouble was not yet come.

The new package of "Nebo" plain foil with which the dealer gets fifty trophies free with every thousand, is taking great in this town. The demand is heavy and dealers are having trouble keeping them in stock.

Some of the local jobbers of leaf tobacco are complaining that collections in the country are slow at the present time, although why this should be is hard to understand. The trouble is not serious, but there seems to be a general hanging back on the part of customers who heretofore have discounted their bills with pleasing regularity. The leaf men are united, regardless of politics, in the opinion that business will not be as good as it should until the currency bill is developed into some sort of law which will please the big business interests of the country, including the bankers.

Trade has been excellent during the present holiday season, and there is every reason to believe that it is going to continue so until long after the first of the year. The indications all point that way. Of course, it would have been better if the lid could have been kept off the "26" dice game until a few months later. This game is not being mentioned too much by any means in the present letter, for the reader who is not familiar with the sales methods of the retailers in Chicago can have no idea what an important part the game had come to play in the cigar store. Since the lid went on, orders from jobbers have been cancelled right and left and not a few of the larger stores have been compelled to discharge clerks because of the loss of business.

One paragraph at least of this news letter should be devoted to the window displays which are appearing in stores all over the city. Of course not all the dealers have taken the time or trouble to fit out a window especially for the holiday season, but a good many of them have done so and it is plain that not a few of the ideas represented have been hatched by the genius of the men who frequent the back of the store and know what good tobacco is, and what is not. The windows for the most part aim to impress upon the spectator the quality of the goods displayed and also give a suggestion of the pleasure of smoking good stock under proper conditions. In many places they are featured along with fine wines and other liquors. Holly and other symbols of Christmas are being used extensively all of which gives a seasonable and attractive appearance to the windows.

William Taussig, head of the leaf tobacco house of Taussig & Co. in West Randolph Street, has returned to his desk after a brief illness, during which time, however, he was in constant touch with the office.

Enos Ashley, cigar salesman for the Minneapolis Drug Co., has been in Chicago in the company of his wife. While here they are the guests of J. G. Whitaker, of Celestina, Vega & Co., handlers of "La Venga" Havana cigars. Mr. Ashley is one of the boosters for this brand, which is getting to have a great sale in this territory.

"Plantista" cigars, made by the Compeer Cigar Co., of Indianapolis, is another brand which is getting a great trade in this territory, and is doing so strictly on its merit. The cigar is distributed in this market by O. Schrader & Co., who are now featuring it in a number of stores on the South Side.

Charles L. Miller, who runs a store at 225 West Jackson Boulevard, is now engaged in featuring several standard factory brands of high grade cigars. His place has won a reputation for the excellent quality of the imported goods which he carries.

(Continued on Page 29)

Display of "44" Cigars Wins Pensacola Prize

THE illustration on the right shows part of the splendid display on "44" cigars made at the Pensacola Inter-State Fair by the Lewis Bear Company, "44" representatives in Pensacola.

The display was arranged by Charles F. Clark, specialty man for Tillman Funk, Southern representative of the "44" Cigar Company.

On the left is shown the ribbon awarded to the Lewis Bear Company; the display won first prize in its class.

The exhibit was one of the attractions of the fair.

Salesmen Keep "44" Factories Busy

Orders continue to pile into the office of the "44" Cigar Company at a heavy rate and the plants are operating at full capacity night and day, to fill orders. Due to the heavy demands of the trade, many of the salesmen will be busy on their territory longer than usual this year.

M. A. Funk, salesmanager and secretary of the company, is at the factory after a successful season in New York and Chicago, where he has directed successful campaigns on "44." After the New Year, Mr. Funk looks forward to meeting many of his old friends in New Jersey and Pennsylvania territory.

F. D. Crawford is now taking a well-earned rest in and around his home town, Binghamton, N. Y. He has had a strenuous, as well as very successful, year.

Southwestern representative M. Zander has had a tip-top year and the demands of the trade will make it necessary for him to keep on his territory longer than usual, carrying him well up to the first of January. His splendid record speaks for itself regarding the merits of "44" cigars.

W. H. Nicholson, middle South representative, is spending a few weeks with his family at his home, Littleton, N. C., after a very successful year on "44's" in his territory. Mr. Nicholson will leave for the Philadelphia office the latter part of December, when he will meet the large sales force of the company.

Tillman Funk, Southern representative, continues his successful placing of "44's" in his territory and his work will carry him close to January 1. Mr. Funk has had a very successful year on "44's" in his territory and has made many friends through his congenial disposition and his ever readiness to serve his customers.

James F. Cormany, Western representative, expected to stop at his home about the fifteenth of December, but finds that the heavy demand for "44's" in the territory in which he is now working will compel him to remain and continue his work with the very many friends that he has made in Sioux City, Ia., and vicinity.

Association Refuses Bid for Remainder of Crop

At a meeting of the Stemming District Tobacco Association, in Henderson, Ky., Manager William Elliott presented a bid made him for the remainder of the pooled 1912 crop.

The board refused the offer as they considered it too low. It was stated that the tobacco would keep and that they did not intend to sell it unless they received a bid as good as the price paid for the other portion of the crop.

The remainder of the 1912 crop is composed of about 1000 hogsheads, prized last winter in association factories.

Bankruptcy Petition for Richland Cigar Box Company

L. E. Hart, of Mansfield, O., trading under the name of the Richland Cigar Box Company, has filed a petition in bankruptcy.

The assets are listed at $2052.05, with liabilities amounting to $1632.91.

The total number of creditors is twenty-two. R. H. Brenner Company, of Cincinnati, O., heads the list with a claim of $255.15. A hearing will be held at 1 P. M., on December 15, at the office of the referee.

Chicago Letter

(Continued from Page 28)

The Oppenheimer Cigar Co. is having a big sale on pipes in all its stores around the town, and is unloading a big stock of excellent buzzards at lowest possible prices. There has been more activity than usual in pipes and all the local pipe manufacturing houses report that business is remaining good with them and that they expect next year to be one of the banner years. At Francis Edler & Co.'s place on Lake Street it was said that never before had the holiday trade in pipes been better. There seems to be an increasing demand for quality on the part of pipe users, and they are not satisfied with any old thing any more. They want the best and appear willing to pay the higher price without protest if they can get what they want.

A. J. Meyers, of the Salvador Sanchez Co., has just returned from a successful western trip. While in the West in addition to visiting the trade he saw a large number of interesting places and things, and also did a little hunting, with more or less luck.

G. W. WHITCOMB.

OBITVARY

George T. Brown

GEORGE T. BROWN, president of the Brown & Williamson Company, manufacturers of plug tobacco in Winston-Salem, N. C., died on Thanksgiving Day.

The deceased was a son of the late Rufus Brown, and was about forty-four years old. Mr. Brown's business career began when he was a member of the firm of Brown Brothers, with his father. Later he started a leaf tobacco house in South Boston, Va. About sixteen years ago he became a partner with R. I. Williamson in the firm of Brown & Williamson.

Mr. Brown is survived by a widow, one brother and two sisters.

Columbus C. Isaacs

Columbus C. Isaacs, president of the cigar manufacturing firm of C. C. Isaacs & Sons, recently died at his home in Baltimore, of heart disease.

The deceased was eighty-two years old. He was prominent in the Masonic order and was a past grand commander of the Knights Templar.

Elias H. Levy

While talking to a customer at Jefferson and Camac Streets, Philadelphia, Pa., on December 9, Elias H. Levy, fifty years old, of 2918 Poplar Street, a cigar salesman, died suddenly. He is believed to have been a victim of heart disease.

John Simmons

John Simmons, a retired cigar manufacturer of New York, died at his residence, 1867 Seventh Avenue, on November 30. His death resulted from injuries received on the day previous, when he was struck by an automobile while attempting to cross Eighth Avenue at 113th Street.

Robert Schnilling

Robert Schnilling, sixty-five years old, for thirty years a cigar dealer at Clark and South Water Streets, Chicago, Ill., died on Sunday in Los Angeles, where he has lived for the last ten years. He is survived by a widow and three children.

Seth R. Marshall

Seth R. Marshall, a well-known cigar dealer of New Castle, Pa., died recently at his home in that place. He had been in the tobacco business in that city for more than twenty years.

The deceased is survived by a widow and one son. He was forty-seven years of age.

William H. Neff

William H. Neff, a cigar manufacturer of York, Pa., died recently at his home, 142 East College Avenue, following an attack of heart failure. Mr. Neff originally manufactured in Dallastown, but for a number of years has been living in York. A coincident of the fatality is the fact that the day of Mr. Neff's death was the anniversary of his birth. He was sixty-four years old.

The deceased is survived by a widow, two sons and three daughters.

George C. Fleet

George C. Fleet, manager of the stemming department of the Export Leaf Tobacco Company, Richmond, Va., was fatally stricken while riding in his automobile on the afternoon of November 25, and succumbed the same day.

The deceased was forty-two years old, and is survived by a widow, one daughter, his mother, three brothers and four sisters.

N. J. Little

N. J. Little, district manager for the Liggett & Myers Tobacco Co., located at Fargo, N. D., died at his home there on December 2d.

Mr. Little was one of the most popular and widely known traveling men in that State, having covered that territory for the past eighteen years. He was a member of the Masonic Order and the Elks' Lodge. Mrs. Little, accompanied the body to West Virginia to his old home town where interment was made.

Hugh N. Martin

Hugh N. Martin, well known to the leaf trade under the name of H. N. Martin & Company, died on November 28, in Louisville, Ky., of heart trouble. He was ill only two days.

Mr. Martin was born in 1837, and when a young man engaged in the tobacco business in Greenville, Ky. In 1899 he went to Louisville and started a tobacco factory.

The deceased is survived by a widow, one daughter and four sons.

James Reid

James Reid, aged seventy years, a tobacco grower of Suffield, Conn., died on November 6, at his home in East Street. Death came as the result of a shock. Mr. Reid came to this country from Ireland when ten years old.

The deceased is survived by one son and one daughter.

Benjamin Rosenfield

Benjamin Rosenfield, forty-four years old, for fifteen years engaged with Nathan Bimberg in the tobacco leaf business in Elmira, expired Thursday night, December 4, in a private sanitarium in Cleveland, O., following illness of two weeks, of pneumonia.

Deceased was born in Detroit, Mich., but had lived for the past thirty years in Elmira. He is survived by his widow, three brothers, Frederick and Monroe Rosenfield, both of Detroit, Mich., and Anthony Rosenfield, of Alpena, Mich., and by one sister, Mrs. Sarah Sempliner, of Cleveland, O. Interment was Friday afternoon in Woodlawn cemetery, Elmira.

Charles Broun

Charles Broun, sixty-nine years old, for many years engaged in the wholesale tobacco business at 681 Fulton Street, died on December 10, at his home, 526 McDonough Street, Brooklyn, N. Y.

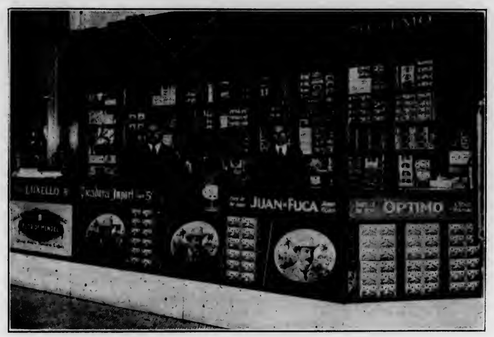
Frederick G. Krell

Frederick G. Krell, a well-known tobacconist of Tamaqua, Pa., died at his home in that city, on December 7. He was seventy years old.

L. J. Moore

Levin J. Moore, cigar salesman for the widely-known jobbing house of A. B. Cunningham & Company, 139 North Second Street, Philadelphia, Pa., was killed in an automobile accident near Newark, Del., on December 12.

The deceased was forty-five years old and is survived by a wife and one daughter. His home was 302 Newton Street, Salisbury, Md.



Morris Burke's New Cigar Store

THIS illustration shows the interior of the recently opened cigar store of Morris Burke, at 108 West Third Street, Los Angeles, Cal. He carries a high-grade line and has been doing excellent work with "Reynaldos," the big selling brand of Luckett, Luchs & Lipscomb of Philadelphia, Pa.

From left to right—William Glau, Morris Burke, proprietor.

Cleveland

Salesmen Flock to Town for Shields-Wertheim Convention—"Percy Haswell" a New Cigar

CLEVELAND, O., December 10, 1913.

THINGS are taking on a holiday aspect, and all the stores are showing a variety of cigars and smokers' articles. Many new novelties have appeared on the market in the shape of igar lighters, stands and humidors. The assortment is both varied and novel.

Conditions previous to this time were not very bright as the weather was entirely against it, being more like spring than winter, but at this time there is snow on the ground and it is turning considerably colder and things are taking on the holiday appearance.

All of the local manufacturers are extremely busy trying to turn out their holiday orders. All the salesmen of the Shields-Wertheim Company are coming in from all over the states to the annual convention held here. The main topic of conversation is to find flaws in the previous campaign on "La Saramitas" and "Saramita Fives" and to perfect the comng campaign on these brands.

Pyle & Allen opened their new store, and it appears to be a very fine location and should add another link to their long chain of stores.

A new cigar just being placed on the market, namely, the "Percy Haswell," is put out by the Stace & Vincent Cigar Company. The appearance of this package certainly points to a huge success, as the dealers claim, it is the most beautiful package that has ever been put on the local market. The color scheme and the style is right up to the minute and should make a howling success.

Stace & Vincent are operating two retail stores, one at Fifty-seventh and Euclid, and the other at 105th and Euclid. Both are enjoying an enormous business. These boys were previously with the R. W. Jenkinson Company, and for the past year they branched out for themselves and are not only retaining their own trade, but are constantly working up new.

Mr. Unger, who has taken over the Polster Cigar Company's stand at East 105th and Euclid, is building up this business and putting it on a firm basis. He is gradually getting all the trade back of the old concern. With his genial personality he is certainly making friends with all of the boys, and should be a leading factor in the East End cigar business.

The London-Whiff Cigar Company are enjoying one of the biggest successes of their career, and their many brands are being universally smoked and enjoyed.

Grover Mendelsohn, of the Mendelsohn Cigar Company, reports business as extremely good. They are constantly taxed to their capacity in turning out their many orders.

George Bassatt, located at 826 Prospect Avenue, in an arcade through to Huron Road, is steadily increasing his business. He is constantly getting trade passing through the store to the Empire Theatre. This is a big item and makes his store one of the most prominent in this location.

The Joseph T. Snyder Cigar Company were forced to give up their location on lower Superior Street, as their lease expired and could not be renewed.

A new phase of the cigar business of this city has loomed up, namely the auctioning off of cigars in the Sincere Building at Prospect Avenue and East Fourth Street. This is attracting a great many people and is selling a lot of merchandise.

JERRY.

DRAWBACK ALLOWED TURKO-AMERICAN TOBACCO CO.

May Equal Quantity Used in Manufacture of the Exported Tobacco—Sworn Abstract of Manufacturing Record Must Be Filed With Each Drawback Entry

(Special Correspondence to "The Tobacco World.")

WASHINGTON, D. C., December 11.

ASSISTANT SECRETARY OF THE TREASURY HAMLIN has allowed a drawback under paragraph O of Section 4 of the Tariff Act of October 3, 1913, on smoking tobacco manufactured by the Turko-American Tobacco Company, of New York, N. Y., with the use of imported Turkish tobacco in combination with domestic tobacco.

In his letter to the collector at New York, Mr. Hamlin explained:

"The process of producing smoking tobacco consists of mixing the imported and domestic tobacco and cutting the mixed tobacco into thin layers suitable for smoking purposes.

"A manufacturing record shall be kept which shall show, in addition to the usual data, the lot, number and date of manufacture of each lot of smoking tobacco manufactured for exportation with benefit of drawback, the customs house weight and value of the imported tobacco and the weight of the domestic tobacco after stemming used, the quantity of moisture added, the quantity of smoking tobacco produced and the quantity and value of the waste incurred.

"A sworn abstract of such manufacturing record shall be filed with each drawback entry.

"The quantity of imported Turkish tobacco which may be taken as a basis for estimating the drawback may equal the quantity used in the manufacture of the exported smoking tobacco, as shown by the abstract from the manufacturing record, the allowance to be reduced according to the quantity of the imported tobacco which will be replaced by the value of the waste."

V. GILMORE IDEN.

Cigar Company Sues Railroad

The Parker-Gordon Cigar Company, of St. Joseph, Mo., has sued the Rock Island Railroad for $1575, the value of 22,500 cigars which the railroad company is alleged to have lost in transit.

The Cuban Market

From our Exclusive Havana Bureau, 74 Virtudes Street, Havana, Cuba.

HAVANA, December 8, 1913.

TRANSPLANTING of the seedlings has been progressing in the Vuelta Abajo in good shape, as well as in the Semi-Vuelta and Partido districts, although now there are already some complaints about drought in a good many places of the Vuelta Abajo, and which if continued would retard the growth of the young plants materially. Nevertheless we know by experience that the nicotine plant can stand dry weather for some time, and that one good rainfall in the nick of time has worked wonders in its further development, so it is too early to be too pessimistic at the moment. Seedlings, while not abundant yet, are however not excessive in price, and will be cheaper before long, so the poorer farmers will be able to plant this month. The Remedios crop is usually a little later, but the setting out of the seedlings is also taking place this month, upon a good scale, as the vegueros are encouraged by the high prices they obtained this year, and therefore will try to raise a large crop, if possible. We can only repeat, however, that the future chances of the coming crop depend entirely upon the state of the weather for the next two months to come.

As an isolated case we may mention that Don Manuel Rodriguez, owner of the "La Sirena" cigar factory here, is also the owner of two vegas, called "El Santico" and "La Catalina," near Artemisa, where he commenced transplanting on the twentieth of last October. These seedlings took such a firm hold of the ground that the heavy rains the end of October and the beginning of November did not destroy them to any extent; on the contrary they were benefited by them in their growth, so that they are now so far developed to be ready for cutting around the twentieth of this month. Nevertheless if the owner had not had an artificial irrigation plant to give the plants water in the meantime he might not have obtained this result, as after the rains there has been a continuous drought. This tobacco will not come upon the market, as the owner uses all of it in the manufacture of his cigars. There might be a few more isolated cases, although we have heard of none up to this moment, and in any event the quantity could be only of a trifling nature.

Our leaf market has been rather quiet, owing to the small number of buyers in town. The sales reported lower down consisted to a large extent of deliveries of leaf upon previous old contracts, therefore they do not constitute new business. Prices are maintained, as our dealers believe that we shall see a heavy influx of buyers here during the coming month. Our stocks are sufficiently large to make selections from them, although they are by no means excessive. Our holders of leaf are anxious to reduce their stocks, but are not disposed to lose any money, as the fate of the next crop is too uncertain to influence the scale either one way or the other for the present.

Remedios tobacco remains in good demand, and we have heard it said by good judges that the stocks in first hands in the open market shall not exceed about 15,000 bales of first capaduras and between 4000 and 5000 bales of seconds. This is no great quantity for the moment, if we consider that they will have to suffice to the manufacturers for the next twelve months to come before they will be able to work the coming crop under favorable circumstances.

Vuelta Abajo colas are still solicited and command high prices, while factory vegas have been less inquired for, but the time will come when all good vegas will be actively looked for.

Partido has been rather neglected, excepting wrappers.

A shipment of eight sample bales of leaf to Tokio has been somewhat commented upon as being possibly the precursor of a new market for us in the future. That England should have ordered more heavily (the purchases during the last fortnight reaching about 900 bales) is taken also as a good sign for our vegueros and leaf dealers, although the extremely heavy duty on the leaf is handicapping her cigar industry.

Recent Leaf Sales.

Sales during the past two weeks totaled 15,103 bales, or split up into: Vuelta Abajo, 4867; Partido, 592, and Remedios, 9644 bales.

Buyers were: Americans, 11,247; Canadians, 206; exporters to Europe, 1345, and our local manufacturers of cigars and cigarettes, 2305 bales.

Exports of leaf tobacco from the port of Havana for the last two weeks, ending November 29, were: To all ports of the United States, 8215; to Canada, 367; to Lisbon, 411; to Bremen, 528; to London and Liverpool, 373; to Gibraltar, 25, and to Tokio, Japan, 8 bales; thus making a total of 9927 bales.

Receipts of Leaf Tobacco From the Country.

	For three weeks ending December 4, 1913.	Since January 1, 1913.
Vuelta Abajo	6,184 bales	256,426 bales
Semi Vuelta	876 "	31,311 "
Partido	484 "	16,814 "
Remedios	12,387 "	172,721 "
Oriente	137 "	7,638 "
Total	20,068 "	484,000 "

Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: D. Emil Klein, of E. M. Schwarz & Co.; Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., and S. J. Janover, of S. J. Janover & Co., Inc.

From Chicago: August Kuttnauer, of Rothschild, Sons & Co.

From Boston: B. A. Kaiser, of B. A. Kaiser.

From Key West: Francisco Fleitas, of S. & F. Fleitas.

From London, Eng.: Charles Kahn, of the Imperial Tobacco Co.; Arthur Samuel, of Joseph Samuel & Son.

From Tampa: José Lovera, of the José Lovera Co., and Francisco Arango.

Returned—Ramon Cifuentes, of Cifuentes, Fernandez & Co. (owners of the Partagas factory); Pablo Quadreny, power of attorney of Hija de José Gener (owner of the Hoyo de Monterey factory); Reginald Bray, of Ernst Ellinger & Co.

Departures—To New York: Allie Sylvester, Otto and Otto W. Sartorius, D. Emil Klein, Eugenio Lopez, and his son, Eugenio Lopez, Jr., and Felipe Rodriguez.

To Philadelphia: Ventura Blanco.

To Boston: B. A. Kaiser.

To Tampa: Angel L. Cuesta and José Lovera.

To Chicago: Quinto Fernandez.

Cigars.

The month of November has been a disappointment again to our cigar manufacturers, as can be seen by the following statistics of our exports, according to the official returns from our custom house:

Exports from November 1 to November 30, 1913,	14,338,921 cigars
Exports from November 1 to November 30, 1912,	16,439,735 "
Decrease during November, 1913,	2,100,814 "

The decreases by countries during the month were:

Great Britain and Ireland	1,332,299 cigars
Germany	456,201 "
Canada	355,887 "
Spain	341,566 "
Spanish Africa	146,000 "
Argentine Republic	97,390 "
Netherlands	50,125 "
French Africa	41,500 "

The following four countries have shown increases, viz:

The United States	234,719 cigars
Italy	183,500 "
Australia	172,674 "
Chile	102,515 "

The total exports from the port of Havana since January 1, 1913, and the comparison with the previous year are now as follows, viz:

From January 1 to November 30, 1913,	164,969,777 cigars
From January 1 to November 30, 1912,	161,330,221 "
Increase during the eleven months of 1913	3,639,556 "

As the Christmas orders have been filled now, business has slackened up a little, although the majority of our factories have still orders for the regular, steady trade from European countries, particularly from France and England, which latter country seems to show a revival in the demand for our cigars, and from the South American republics, as well as from Australia. A few factories have, however, discharged some cigarmakers as usual at this time of the year.

Romeo y Julieta is as busy as heretofore.

H. Upmann & Co. still have plenty of orders on hand for their H. Upmann factory.

Partagas states it could even seat more cigarmakers as far as orders are concerned, only it did not have the room where to seat them in their buildings.

Mr. W. B. Houston, one of the sales agents of the Henry Clay and Bock & Co., Ltd., arrived with his family from New York in order to occupy his winter quarters at Guantanamo and attend to the supplying of cigars to the American fleet. Mr. L. S. Houston, his brother, and who is the chief manager here of the company, stated they had received more orders of late.

Hoyo de Monterey reports no slackening in its former activity.

Por Larrañaga has dispatched its Xmas orders on time, as was promised by Don Eustaquio Alonso to their customers, but continues to be busy in nearly all directions.

Castañeda & Fonseca told us that they had enough orders on hand to keep them as busy as they are now for the next three months to come.

Sol reports no change, as orders continue to arrive in good shape, principally from Europe at present.

Flor del Fumar is working with undiminished forces under the able management of Don Francisco Herrero, as Don Felipe Rodriguez needed a rest from the exacting work all through the summer, and left for a month's rest per S. S. "Saratoga" on the 6th inst. for New York.

Other factories that are still busy are: Punch, La Flor de José Otero, Eden, La Flor de Tomas Gutierrez, La Flor de A. Fernandez Garcia, Belinda, El Rey del Mundo and C. E. Beck & Co.

Buying, Selling and Other Notes of Interest.

Leslie Pantin received during the past fortnight 2500 bales of leaf on account of the previous purchases for his customers.

Sobrinos de A. Gonzalez were sellers of 1410 bales of all kinds of leaf during the last two weeks.

Otto Eisenlohr & Bros.' purchases during the stay of Louis H. Eisenlohr in our city have been finally all registered and amounted to 3559 bales of Remedios.

F. Rocha & Co. disposed of 718 bales of Vuelta Abajo and Partido to their customers during the last fortnight.

Bayuk Bros. acquired 1059 bales of leaf while Mr. Samuel Bayuk was here.

Maximilian Stern was a buyer of 1598 bales of leaf for account of his customers.

José C. Puente & Co. closed out 525 bales of Remedios and Partido.

Michaelsen & Prasse purchased 1450 bales of leaf during the past two weeks.

Herrera, Calmet & Co. delivered 450 bales of Remedios to their customers.

José Lovera added 815 bales of Vuelta Abajo to his previous large purchases for the José Lovera Co., of Tampa.

M. A. Suarez & Co. sold 400 bales of Vuelta Abajo during the last fortnight.

Walter Sutter & Co. were buyers of 794 bales of leaf for account of their customers, just previous to the leaving of Quinto Fernandez on a month's vacation to Chicago.

Cardenas & Co. were sellers of 300 bales of Vuelta Abajo to one of their customers.

D. Emil Klein secured 510 bales of leaf for their firm of E. M. Schwarz & Co.

I. Kaffenburgh & Sons sold 175 bales of Remedios to local buyers.

Romeo y Julieta bought 350 bales of lowland Vuelta Abajo vegas recently.

Adolfo Moeller was a buyer of 350 bales of leaf for export to Bremen.

Shippers Above 200 Bales of Leaf Tobacco From the Port of Havana During the Last Two Weeks, Ending November 29, were:

Maximilian Stern	1,102 bales
Virgilio Suarez	944 "
Leslie Pantin	731 "
Selgas & Co.	638 "
Mark A. Pollack	587 "
Michaelsen & Prasse	524 "
Adolfo Moeller	513 "
H. Upmann & Co.	452 "
Cardenas & Co.	410 "
J. Bernheim & Son	384 "
C. E. Beck & Co.	367 "
Garcia & Co.	294 "
Manuel Suarez	284 "
Sidney Rothschild	264 "
M. A. Suarez & Co.	226 "
Diaz, Herrera & Co.	209 "

ORETANIV.

Another Factory for Deisel-Wemmer

Following the announcement of the opening of their ninth factory in Fostoria, word has been received that the heavy call for the "San Felice" brand necessitates the opening by the Deisel-Wemmer Company of a tenth factory, to be located in St. Mary's. A building has been leased and as soon as it is renovated, the manufacture of "San Felice" cigars will be begun.

The new factory will accommodate between three and four hundred hands, and it is said that the firm will be prepared to employ that number if they can be obtained.

The Deisel-Wemmer Company now has two factories in Lima, O., and one each in each of the following locations: Delphos, Van Wert, Wapakoneta, Sidney, Toledo, Findlay, Fostoria and St. Mary's.

Plan of the Sumatra Sales

The plan of the Amsterdam and Rotterdam Sumatra sales from March to July, 1914, has been forwarded us by J. H. A. Gebing, sworn tobacco broker, of Amsterdam, Holland. We print them herewith:

Inspection Days.	General Inspection Day.	Date of Sale.	1914.	
March 9, 10, 11	March 12	Friday, March 13	Amsterdam,	1
March 16, 17, 18	March 19	Friday, March 20	Amsterdam,	2
March 30, 31, April 1..	April 2	Friday, April 3	Amsterdam,	3
April 4, 6, 7	April 8	Thursday, April 9	Amsterdam,	4
April 27, 28, 29	April 30	Friday, May 1	Rotterdam,	1
May 4, 5, 6	May 7	Friday, May 8	Amsterdam,	5
May 11, 12, 13	May 14	Friday, May 15	Amsterdam,	6
June 2, 3, 4	June 5	Saturday, June 6	Amsterdam,	7
June 8, 9, 10	June 11	Friday, June 12	Amsterdam,	8
June 26	June 26	Saturday, June 27	Rotterdam,	2
June 29, 30, July 1 ..	July 2	Friday, July 3	Amsterdam,	9
July 6, 7, 8	July 9	Friday, July 10	Amsterdam,	10

CUBAN MANUFACTURERS DOUBT SUCCESS OF "MANUFACTURING IN BOND"

Believe That Output Will Be Reduced and That Cigars Will Cost More—Claim That Good Cigars Do Not Need Guarantee Stamp

HAVANA, CUBA, December 8, 1913.

THE experiment of manufacturing in bond of the Tampa clear Havana cigar manufacturers is watched here with a great deal of interest, and one of our manufacturers told me the other day, that he did not believe it would prove to be a success. He pointed out that besides the increased cost of paying the custom house officer his wages, (and the latter will not work more than nine hours a day) as he opens and shuts the factory, the cigarmakers may be unable to work more than eight hours daily. Some allowance has to be made for the loss of time in distributing the raw material to them, and in the afternoon they will have to stop earlier, in order to collect the finished cigars.

The question therefore is, will the cigarmakers be satisfied to work less time for the same wages? In any event, if the output is less in a bonded factory, the intrinsic cost of manufacturing will be increased, and it seems very doubtful, whether the jobbers and smokers would be willing to pay more money, just for the sake of seeing a Government stamp affixed to the cigar boxes, stating that the cigars contained therein are made of Cuban tobacco exclusively.

Cuban tobacco alone after all does not signify anything, as we do not deny that some poor tobacco is grown upon the Island of Cuba, not excepting our famous Vuelta Abajo even. The fame of Havana cigars has been created by our renowned factories, the owners of which are taking special care to purchase only the very finest vegas, and making their blends of different vegas, acquired through a long number of years of practice.

The clear Havana cigar manufacturers in the United States, that have acquired a reputation of making good cigars, do not need any protective Government stamp; they can sell their product without it, for without the least doubt they would lose their trade very quickly if they should deteriorate their product, even if the Government stamp should be affixed to the boxes.

ORETANIV.

New Quarters for I. M. Strasser

I. M. Strasser, successor to M. Strasser's Sons, one of the oldest wholesale leaf houses in the State of New York, will soon remove from 17 and 19 Green Street, Albany, to more commodious quarters at 344-346-348-350 Broadway. The firm has occupied the Green Street quarters for more than thirty years.

The history of the Strasser leaf tobacco concern is one of the most interesting in this city. The firm was established by Moses Strasser in 1852, then having quarters in the old Globe Hotel building, at 4 and 5 Howard Street. After being there for thirty years, Mr. Strasser removed to the present quarters.

When Mr. Strasser went into the new quarters his four sons, Messrs. Benjamin, Solomon, David and Isaac M., were taken into the business. Since occupying the present quarters on Green Street the father and two sons, Benjamin and Solomon, have died and David has given up the business and is now in New York, leaving Isaac M. Strasser the sole proprietor of the business.

The quarters on Broadway are more commodious for the leaf tobacco business, but it is with regret that Mr. Strasser leaves the Green Street place of business, so long has he had his place of business there. The building at 17 and 19 Green Street is now being entirely renovated.

San Francisco

Revival of Demand for Pipes and Smoking Tobaccos—Advertising Has Influenced Consumer—"Hebra" Cigarettes Being Placed by Edward Wolf Company

SAN FRANCISCO, December 5, 1913.

THE San Francisco cigar trade is closing up the year in pretty good shape. The city retail trade has been pretty busy all year, notwithstanding a certain feeling of tightness in money matters. The dealers have handled their business carefully, have been carrying lighter stocks than in former years; but on the whole have done almost as much business as heretofore, or at least, have come to the last end of the year with about as good a showing as to profits. The growth in the demand for cigarettes and for pipe tobacco have been features of the year, as have also the revival in the demand for Porto Rico and Manila cigars. To offset these increases there has of course been a certain falling off in other lines; but dealers are not ready to admit that there has been any notable change in the actual tastes of San Francisco smokers. They are more inclined to think that the changes are due to increases and decreases of advertising effort on the part of manufacturers in this territory, and possibly to the financial situation, which may have led a good many tobacco consumers to seek their smokes in less costly forms than heretofore.

The manufacturers' representatives and traveling men for the local jobbing houses are now out on their final trips before the holidays. Country orders, which began to pick up immediately after the rains of a month ago, continue good; and the wind-up trips are bringing in a good deal of special holiday business as well as some little in the way of advance orders for the coming year.

The Bank Cigar Store at the corner of Clay and Leidesdorf Streets was entered by robbers a few nights ago. No cash was taken, but cigars valued at about one hundred dollars were missing. The thief has not yet been located.

The Webb-Scott Cigar Co. has been incorporated at Seattle, Wash., with a capital stock of $20,000. The incorporators are M. V. B. Webb, F. M. Scott, Jr., and E. Stotts.

L. H. Umstead, of Exeter, Cal., who is engaged in growing Turkish tobacco in that section and who has taken a great interest in the promotion of the tobacco growing industry in California, reports that there are now about one thousand acres planted in tobacco in Tulare County, and that this year's yield will amount to 300,000 pounds.

John Slininger, a cigar man of Bakersfield who does a good jobbing business in the surrounding district, has just concluded an automobile trip through some of the oil producing country of Kern County. He reports a good business.

The "Hebra" cigarettes are a new line just being placed on the local market by the Edward Wolf Company, Front and California Streets. This company has had good success with both the "La Insular" cigars and the "La Insular" cigarettes, of the "La Insular" factory at Manila; and it is believed that the new cigarette from the same factory will take well. It is a five-cent cigarette and is intended to supplement the "La Insular" line. Mr. Wolf returned a few days ago from Southern California, where he placed the "La Prueba" Manila cigar line with Klauber, Wangenheim & Co., of San Diego and Los Angeles, Cal.

Henry W. Peabody & Co., San Francisco importers of Manila cigars, report that the past year has shown great progress in the placing of their Manila lines. Mr. Eisenschimmel, manager of their cigar importing department, left for the North a few days ago for a final visit to the company's connections. He is now in Spokane, but is expected back in San Francisco before the end of the year.

J. D. Carpenter, head of J. D. Carpenter & Co., cigar dealers of Spokane, Wash., died at his home in that city a few days ago.

Edward Schiller, of the Schiller Cigar Company, of Portland, Ore., has sold one of his retail stores in that city to S. S. Rich, who is also well known in the cigar trade of the Pacific Northwest.

A. E. Preston, a dealer of Oakland, Cal., has sold out his business to Roy O. Long.

H. Bier, formerly of the Bier-Saalburg Company, on California Street, who has been out of business for a couple of months, is again in the trade, having opened headquarters for Berriman Brothers' "Jose Vila" line, at 418 Sacremento Street.

Sam Caro, Pacific Coast representative of Mendel Brothers, is again in San Francisco after a two weeks' visit to Los Angeles and other Southern California points.

Joe Kingsley, a well-known dealer of lower Market Street, has secured a new location just across the street at East and Market Streets. The store will be opened as soon as a new building now under construction is completed.

ALLEN.

Albert Falk, of the Falk Tobacco Company, New York City, was in Philadelphia last week, taking care of some orders for delivery about the end of the month.

Pittsburgh

Salesman Reports Big Business on "Rocky Fords"—"Stag" Getting Big Displays—"Pera" Cigarettes on Many Stands

PITTSBURGH, PA., December 8, 1913.

THE weather in Pittsburgh is cold and clear and very good for the holiday business. I find, after talking with several of the large dealers of fine grade cigars, that they all expect a large business. Orders are coming in very good.

F. W. Clark, who represents A. Roig & Langsdorf, in Detroit, stopped off on his way to Philadelphia to visit friends.

G. W. Goodman, of the Phillip Morris Company, left the city for a few days to work on the "little brown box."

Wm. Mendel, of the Union-American Cigar Company, who covers the territory from Pennsylvania to Tennessee, is working on their "Rocky Ford" and "Beechwood" cigars and their "Pittsburgh Smokes." He reports big business.

H. J. Harper, of the Products Company, is putting out a new red plush box on "Milo" cigarettes. Is the best box ever seen here for the holidays.

Mr. Massingham just returned from Jacksonville, Fla. While there Mr. Massingham attended the Wholesale Druggists' Convention, which has a membership of 128. The members and their wives took a trip to Havana, Cuba, returning in a special coach along the east coast of Florida. They stopped off at Miami, Daytona and St. Augustine. At all of these points there were a delegation of the Chamber of Commerce who entertained them with automobile rides through the different cities. While in Havana they visited the Bock factory, where they gave cigars to the druggists.

There were several excursions to Tampa and Key West. Most of the druggists carry a big cigar line.

Acker, Merrall & Condit have taken on the "El Verso" cigars at the Duquesne Club.

H. A. Hamman has taken over the wholesale cigar business of H. A. Rice & Son, of Greenville, Pa.

J. H. Oberly Company, of Oil City, Pa., are remodelling their cigar store. This firm has one of the best stands in Oil City. They report the "El Verso" cigar one of their largest sellers.

C. A. Gibbs Company have added several new clerks to help them out.

The Seventh Avenue Hotel cigar stand has a large display of imported cigars.

P. Hanm, of the C. J. Moye Company, is the proud father of a baby boy, who he has named after the popular cigar man, Leo Julius Spuhler.

J. P. Klemans, of Broad and Collins Avenues, is enjoying good business at his cigar department.

Ed Sutton, one of the old time cigarette boys, and well remembered by the old guard, was a visitor in Pittsburgh this week. Ed is now in the electrical business and is looking fine.

P. Lorillard Company are doing some special work in Pittsburgh and vicinity on "Stag" tobacco. They are featuring the 90c. humidor. The work is in charge of Mr. Hamilton and a special crew of five men from Philadelphia.

"Chas. Denby" cigars, in tin cans, are selling well in and around McKeesport.

Louis Engleman, of McKeesport, has an elegant display of "Saramita" cigars in all sizes.

O. M. Bosworth, of the "Denby" factory, is in town.

Mr. Sharpless is calling on the trade with "Saramitas" in neat holiday packages.

J. I. Stein, representing the "Pera" cigarettes, has placed this brand in the following well-known stands: Fort Pitt Hotel, Seventh Avenue Hotel, Henry Hotel, Schenley Hotel, Monongahela House, Newell's Hotel, Duquesne Club, Pittsburgh Athletic Association, University Club and Union Club.

We are sorry to hear of the death of Seth R. Marshall, of New Castle, Pa. Mr. Marshall was forty-seven years of age and leaves his wife and one son. He was a cigar dealer in New Castle for the past twenty years.

The following visitors were in town: E. N. Ackerman and Allen G. Lutt, of Y. Pendas & Alvarez; C. L. Staples, of Park & Tilford; John A. Collins, of the Shaffner-Collins Company, Chicago.

A. J. F.

W. S. Burger Celebrates Anniversary

Having occupied the same stand for thirty-three years, W. S. Burger, the well-known cigar dealer, of 107 South High Street, Columbus, O., celebrated the anniversary on December 4. Flowers were given to the women and souvenirs in the shape of leather match cases were distributed to the men.

Hundreds of visitors dropped in the store on that day to offer their congratulations to Mr. Burger.

Introducing Mr. Stanley De Lisser

STANLEY DE LISSER
President, De Lisser-Schneider Co., Philadelphia, Pa.

THE morning that a reporter for the WORLD called upon the president of the De Lisser-Schneider Company, he found him laboring under the delusion that he was living within a few degrees of the Arctic Circle. "In fact," said Mr. De Lisser, "if I had no previous knowledge of the location of Philadelphia, I would think that it would be less than a day's ride on the sleds to the supposed location of 'Doc' Cook's buried records."

"Oh, this is just nice brisk weather, Mr. De Lisser," said the reporter, "I guess you are not used to it. Where were you born?"

"Not in this confounded climate," he replied. "I was born on the sun-kissed shores of Jamaica, and have spent most of my life there. In fact, if it were not for 'Lord Colbeck' I would be there now."

"Entertaining the nobility?" impertinently inquired the reporter.

"Yes," replied Mr. De Lisser, "one of the nobility of the cigar kingdom. A royal peer that I am introducing in your democratic country to men who appreciate a high-grade cigar. And by the way, one of your best Philadelphia jobbing houses has agreed to put it on their list January first."

"Pardon my stupidity," said the reporter with due humility. "The fact is," he continued, "I came down here to get a short biographical sketch of you and your partner; how about it?"

"Really not much to say, old chap," replied the president. "My great-grandfather was a French Admiral who settled in Kingston, Jamaica, about 1760. The family has been there ever since. I came along and was reared in the tobacco business and have followed it."

"Er—— when did you say you were born?" asked the WORLD representative, as if he were walking on thin ice.

"As I was saying," continued Mr. De Lisser, "in 1897 I took up the Kingston agency for the Lambert & Butler branch of the Imperial Tobacco——"

"Did you say you were born in——?" interrupted the interviewer.

"Really, I quite forget," he replied, "earthquakes and things quite upset one's memory. I think somewhere between 1850 and 1900. But, as I was saying, I retained the Kingston agency until 1905, when I amalgamated with the British-American Tobacco Company and formed the Jamaica Tobacco Company and was elected its president."

"Well, don't you think, Mr. De Lisser, you were born about——?" continued the reporter.

"As I was saying, I retained the presidency of the Jamaica Tobacco Company until June, 1913, when I resigned to associate myself with Mr. Robert Schneider, to form the De Lisser-Schneider Company. I was elected president of the corporation, and Mr. Schneider was made vice-president. That is about all, I think."

"Well," said the reporter in despair, "you really overlooked one important event, your birthday."

"Unimportant; say I am as old as I look *with my glasses off*."

"Then I'll put you down for about thirty-five. Now can I see the vice-president?" added the interviewer, waiting for a protest.

"If you're quick," said Mr. De Lisser.

But, as the reporter turned around, Mr. Schneider's coat-tail was disappearing through the doorway at a rate of speed that must have warmed him up considerably, even in the Polar temperature of Eighth Street.

Mr. De Lisser, seeing the look of amazement on the face of the news-seeker, said genially: "He's very bashful, and very modest about his age. So much so, in fact, that he is using hair-tonic to hurry along his mustache."

"Well, anyway, Mr. De Lisser, you will loan me his picture, won't you?" earnestly begged the reporter.

"Really, old chap; I would be glad to oblige," said the president, "but he is actually afraid to have one taken. Hasn't interviewed a photographer since he had his first pair of long trousers. You see, the ladies make such demands on him that he is afraid to have a photograph of himself made. Honest, it would cost him hundreds of dollars to supply the demand. It is almost as heavy as the call for 'Lord Colbecks.' Hope you won't put all this in the paper; really, it would make him blush to read it."

"But you can say for me," he added, "that he is a splendid chap and that the tobacco trade will find him a 'live wire' through and through. Have a smoke? All right, call again."

The reporter wanted to ask for the picture showing Mr. Schneider in long trousers, but he lost his nerve, and rode back to the office trying to figure out whether or not Jamaica might contain Ponce de Leon's long-sought Fountain of Eternal Youth.

Good Record for Aged Cigarmaker

Jacob Compton, the oldest workingman in New Egypt, N. J., and a cigarmaker, goes to his bench six days in the week and rolls about two hundred cigars a day. Mr. Compton is eighty-seven years old and believes that his daily average is as good as many cigarmakers, with younger and more active hands, can do. Here is another bang for "Doc" Osler. We hope Mr. Compton will be able to continue at his trade for many years to come.

Detroit

"Flor de Portuondo" Going Well—"Fifty Six" Growing Extremely Popular With High-Grade Smokers—Novel Advertising Scheme for the "Dutch Master"

DETROIT, MICH., December 9.

AS we draw towards the close of the year 1913, a word or two about Detroit may not be amiss at this time. Building operations in any community can generally be taken as a barometer of its financial soundness, and with this as a basis, little can be found to show Detroit suffering from any serious financial depression at present, or that any difficulties are looked forward to in the near future.

Detroit cigar manufacturers are now closing up their books for the year, and all of them, without exception, are more than pleased with the results for the twelve months. While there may have been one or two months when sales were not ahead of the previous year, the business in the aggregate is away ahead of all other years, so that they have every reason to feel jubilant. And business today is good. Practically none of the large factories have abandoned any of their help and continue to pile up orders for delivery after the first of the year.

Retail trade is sure to be brisk from now until the end of the year. Windows have started to be filled with holiday and fancy packages, and all sorts of suggestions for smokers. All that remains now is for the real buying to start. As one dealer said: "Well, we're stocked with the best stuff there is, and all that remains now is for the people to come in."

Here are the figures taken from the books of the internal revenue office, showing the receipts and cigars made for November:

Cigar receipts were $79,683.10 as compared with $80,380.26 the same month in 1912, showing a decrease of several hundred dollars. The number of cigars made for the month were 26,560,033 as compared with 26,793,420 the same month in 1912, showing that less cigars by more than 200.000 were made in November of this year. However, the receipts for tobacco show a gain, as the amount for November of 1913 was $17,728.29 as compared with $154,288.97 last year. These figures are better than had been expected and show that November practically held its own, although it was the dullest month ever experienced by manufacturers and merchants in other lines. November of 1912 had ideal fall weather, while November of this year had about five days when the sun shone, the balance being rainy, foggy and cloudy. Of course, the banner month of the year was October, when more than 30,000,000 cigars were made. It is not likely that this record will be equaled in some time.

T. C. Gales, of Henry Clay and Bock & Co., dropped into town on December 9th, coming here directly from New York on special business. Mr. Gales said his firm was enjoying a big trade and was exceedingly busy expressing holiday shipments. He said in fact that all of the New York importing houses were working twenty-four hours a day to properly handle their orders and not disappoint customers.

E. A. Vanderlip, of the Juan F. Purtuondo Cigar Manufacturing Company, Philadelphia, was in town this week on a flying trip. Other visitors were Tom Bannigan, representing Jose Escalante, who is just finishing his trip for the year; Mr. Loomis, of Butler & Butler; Gordon Bailey, of the Surbrug Company, and Sidney Cohen, of E. Regensburg & Sons. The Regensburg line is showing splendid progress in Detroit among Havana smokers. It is featured very strongly by the four stores of the Central Cigar Company.

Willis Andruss was in town the early part of the week in the interests of "Fifty-Six" cigarettes. There is no use denying the fact that this brand of cigarettes is getting extremely popular among the 25-cent smokers. There is not a single dealer in the city who is handling the "Fifty-Six" who will not report increasing sales every week. The package is certainly very unique and unusually attractive, but behind all this is the quality of the goods themselves; which is the real selling point.

The Central Cigar Company are sending out personal letters to prospective customers, advising them of their complete line of Havana and domestic cigars for the holidays. The letters look as if they were actually written by hand, although they were made from an original letter written by H. L. Lieberman, general manager. The circular reads: "You ought to see our fine line of Havana and domestics, just in, and ready for your holiday wants. Visit our stores and make your selection early. If you can't come, telephone Cherry 2887, and we will gladly call. New pipes, humidors, cigarette cases and smoker sets." It is signed at the bottom by President Coombs and Mr. Lieberman. Not one in a thousand could tell it was anything but a personal letter. It cannot fail to bring results.

All records were broken one day last week at the Hotel Ponchartrain cigar stand when inside of twenty minutes there were ten calls for "Webster" cigars. It looked at first as if some agent of the company was in town on the quiet boosting the brand, but the fact is that they were all genuine sales from regular "Webster" customers, who smoke nothing else.

A sign on one of the store windows in the Priscilla Inn Building announces the fact that a cigar and confectionery store will be opened there some time this month. The location is at Cass and Ledyard Streets. The Priscilla Inn was erected by public subscription and will be operated as a home and club for working girls who are strangers in the city.

One of the latest and most up-to-date show cases in the city was installed recently in the Ye Old Mission Billard Parlors in Battle Creek. The case is composed of two sections, one for cigars and tobacco and the other for candy. The two sections together are twenty-three feet long and six feet high, having two shelves. The case is made of marble. Automatic water chambers are installed.

Charles Spinney has opened a cigar store in Grand Ledge, Mich. on North Bridge Street, and operates a restaurant in connection with the same.

C. H. Vedder has opened a cigar store at 110 South Mechanic Street, Jackson, Mich.

C. L. Marley has opened a cigar store in the Dowd Building, Ontonagon, Mich.

Robinson & Co., who now operate two cigar stores, have opened a third store on Randolph Street, near Macomb Street, which was opened last summer as a cigar store by Rube Walters, who for years was connected with the Wayne Hotel cigar department.

The Helmer-Goodale drug store, in Battle Creek, which suffered such a disastrous fire September 1st, has been entirely remodelled and redecorated at a large expense and will be ready for occupancy about the middle of December. It will be one of the handsomest in the country. A feature is made of the cigar department.

A novel advertising car has been in Detroit for the past week, representing "The Dutch Master" cigar, made by the G. J. Johnson Company, of Grand Rapids. The car is in the form of a huge wooden shoe, twelve feet long, mounted on a Ford runabout. The car was stripped before the shoe was put on, so the weight is about the same as an ordinary Ford roadster. The shoe is made of white pine, covered with canvas and is so painted that it looks as if it had actually been hewn out of a gigantic log. The car was manufactured and decorated in Detroit, and as a whole it is one of the cleverest advertising stunts seen in Detroit for a long while. In the past four weeks the car has been in Lansing, Grand Ledge, Ionia, Muskegon, Ludington, Holland, Battle Creek and Kalamazoo.

Ben Bloch, manager of Michigan, Indiana and Ohio, for the Phillip Morris cigarettes, blew in town last week to take up a lot of matters with his Michigan representative, Mr. Edward Lichtig. Mr. Bloch told THE TOBACCO WORLD reporter that business for the current year will show an enormous increase over 1912, and that it will be a difficult record to beat in 1914. However, he believes he can do it. Philip Morris cigarettes have been used almost exclusively at all of the society dances given so far this fall, to say nothing of the many banquets, such as given by the Bankers' Club of Detroit the large automobile companies, and at dozens of small dinner parties. Eddie Lichtig is on the lookout for all of these events and never loses an opportunity to get his goods represented.

A new cigar store has been started in the Boston Hotel Building on West Fort Street, opposite the Union Depot.

A few weeks ago three of the leading cigar stores in Owosso, Mich., were plundered and cigars, cigarettes and cash stolen. The biggest loss was felt at the Brunswick Billiard Parlors, where the thieves obtained about ten dollars in cash and a quantity of tobacco, cigars and pipes, to exceed twenty-five dollars.

Ben Williams who operates a cigar store and billiard room at 812 Woodward Avenue, is having a dandy business. Mr. Williams is very popular among the young men of that section and probably has as clean a set of young men as his patrons as any of the downtown billiard rooms, who cater to the high-class trade. Mr. Williams will not permit anything but the best of gentlemanly conduct in his emporium, and as a result, has never had any trouble with disorderly persons. He handles a good line of cigars and cigarettes and feels well pleased with trade since he has been located there.

The "Robert Burns" cigar is proving to be a big seller at the Best & Russell store, corner of Woodward and Jefferson Avenues. This is a very popular "drop in" store, being a great center of traffic, especially among the people going to and from Windsor, or the foot of Woodward Avenue, where ferries are taken for the Canadian side.

Alfred Penner, of E. Rosenwald & Bro., was in town most of last week and closed up some nice orders for Sumatra.

The new Liggett drug store at Gratiot and Farmer Streets, is now open for business. The official opening will not take place until the entire building is completed. One of the features of the new store is the cigar department, which is complete in every detail. At present only the domestic cigars are handled, but it is the intention of Manager Scott to put in an imported line before the end of the month. On the first day he made a strong window display of "Black and White" cigars, small shape, and sold ten thousand. He also displayed a window of fancy pipes and sold quite a few. Such brands as "Cinco," "San Felice" and "William Penn" are handled being large sellers at the other branch stores.

To the many Detroit and Michigan subscribers and friends of THE TOBACCO WORLD, here's wishing you a Merry Christmas.

AL U. THORNBURG.

Premiums and Novelties *Spokes in the Wheels of Business*

THE rapidly-growing struggle among the manufacturers of cigars, cigarettes and tobacco, for the supremacy of their respective brands, has led to the use of novelties and premiums in quantities, and to an extent, never before known in the history of the trade.

The retailer has found the use of smokers' articles a most productive method of popularizing his shop and boosting his brands. Competition is stronger than ever before and the use of alluring articles for the "den" or smoking room, given as premiums or as advertising novelties, is proving a most healthy way of encouraging trade and making new friends for the store.

We believe that our readers will be specially interested in a series of brief descriptions of articles that may be used in the tobacco trade in one way or another. We have secured the co-operation of many of the manufacturers in giving their products an introduction to the tobacco manufacturers and retailers, who desire to stimulate the sale of their goods.

There are some articles that may prove too expensive for premium use, but they will be found to be popular with the consumer if offered over the counter at retail. No "smokeshop," today, is complete without a good line of smokers' accessories.

Full information as to prices and quantities may be secured from the manufacturers, whose addresses are given in every case. We will consider it a favor if, when writing, you mention that your attention has been directed to the articles by THE TOBACCO WORLD.

And now we have the wind shield match box!

How many times have smokers tried to light their pipe, cigar or cigarette on a windy day, and use about half a box of "safeties" in the unsuccessful attempt? We do not attempt to compute the sum; nor can we estimate the number of times men have lost their tempers as a result of their failure to "catch a light." We do know however, that thousands will welcome the innovation of the wind shield attachment for the safety match box.

Retailers will find this novelty a very useful advertising medium and one that will win favor for them with old customers, as well as readily make new ones for them.

It is ornamental as well as useful, and will last many years. But don't take our word for it; write the manufacturers and get their claims and a sample. You can afford to advertise with this innovation, because it will bring you a real benefit and make the customer an everlasting friend. A letter sent today to the Metal Specialties Manufacturing Company, 736 Monroe Street, Chicago, Ill., will bring you full details.

The cleanliness of clear cut glass, the capacious comfort of bigness and the smart appearance of elegance are all combined in the tobacco jar shown herewith.

The cover may be had in solid brass, copper or heavy quadruple silver plate, and is fitted inside with sponge receptacle.

This is but one number of a large family of cigar and tobacco humidors made by the largest manufacturers of smokers' articles in the United States, the K. & O. Company, of New York. Others, solid metal throughout, come either plain or full cedar lined, at prices that seem hardly consistent with the fineness of finish and devotion to detail that distinguish this line.

An innovation that will appeal to all smokers, both from a standpoint of appearance and practicability is the new "Sanitary" line of brass-mounted glass trays illustrated herewith.

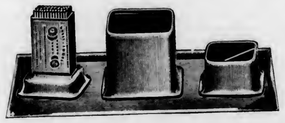
The particular feature of these goods is, that by a simple twist of the wrist all the brass mountings may be removed and the glass receptacle cleaned.

Nests of two, three or four trays are mounted with solid brass cigar rests and match holders, and, while reasonable in price, are elegant enough to meet the approval of the most fastidious.

The moisture-proof cedar-lined cigarette case shown in the accompanying illustration is fitted with lock and key and made of handsome solid brass throughout. For the particular man, there has never been a more serviceable or ornate receptacle for the fragrant short smoke.

An addition to any den, desk or library table, your favorite brand always in plentiful supply and prime condition within easy reach.

To the inveterate smoker, the man who puffs all day long, or the more ascetic devotee of nicotine who limits his indulgence to one after-dinner cigar, no enjoyment quite equals the evening's home-smoke.



Stretched out in his favorite arm chair, at peace with himself and the world, what nicer than to find within easy reach cigars, ash receiver and match holder.

So the smoking set—the last word in smoking luxury.

The K. & O. Company, of New York, have for years made this a particular feature of their line of brass and copper wares, showing today a range of designs from the severely plain to the highly artistic hand-etched. Some are cunningly ornamented with twisted pipes of the old "long stem" pattern from the days when everyone traveled stage-coach and every inn had its rack of clays and shelf of steins.

For further details regarding this splendid line a letter should be addressed to the K. & O. Company, 366 Butler Street, New York City.

Key West

M. Perez Company Apply to "Manufacture in Bond"—Key West Cigar Box Factory Busy—"Mi Favorita" Factory Has Heavy Call for January and February Deliveries—Bonded Warehouse to Close at 4 P. M.

KEY WEST, FLA., December 10, 1913.

THE winter season has opened up with our cigar factories, under better conditions than for many years past. While at a few shops there has been a cut in forces, the additions which the other concerns have made to their pay rolls has more than counterbalanced this. There are very bright prospects that the majority of our factories will be busy right up to stocktaking time, December 31st.

All goods intended for the Christmas holidays have been marketed and all of our factories are now at work on regular lines. Heavy calls by wire and mail continue to pour in and there is every indication that the present forces will be carried into February, 1914.

The most important trade items since last writing is the application of the M. Perez Co., through their local manager Rafael Menendez for a permit to manufacture their cigars in bond. Customs Collector Delaney and Underwriters Agent Porter have inspected the factory premises, and the M. Perez Co. will very shortly receive their bond and be enabled to commence the new year under the new rules and regulations.

The making of cigars in bond in the M. Perez Co.'s factory will be closely observed by other local manufacturers who would like to bond their factories but who will wait to see results before doing so.

If the experiment is O. K. they will all bond, otherwise the M. Perez Co. will be the only concern to take advantage of the law.

Max Gans, of Max Gans & Son, the New York leaf dealers, accompanied by his wife, spent a few hours in the city last week while en route to Cuba. During his sojourn in Havana he will visit the leaf markets and make purchases for his house. Mr. Gans and wife will go direct from Cuba to New York via. Ward Line.

Norberg Thompson, vice-president Key West Cigar Box Co., returned last week from a business trip to Honduras. At the factory business is in fine shape and they are rapidly turning out large lots of boxes.

George Robinson, of the Key West Cigar Factory and secretary Key West Cigar Manufacturers' Association, received a telegram last week from the New York office calling him north for a business conference. He will spend about two weeks at New York headquarters. During his absence the factory is under the able management of Edward Phillips, who is working a full force and on long hours, in order to catch up with the orders.

The Ruy Lopez Ca. is one of the busiest of local concerns and they made a large addition to their force last week. Mail and telegraphic calls are coming to hand at a lively rate and the company will be on this basis until the close of the year. They also have a filed demand for orders to be filled in the early part of 1914.

Moreda & Co. are working at full capacity and are making heavy shipments of their famous "La Diligencia" brand in its many fine sizes and shapes.

The Martinez Havana Co. is working on a healthy basis and have orders on file for January delivery. Eladio Martinez, accompanied by his sister Miss Aurora left for Havana on Saturday. The company will soon launch a new fine size of their "Flor De Louis Martinez" brand which will be known as "Conquerors" and will be largely distributed on the Pacific Coast. It will also be introduced to their trade in other territories.

At the big factory of the Mi Favorita Cigar Co. trade is in excellent shape and they are carrying a full force in every department. Heavy shipments is the rule at this factory and they will take but a short recess at the end of the year for stock taking purposes as they have orders on file running into February of next year.

The E. H. Gato Cigar Co. is another busy local concern and they are carrying a full force. The company last week closed a contract with S. Bachman & Co., of San Francisco, Cal., to furnish them with cigars during 1914. A visitor at the office on Saturday was Nestor Myras, a son-in-law of Edwardo H. Gato, Sr., who was en route to Cuba from a trip to northern Florida. Ed. and Frank, sons of Edwardo H. Gato, Jr., will arrive this week from Georgia where they have been attending the Military Academy and will spend the Christmas holidays with their parents.

A cablegram received at the Customs House on Saturday from the Secretary of the Treasury conveyed the information that the department had acceded to the request of the Key West Cigar Manufacturers' Association in regard to having the bonded warehouse closed at 4 P. M. with no recess, instead of 5.30 P. M. and an hour's recess, as has been the rule since the advent of the new administration at Washington. The extra hour and a half in the afternoon was practically of no use to the cigar manufacturer and leaf dealer as the light at that time in the afternoon is not suitable for the examination and selection of leaf and the request was also made on the ground that the building was too freely ventilated and that it was far better to have it closed sooner.

Trade is on the rush at the Homerica factory of S. & F. Fleitas and a large force is being carried in every department. Recruiting in the picking and packing rooms is still going on, and there are indications that these conditions will prevail for some time to come.

A Merry Christmas and a Happy New Year to THE TOBACCO WORLD and all its readers!

INGLACITA.

Tobacco Statement.

Imports of leaf in hand for week ending Nov. 28, 1913:

	Bales.
Havana-American Co.	152
Geo. W. Nichols & Co.	109
Cortez Cigar Co.	25
S. & F. Fleitas	29
Total Bales	315
Withdrawals, Bales	325

Imports of leaf in hand for week ending Dec. 6, 1913:

	Bales.
Mi Favorita Cigar Co.	75
Moreda & Co.	24
Cortez Cigar Co.	25
Total Bales	124
Withdrawals, Bales	189

Cigar Shipments for Two Weeks Ending December 10, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
S. Bachman & Co., San Francisco..	63
M. A. Gunst & Co., San Francisco..	5
Glasner Bros., San Francisco	7
H. Bercovich, San Francisco	2
Fred Barman & Bro., Los Angeles..	5
A. B. Greenwald Cig. Co., Los Angeles, Cal.	2
Cortez Cigar Co., Savannah, Ga.	56
M. A. Gunst & Co., Los Angeles....	3
International Supply Co., San Francisco, Cal.	3
M. Blaskower, San Francisco, Cal..	2
U. Koen & Co., New Orleans, La...	6
Valloft & Dreux, New Orleans, La.,	4
Edward Weiler, St. Louis, Mo.	2
Lilly, Dungan & Co., Baltimore....	2
Louis G. Deschler Co., Indianapolis, Ind.	4
Bay City Club, Bay City, Mich.	2
O. Marks & Son, Newburn, N. C...	2
E. F. Beale & Sons, Norfolk, Va...	5
Rothenberg & Schloss, Kansas City, Mo.	4
E. A. Saunders' Sons Co., Richmond, Va.	5
A. Ulrich, Philadelphia, Pa.	2
Coates Coleman, Philadelphia, Pa.,	4
Terry & Duncan, Philadelphia, Pa.,	2
C. S. Mahn, Philadelphia, Pa.	10
Duncan & Morehead, Philad'a, Pa.,	12
Hart Cigar Co., Portland, Ore.	2
Missoula Mer. Co., Missoula, Mont.,	2
Spurlock-Neal Co., Nashville, Tenn.,	5
B. M. & E. Fechelman, Meridian, Miss.	2
Copper Club, McGill, Nev.	2
Louis Klein Cig. Co., Cleveland, O.,	4
Heminway & Moses, Salt Lake City, Utah	4
Sandefin-Julian Co., Little Rock, Ark.	2
Phillips-Travick Co., Nashville, Tenn.	6
Albany Groc. Co., Albany, Ga.	2
Metropolitan Cigar Co., Denver, Col.	10
Simon & Salizstein, Dallas, Tex...	4
Metzler Bros., Dallas, Tex.	5
Casey-Swassy Co., Ft. Worth, Tex.,	7
Houston Drug Co., Houston, Tex.,	13
Sam Freund, Waco, Tex.	4
Henz Bros., Waco, Tex.	3
I. A. Victor, San Antonio, Tex.	2
Max L. Block, Houston, Tex.	4
J. M. Loeb, Beaumont, Tex.	2
Beaumont Cig. Co., Beaumont, Tex.,	2
Geo. G. Edloff, Dallas, Tex.	3
Gus Le Bolt, Springfield, O.	7
Capital City Tob. Co., Atlanta, Ga.,	7
R. D. Burnett Cig. Co., Birmingham, Ala.	5
C. N. Rhode, Galveston, Tex.	2
Cocoanut Grove Cig. Co., Cocoanut Grove, Fla.	2
J. N. Laub, Houston, Tex.	3
J. Lowenstein & Son, Houston, Tex.,	5
Davidson Bros., Houston, Tex.	4
Sanford, Santhelain & Albers Co., Knoxville, Tenn.	2
Rosenstein Bros., Butte, Mont.	2
J. S. Pinkussohn Cig. Co., Savannah, Ga.	2
Porter-Mallard Co., Jacksonville, Fla.	5
A. Yerkes, Trenton, N. J.	2
Washington Tob. Co., Washington, D. C.	3
Washington Cig. Stand, Portsmouth, Va.	2
Stark & Hawkins, Toledo, O.	3
Revere Cig. Co., Detroit, Mich.	2
Van Deman & Lewis, Jacksonville, Fla.	5
David Nicholson Groc. Co., St. Louis, Mo.	4
E. J. Rose & Co., Tacoma, Wash...	2
Pyle & Allen, Cleveland, O.	2
J. & B. Moos Co., Cleveland, O.	2
J. & B. Moos Co., Cincinnati, O.	3
Fred Harvey, Chicago, Ill.	2
Chapin & Gore, Chicago, Ill.	2
Manypenny-Hammond Co., Columbus, O.	11
Joseph Way, Philadelphia, Pa.	12
Geo. Linnet & Bros., Newark, N. J.,	2
Progressive Cig. Co., Newark, N. J.,	2
Wilkinson, Gaddis & Co., Newark, N. J.	8
Dusel, Goodloe & Co., Phila'a, Pa.,	7
Fringe Bros. Co., Phila'a, Pa.	2
C. L. Hulett, Troy, N. Y.	3
Wm. Fitzpatrick, Troy, N. Y.	2
Reymer Bros., Pittsburgh, Pa.	8
C. A. Whelan, Auburn, N. Y.	4
United Cig. Stores Co., Chicago, Ill.,	33
F. A. Davis & Sons, Baltimore, Md.,	5
H. F. Lyons, New York, N. Y.	2
Gwynn, Straus & Co., New York...	2
Park & Tilford, New York	55
Geo. W. Nichols & Co., New York..	18
E. H. Gato Cigar Co., New York...	13
United Cig. Stores Co., New York	12
Martinez-Havana Co., New York ...	12
Metropolitan Tob. Co., New York..	2
M. Perez Co., New York	3
G. S. Mahn, New York	3
Austin, Nichols & Co., New York..	7
Lowden & Co., New York	7
Ruy Lopez Ca., New York	6
H. A. Beltz, New York	2
Park & Tilford, New York	54
Geo. W. Nichols & Co., New York,	21
Martinez-Havana Co., New York...	16
E. H. Gato Cigar Co., New York...	12
Lowden & Co., New York	8
United Cig. Stores Co., New York..	6
G. S. Mahn, New York	6
Acker, Merrall & Condit, New York,	4
H. F. Lyons, New York	6
Ruy Lopez Ca., New York	4
M. A. Gunst & Co., New York	3
Austin, Nichols & Co., New York..	3
National Cig. Stands, New York...	3
M. Perez Co., New York	2
Havana-American Co., New York..	2
U. S. Distributing Co., New York..	2
Potter, Sloan & O'Donahue, New York	2
F. A. Davis & Sons, Baltimore	4
Neudecker Tob. Co., Baltimore, Md.,	3
F. K. Bowers, Baltimore, Md.	2
United Cig. Stores Co., Chicago, Ill.,	31
National Cig. Stands Co., Chicago, Ill.	5
Reid, Murdock & Co., Chicago, Ill.,	3
A. Ward & Sons, Newark, N. J.	4
A. Krenrich, Newark, N. J.	4
Progressive Cig. Co., Newark, N. J.,	4
R. & W. Jenkinson Co., Pittsburgh, Pa.	5
Reymer Bros., Pittsburgh, Pa.	3
Duncan & Morehead, Phila., Pa.	11
G. S. Mahn, Phila., Pa.	10
Dusel, Goodloe & Co., Phila., Pa..	5
Coates Coleman, Phila., Pa.	4
A. Ulrich, Phila., Pa.	2
Moore Cig. Co., Phila., Pa.	3
C. M. Gudknecht, Phila., Pa.	2
Terry & Duncan, Phila., Pa.	2
Geo. E. Bacharach, Franklin, Pa..	5
Joe Whitcomb & Co., Springfield, Mass.	5
Reid Tobacco Co., Milton, Pa.	2
New Jersey Tob. Co., Jersey City, N. J.	3

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

FINGER POINTS:—29,543. For cigars, chewing and smoking tobacco. November 25, 1913. H. M. Smith, Reading, Pa.

HAND HOLDS:—29,544. For cigars, chewing and smoking tobacco. November 25, 1913. H. M. Smith, Reading, Pa.

STEPHEN BULL:—29,545. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1913. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

MEISTER BRÄU:—29,546. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1913. Helbig & Stiegler, Chicago, Ill.

OLD DRURY:—29,547. For cigarettes. November 29, 1913. A. B. Sloane, New York.

VALWIN:—29,548. For cigarettes. November 29, 1913. A. B. Sloane, New York.

AFGHAN:—29,549. For cigarettes. November 29, 1913. A. B. Sloane, New York.

HAND RAIL:—29,550. For cigars, cigarettes, smoking tobacco. November 29, 1913. H. M. Smith, Reading, Pa.

AUTO SMOKE 5c. CIGAR THE GREAT 4 PASSENGER SMOKE:—29,551. For cigars. November 29, 1913. H. Howell, Lewistown, Ill.

MINNESOTA CLUB STANDARD:—29,552. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

JOHN PALM:—29,553. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

HAVANA TEXTURE:—29,554. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

HAVANA TISSUE:—29,555. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

VUELTA TISSUE:—29,556. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

SPANISH TISSUE:—29,557. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

SPANISH TEXTURE:—29,558. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

VUELTA FABRIC:—29,559. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

SPANISH FABRIC:—29,560. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. Moehle Litho. Co., Brooklyn, N. Y.

LA FLOR DE GALAN GARCIA:—29,561. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 29, 1913. F. Galan Garcia & Co., Brooklyn, N. Y.

VUELTA TEXTURE:—29,562. For cigars, cigarettes, chewing and smoking tobacco. November 29, 1913. The Moehle Litho. Co., Brooklyn, N. Y.

WINGFOOT:—29,563. For cigars, cigarettes, chewing and smoking tobacco. December 1, 1913. Moehle Litho. Co., Brooklyn, N. Y.

MOSS' MAGNO:—29,564. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1913. S. R. Moss Cigar Co., Lancaster, Pa.

LA GLYCINE:—29,565. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1913. Import Litho. Co., New York.

KEY WEST BOND:—29,566. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 3, 1913. Moller, Kokeritz & Co., New York.

MIGUEL GARCIA:—29,568. For cigars, cigarettes, chewing and smoking tobacco. December 3, 1913. Moehle Litho. Co., Brooklyn, N. Y.

VALIDAS:—29,569. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 4, 1913. Import Litho. Co., New York.

PUTELLA:—29,570. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 4, 1913. Import Litho. Co., New York.

A BANKER'S FAVORITE:—29,571. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1913. E. Waegeman & Sons, Bridgeport, Conn.

THE VESTABULE:—29,572. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1913. Kaufman, Pasbach & Voice, New York.

LA RENOLA:—29,573. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 5, 1913. M. Grossman, Peoria, Ill.

EULA:—29,574. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 5, 1913. H. J. Bishner, Wells, Minn.

PEG O' MY HEART:—29,575. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1913. Kaufman, Pasbach & Voice, New York.

EL TARZAN:—29,576. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1913. Kaufman, Pasbach & Voice, New York.

AROVANA:—29,577. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1913. Kaufman, Pasbach & Voice, New York.

VERA BLACK:—29,578. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 8, 1913. Harry C. Wolf, Port Crane, N. Y.

OFFICIAL FORM:—29,579. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 8, 1913. Harry C. Wolf, Port Crane, N. Y.

MENDEL BEILIS:—29,580. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 8, 1913. Max Grayefsky, Brooklyn, N. Y.

VILLAMOR:—29,581. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Import Litho. Co., New York.

HOMESTEAD:—29,581 X. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. F. C. Carter, Philadelphia, Pa.

MATARANA:—29,582. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Import Litho. Co., New York.

CUBRIAN:—29,583. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Import Litho. Co., New York.

CONCHILLOS:—29,584. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Import Litho. Co., New York.

SARABIA.—29,585. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Import Litho. Co., New York.

HAVANA CRITIC:—29,586. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

AUTO SMOKE 5c. CIGAR, THE GREAT 4 PASSENGER SMOKE. Design registered November 29, 1913. H. Howell, Lewistown, Ill.

LOVELAND:—29,587. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

(*Continued on Page 41*)

LEAF TOBACCO MARKET

Connecticut Growers Pinched by Short Crop—Ohio 1913 Tobacco in Strong Hands—Threatened Strike Effects Pennsylvania Market—Inferior Grades of Wisconsin Below Usual Price

CONNECTICUT

SUFFIELD, CONN.

While the prices have been very satisfactory, the year has not been as prosperous for the growers as some would suppose, because the drouth in the Connecticut Valley reduced the crops to a smaller average than last year. With the crop beyond the curing stage and the warehouses opening up, growers have had an opportunity to figure out where they stand on the season. It seems obvious that there will only be a bare profit, as the crop is not more than a seventy per cent. one.

The situation is helped, however, by the binder shortage in Wisconsin. This has sent the buyers to the New England States to try and find a substitute in Havana seed "seconds." These have been bought at a big advance over last year. Had it not been for the situation in Wisconsin, 1913 would have proved a disastrous year for Connecticut growers.

Taken as a whole the shaded tobacco grown in the Connecticut Valley is equal to any crop yet raised. It narrowly escaped ruin by the drouth, but outside of the first primings there is evidence of an unusual proportion of high-grade wrappers.

The limited acreage of broadleaf which was centered about Hartford received rain that did not fall in any other parts of the state, and so that crop has come through in a satisfactory manner. For that reason the broadleaf grower feels very well satisfied with the season's crop.

The warehouse of the late L. P. Bissell has been taken charge of by Karl C. Kulle, and sixty-five men are busy sorting the crops of C. H. Spitzner & Sons, of New York. After the crops are put through the sweating process they will be shipped to the warehouses in New York City.

OHIO

TROY, O.

While the buying of the 1913 Zimmer is not so active, now that thirteen cents is being paid the grower instead of nine or ten cents at the outside, as last year, still good crops are being picked up wherever possible. Those in a position to know say that only a very small proportion of the crop remains unpurchased.

The Seed and Dutch varieties are being bought very slowly, although top prices, ranging from eight to ten cents, have been paid so far.

All the 1913 tobacco that has been bought thus far has gone into strong hands, the smaller packers having been afraid to touch it at such high prices.

PENNSYLVANIA

LANCASTER, PA.

There has been no buying of the 1913 tobacco, and there is not likely to be until after the holidays, when the tobacco will be stripped and ready for inspection. This crop is causing much comment, but so far as can be learned it is curing nicely. Some of the packers say that it will be as good as 1912; there are others who go to the far extreme and claim that its only equal is the much maligned 1909 leaf. Examination shows that there has been very little burning; in fact, perhaps not as much as in other years.

Leaf buyers are taking only enough for their immediate needs. The threatened cigarmakers strike is keeping the leaf market down many believe. But there is a general feeling that most of the manufacturers know what they are talking about when they say they cannot grant a raise and stay in business.

WISCONSIN

EDGERTON, WIS.

Weather that has been warm and unseasonable has caused some apprehension among the growers, as mold has been found on the soft stems, and it is feared that if this weather keeps up there will be considerable damage as a result. The weather has also been responsible for a slackening in the buying movement. Our roads have been no "Lincoln Highway," and consequently the buyers, not being able to navigate seas of mud, have stayed indoors awaiting the change that must come.

It is reported that those growers who have not taken down their crops from the curing sheds are in the best position. It is stated that the tobacco which has been delivered is not in the best of condition. Not much will be done by the packers until after the holidays.

Numerous conditions that have arisen make it doubtful if the low grades of Wisconsin will bring their accustomed figures. This interesting statement makes it look as if the growers will not be much better off than in former years. The little extra they have received for fillers and binders will be lost on the low price of the inferior grades.

KENTUCKY.

LEXINGTON, KY.

Much surprise had been caused in the market here by the falling off of prices on colory grades. This year they are rated at least three cents lower than last season. On the other hand, there is an advance in red leaf prices.

Buyers are short on red leaf, but are loaded up with colory stocks, is the explanation offered. It is noticeable, however, that big buyers have not yet shown up in the market, and it is believed that when they do, colory stocks will go up. No fancy stock has made an appearance yet.

HOPKINSVILLE, KY.

Prices in the Black Patch, as predicted, are generally higher and stronger than last year. The sales last week showed an increase, and still higher figures are expected when the real competition begins. And there is no doubt that some splendid prices will be realized when the really fine tobacco comes in.

The average price on all tobacco sold on the opening day was $7.45 per 100. Compared with the opening sale last year this is an increase of $1.19. Better quality is largely responsible for this, of course, but the short crop and resultant stronger demand figures largely also.

Buyers are taking to the country in numbers and as the farmers are disposed to sell direct from the barn, quite a good deal of tobacco is reported as having been contracted for during the past week, though no deliveries have yet been made on account of the weather. Rumors of all sorts of prices that are being paid are afloat, according to these reports some crops bringing as high as $12.50 per hundred around. But such figures are probably exaggerated, except possibly in a few isolated cases of exceptionally fine tobacco, and the general range is from $9 to $10. So far the buyers are especially anxious for the best crops and have skimmed the country looking for them. The close canvass and more complete roundup is yet to come.

The rehandling houses are all ready and waiting for deliveries to begin and as soon as sufficient stocks are on hand they will start up. They expect to put up from two to five million pounds a piece during the coming season.

PADUCAH, KY.

The loose leaf market has been very quiet. Occasional sales of the better crops are reported at prices ranging from 9 to 12 cents for leaf and 3 to 5 cents for lugs. There is little activity to be expected in loose leaf circles until the Italian Regie and snuff concerns begin buying.

Farmers throughout the district are a trifle more conservative in their ideas of prices than a week ago, and exhibit a disposition to bargain where they formerly held out for a top price. While it is true that the better part of the crop is unusually good, with strong body and excellent finish, there is mixed in with it a good deal of common and low grade tobacco.

THE CAROLINAS

WINSTON-SALEM, N. C.

The local tobacco market has picked up a bit, but nothing like what was expected. It was thought that the favorable weather would bring some heavy breaks.

Prices dropped a fraction, perhaps due to the increased weight, owing to the humidity of the atmosphere; or to the fact that there were some poor grades running through the breaks; and maybe it was due to a natural decline in prices. However, it is probably safe to say that the quality has had much to do with the price.

The weather conditions have been favorable to the handling of the weed, and there is no reason why there should not be some big breaks.

Agree on Sale of Tobacco

An agreement has been reached between the Green River Tobacco Growers' Association and the American Society of Equity of the Owensboro district, whereby the two organizations will act jointly in the sampling and sale of the crop. The poolers of each organization must ratify the sales. Samples will be taken immediately, and it is believed that a sale will be effected by December 10.

The Green River pool controls 10,000,000 pounds of tobacco in Daviess, McLean, Ohio and Hancock Counties, Kentucky, and Spencer County, Indiana. The Equity Society controls 1,000,000 pounds. The quality is much better this year and the price will be higher.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

Wanted.

CIGAR FOREMAN—For hand work factory. Must be high class and furnish the best of reference. State salary expected. Address Box No. 678, "Tobacco World," Philadelphia, Pa.

For Sale.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
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FOR SALE—Stock, fixtures and active brands. Cause, ill-health and old age. Address, G. S. M. & Co., Pottstown, Pa.

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

Special Notices.

THE C. A. D. O. CO., INC., of 26 Park Place, New York City, the manufacturers of the "Fifty-Six" cigarette, begs to announce that Mr. Constantin Contopoulo, who has just returned from inspecting and purchasing the finest lots of Turkish tobacco obtainable in Turkey, has been elected vice-president and a director of the corporation, and has become largely interested as a stockholder therein. The company begs to further state that Mr. Contopoulo will take an active part in its management and control.

C. A. D. O. CO., INC.,
CHARLES A. DRUCKLIER,
President.

REGISTRATIONS.

(*Continued from page 39.*)

CORONA CLUB:—29,588. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 10, 1913. M. W. Goodell, Binghamton, N. Y.

VAN CAMP:—29,589. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. Kaufman, Pasbach & Voice, New York.

QUEEN OF MECCA:—29,590. For cigars, cigarettes, chewing and smoking tobacco. December 10, 1913. Moehle Litho. Co., Brooklyn, N. Y.

MONOGRAM SNUFF:—29,591. For snuff. December 10, 1913. S. Scharlin & Son, New York.

FLOR DA LISSA:—29,592. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 10, 1913. De Lisser Schneider Co., Philadelphia, Pa.

CANCELLATIONS.

GUY FAWKES:—29,358. For cigars, cigarettes, chewing and smoking tobacco. October 28, 1913. The Moehle Litho. Co. Cancelled November 26, 1913.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Heard Among Leaf Men

Fire recently destroyed the tobacco shed and its contents, valued at $3000, belonging to C. H. Wells, at Suffield, Conn.

T. S. Hamilton, of Cincinnati, well-known tobacco man, has recently returned from Korea, where he has been visiting his daughter. While abroad Mr. Hamilton witnessed some of the so-called leaf sales in Japan. He says they resemble in some ways the loose leaf system used in the rural districts of this country.

The Board of City Commissioners of Lexington, Ky., by a vote of three to two, exempted the Burley Tobacco Society from the payment of $18,000 for back taxes, due the city on pooled tobacco and cash in banks during 1910, 1911, 1912 and 1913.

The opening day of the market at Mt. Sterling, Ky., resulted in the sale of 180,000 pounds of tobacco at prices ranging from three cents to twenty-five and one-half cents. The market opened December 1.

The estimates of appropriations by the Secretary of the Treasury that Congress should make for the next fiscal year included an item of $25,000 "for investigating and improving tobacco and the methods of tobacco production." This sum last year was $31,630.

TOO LATE TO CLASSIFY

FOREMAN FOR CIGAR FACTORY, near New York City. Must be experienced and capable of handling Hungarian help. References required. Apply Box No. 40, "Tobacco World," Philadelphia.

Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1913. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1913 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P.S.—Fatimas are very popular with all college men.

"Distinctively Individual"

MAXIMILIAN STERN

Havana Tobacco

Clavel No. 1, Havana, Cuba 165 Front Street, New York

Michaelsen & Prasse

Commission Merchants
Leaf Tobacco & Cigars

18 Obrapia Street, Havana, Cuba

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The Tobacco World

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CARDENAS y CIA Cable Address, "Nasdecar"

Almacen de Tabaco en Rama

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Increase Your Daily Sales by Using Our Trade Stimulators

Our 600 hole punch board contains 12 of the Highest Quality Photo Pocket Knives and Six One Dollar in Trade prizes. Board takes in $30.00 at 5c. a punch. Will furnish board ready for use for $9.00 delivered and the $6.00 in trade prizes will make this board cost you $15.00, leaving you a net profit of $15.00.

Our 300 board contains Six Knives and Four 50c. and One $1. in trade prizes. This board will cost you $5.00 delivered.

Always send your money with the order. Address

Michigan City Paper Box Co.
Michigan City, Ind.

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

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Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.

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THE TOBACCO WORLD BUREAU

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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
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Figuras 39-41, Cable "CUETARA" Havana, Cuba

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Chewing Tobacco

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The Package is sanitary, convenient and very attractive

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